

APC and Cisco Partnership



The Cisco / APC relationship began in 1998 with a focus on non-stop networking and has since grown to include the integration of various platforms, the sharing of intellectual property for white papers and design specifications as well as joint field engagements.

APC focuses strongly on Cisco's advanced technologies with an emphasis on the critical Layer 0 power and cooling needs of IP telephony and Service Oriented Network Architecture.

APC's approach towards specifying power for IP telephony looks at the critical physical infrastructure required to support Cisco's Catalyst switch applications.

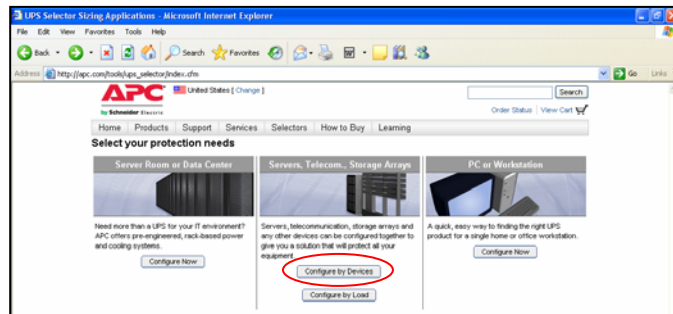
How to select the right APC UPS to go with your customers' Cisco equipment?

Step 1: UPS Selector

Go to APC's UPS Selector at http://apc.com/tools/ups_selector/index.cfm

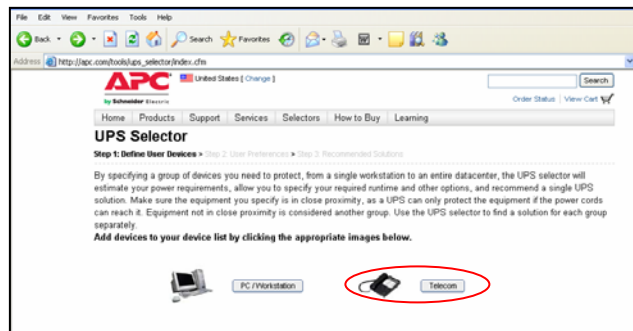
Step 2: Select Configure by Devices

Click on the **Configure by Devices** button



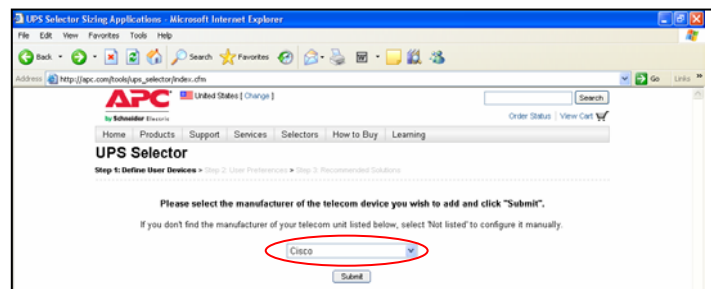
Step 3: Select Telecom

Click on the **Telecom** button



Step 4: Select Cisco

1. Select **Cisco** from the drop-down list
2. Click on the **Submit** button

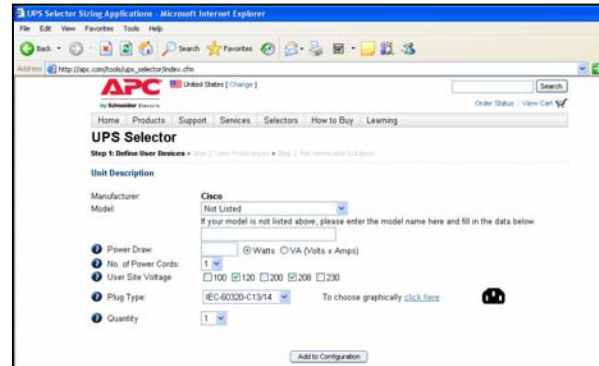


Step 5: Unit Description

1. Select Cisco Model from drop-down list
2. Click on the **Add to Configuration** button

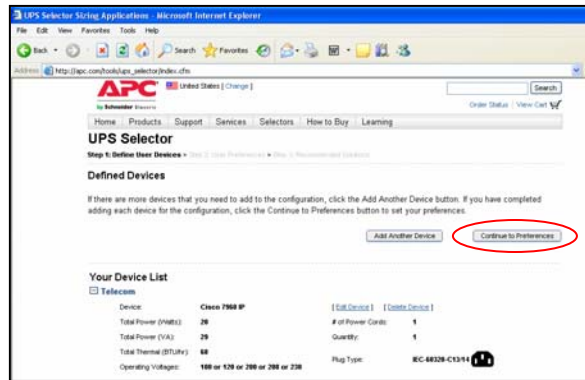
If you choose to manually type the model number, complete the following:

1. Enter the Power Draw
2. Select the Number of Power Cords from drop-down list
3. Select User Site Voltage
4. Select Plug Type from drop-down list
5. Select quantity
6. Click on the **Add to Configuration** button



Step 6: Confirm Data

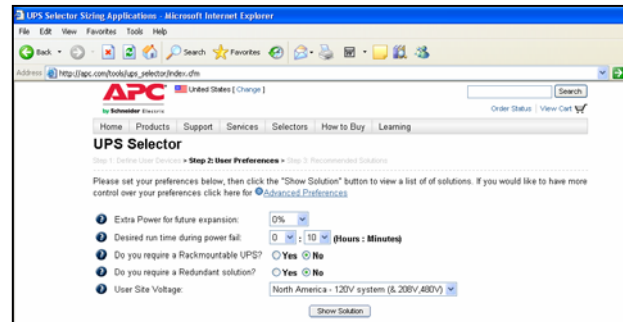
1. Confirm data is correct
2. Click on the **Continue to Preferences** button



Device	Power (Watts)	Power (VA)	Thermal (BTU/hr)	Operating Voltage	# of Power Cords	Quantity
Cisco 7660 IP	26	29	68	100 or 120 or 200 or 230	1	1

Step 7: User Preferences

1. Select your customers' desired extra power for future expansion
2. Select your customers' desired run time during power failures
3. Determine whether or not your customer requires a Rack-mountable UPS
4. Determine whether or not your customer requires a Redundant solution
5. Select the User Site Voltage
6. Click on the **Show Solution** button



Resources Available from APC

www.apc.com

> Cisco Partnership Information: www.apc.com/techpartners

APC White Papers

- > WP #69 - Power and Cooling for VoIP and IP Telephony Applications
- > WP #88 - Power and Cooling Considerations for Power-over-Ethernet (PoE)

APC Application Notes

- > App Note #83 - Facilities considerations for the Cisco Business Ready Data Center
- > App Note #50 - APC Power Protection for Cisco VoIP & IP Telephony Solutions