

NetShelter SX with Shock Packaging

Overview

2015-05-28

Brian Mitchell

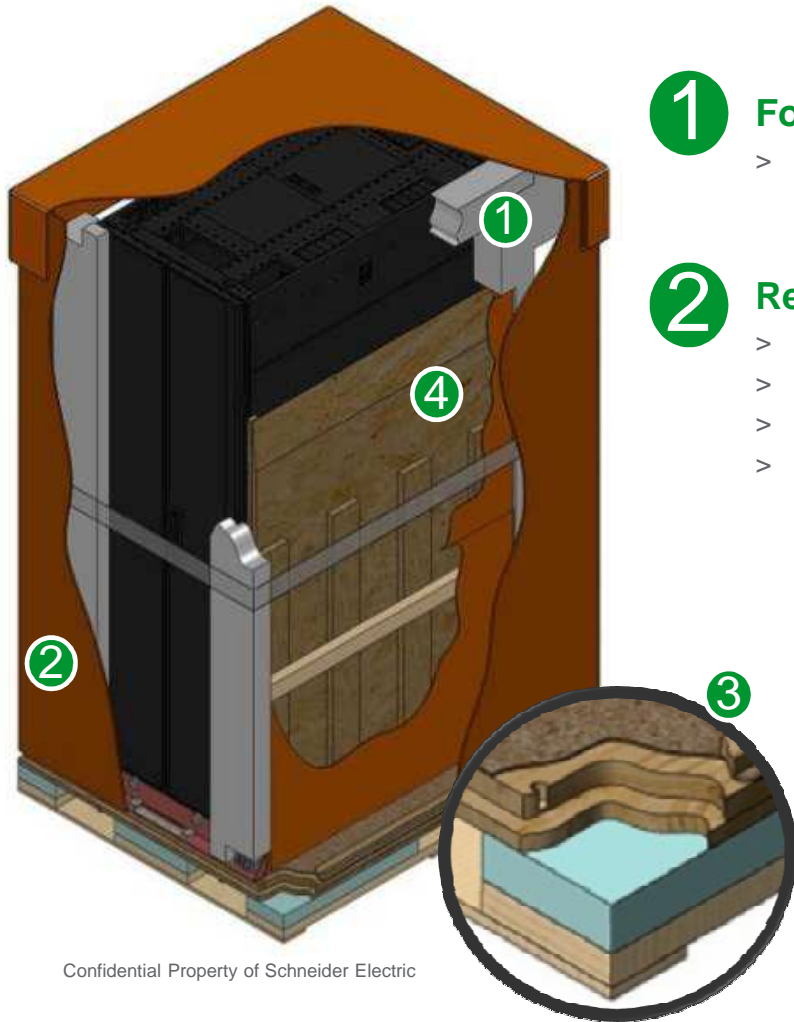
NetShelter SX with Shock Packaging



Schneider
Electric

NetShelter SX with Shock Packaging

Rack and Stack Made Easy for Equipment Integrators and Converged Deployments



1 Foam Padding

- > Protects exterior sides from handling damage

2 Removable Cardboard Wrap

- > Reusable
- > Convenient place for integrator logos
- > Conceals cabinet contents
- > Keeps dust and debris away from equipment

3 Multi-Layer Pallet

- > Absorbs impact and vibration during transit
- > Distributes cabinet load evenly across pallet

4 Ramp

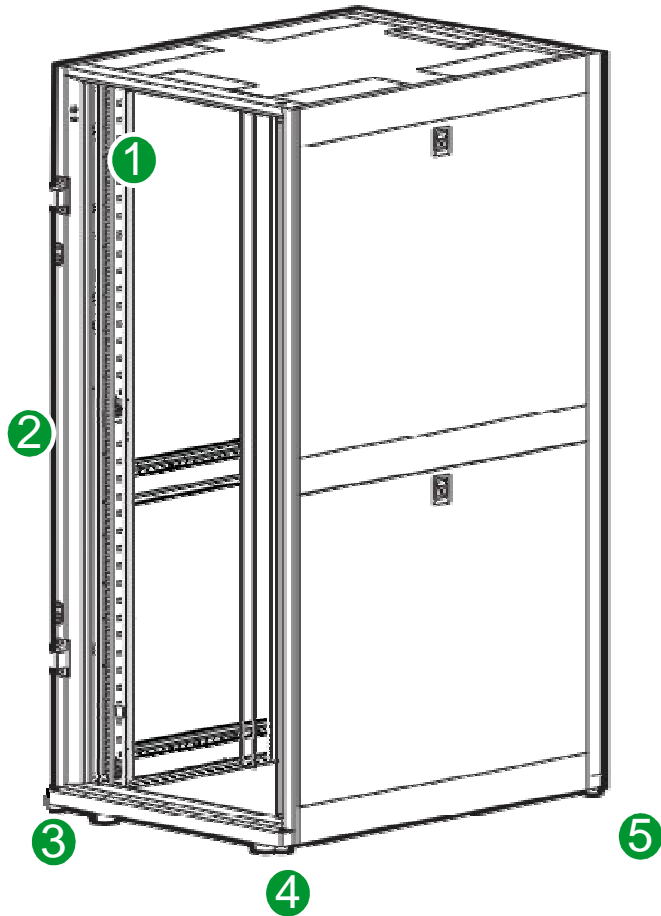
- > Built in rails guide rack safely to floor
- > Stores within pallet footprint

Cabinet with shock absorbing pallet, unloading ramp, and impact resistant shell



NetShelter SX with Shock Packaging

Cabinet paired with shock absorbing pallet, unloading ramp, and impact resistant shell



1

Additional mounting rail fasteners

- > Supports load even under high vibration
- > Securely holds rail position during transport

2

Two-Piece Removable Cardboard Wrap

- > Reusable
- > Convenient place for integrator logos
- > Conceals cabinet contents
- > Keeps dust and debris away from equipment

3

Cabinet Elevation Brackets

- > Support of the weight load underneath & front/rear via bracket attachment
- > 4 brackets elevate casters during shipment to eliminate long period of weight load during shipment

4

Heavy duty castors

- > More durable, higher load ratings, and smoother rolling profile ensure proper performance at the delivery site under heavy weight conditions

5

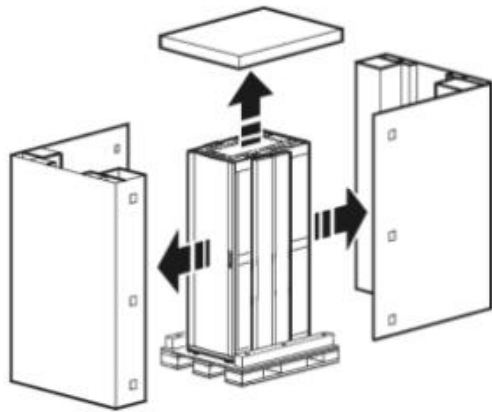
Fixed rear castors

- > Helps to guide the rack straight down the ramp
- > Improves steering with fully loaded rack

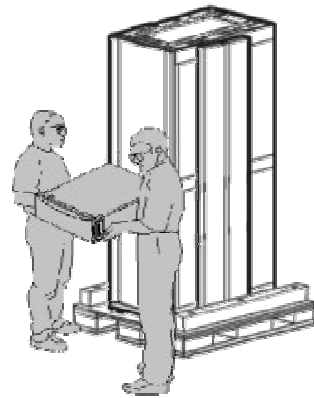
Rack and Stack Made Easy

The cabinet stays securely on the same pallet all the way to its final destination

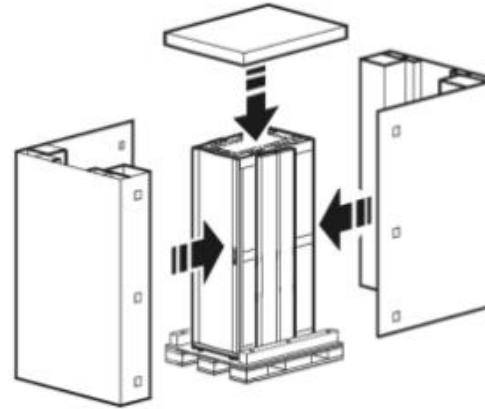
Four easy steps to a hassle-free onsite deployment:



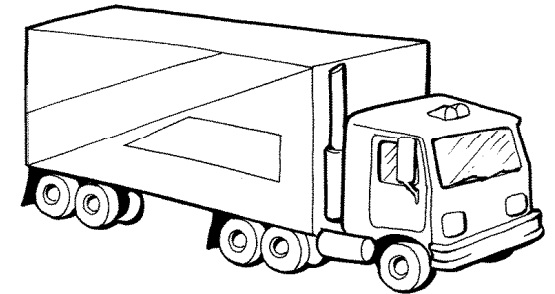
Remove outer wrap layers



Install and test IT equipment



Reapply protective packaging



Ship to customer site for installation

Designed to safely load, transport, unload and deploy a cabinet with up to 907 kg (2000 lbs) of IT equipment installed.

Shock Packaging vs Wooden Crates

An easy way to protect a valuable IT investment

Shock Packaging

- > Tested to ISTA 3E Shipping Standard
- > Absorbs impact and vibration to protect IT equipment
- > Designed by a team of engineers familiar with Data Center equipment
- > Quick and effective option for protecting integrators' reputations
- > Original rack packaging used through final delivery

Wooden Crate (Today's Common Practice)

- > No testing certifications
- > Transmits all impact and vibration to IT equipment
- > Designed by a packaging engineer with limited IT familiarity
- > Costly custom approach offering little peace of mind
- > Original packaging discarded and rack is moved during integration

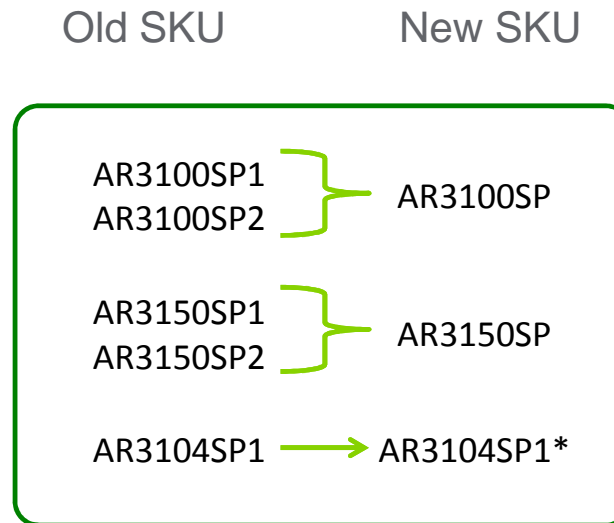
NetShelter SX with Shock Packaging

Globally available SKU offering

Height	Width	Depth	NetShelter SKU	Load Rating Inside Cabinet
42U	600mm (24in)	1070mm (42in)	AR3100SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3300SP	907 kg (2000 lbs)
	750mm (30in)	1070mm (42in)	AR3150SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3350SP	907 kg (2000 lbs)
45U	600mm (24in)	1070mm (42in)	AR3105SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3305SP	907 kg (2000 lbs)
	750mm (30in)	1070mm (42in)	AR3155SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3355SP	907 kg (2000 lbs)
48U	600mm (24in)	1070mm (42in)	AR3107SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3307SP	907 kg (2000 lbs)
	750mm (30in)	1070mm (42in)	AR3157SP	907 kg (2000 lbs)
		1200mm (47.5in)	AR3357SP	907 kg (2000 lbs)

NetShelter SX with Shock Packaging

Phaseout of SP1 and SP2 SKUs



*AR3104SP1 still rated at full 24U rack load of 1250lbs

Customer Experiences

Companies are already using shock NetShelter packaging to delight their customers

IBM

- > Cloud System migration from Orlando, FL Think Exhibit to Corporate Raleigh, NC Technology Park
- > Also transition to a deeper cabinet with more space for cable management and Rack PDUs



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Avnet / EMC

- > Deliver fully populated EMC VSPEX Converged Systems from Acton, MA to Las Vegas for EMC World
- > Re-deliver from EMC World to demo center facility in Phoenix Arizona

