

POWERWARE AWARDED FOR PRODUCT STRATEGY AND VALIDATED AS MARKET SHARE LEADER IN UNINTERRUPTIBLE POWER SYSTEMS

Submitted by: Eaton's Powerware Division

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Frost & Sullivan Report Supports Powerware as the Leader in the Global UPS Market above 5kVA

Helsinki, Finland (April 15, 2004) – Powerware Corporation, a global leader in power quality and management solutions, was recently included in a report issued by Frost & Sullivan, a leading IT analyst firm, for winning the 2004 product line strategy award and for the company's significant market share in the 5kVA and greater uninterruptible power systems (UPS). The report, issued Tuesday, March 26, 2004, entitled World UPS Markets, presented the 2004 product line strategy award to Powerware for demonstrating the most insight into customer needs and product demands.

Data in the World UPS Markets report also validates that Powerware holds the greatest percentage of the global UPS market for products in the range above 5kVA; and ranks second in UPSs in the range at and under 5kVA. The report expects that Powerware will continue to gain market share in the near future through enhanced product line offerings and a high quality product line.

"The 2004 product line strategy award goes to Powerware for supplying a complete and extended product line for the World Uninterruptible Power Supply (UPS) market," said Farah Saeed, analyst at Frost & Sullivan. "This award acknowledges Powerware's delivery of technological enhancements that address critical end-user requirements in terms of reliability, power density, manageability, and monitoring capabilities. Powerware products range as low as 300 VA up to 4000 kVA and cater to a wide selection of end user markets including telecom, industrial, healthcare, government and small home offices."

"Powerware's dedication to providing customers with highly reliable power solutions is evidenced by our position as a market share leader," said Mark A. Ascolese, President of Powerware. "Our efforts result from listening carefully to our customers and applying over 40 years of power protection knowledge into our products. We set the standard for customer value and product performance, and as a result, our customers have confidence in their power protection solutions."

This report comes less than six months after Powerware was honored with Frost & Sullivan's coveted customer value and satisfaction award for their superior customer satisfaction in the North American UPS market.

For more information on Powerware's award winning products or services, please visit www.powerware.com