

American Power Conversion Introduces its Smart-UPS VT Family Offering a Cost-Effective, User-Friendly and Highly Efficient UPS Solution for Small Data Centres

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New Smart-UPS Family Provides Performance Power Protection in the 10-40kVA Power Range

London, England, 15 February 2005 – American Power Conversion (Nasdaq: APCC) (APC), a leading global provider of power protection solutions for data centres and industrial facilities, today introduced its Smart-UPS VT double conversion online uninterruptible power supply (UPS) family. APC's VT family offers the performance of the award-winning Smart-UPS line for a larger range of IT environments – expanding up through to small data centres and remote offices. With a power range of 10-40kVA, APC's Smart-UPS VT family is an ideal power protection solution for IT managers looking for cost-effective, user-friendly and highly efficient IT solutions.

The Smart-UPS VT lowers IT user's total cost of ownership through a range of features including built-in maintenance bypass switch, compact space-saving footprint and scalable and hot-swappable batteries. It also offers user-friendly intelligence and system management. In addition, the VT family offers one of the highest double conversion online efficiency ratings at 96.5% for loads at 50-100%. Smart-UPS VT provides performance power protection for cable head-end facilities, enterprise class servers, and branch back-office sites and is ideal for small data centres and applications such as Internet hubs, networking and communications, telecommunications and diagnostic equipment.

"IT managers seeking to optimise their total cost of ownership will find APC's Smart-UPS VT quite appealing due to its combination of cost-effective price and performance power protection," said Michael Adams, UK & Ireland Country Manager. "In smaller data centers, IT managers must manage and maintain part of the solution themselves, and often don't have specialised personnel on hand to help out. This is particularly true in a branch environment where personnel are rarely available, and all maintenance is on-call. Smarts-UPS VT offers an ideal solution."

Additional benefits of APC's Smart-UPS VT family include:

- Increases system availability with standard dual mains input and automatic internal bypass
- Reduces mean time to repair and provides maximum uptime with module-level repair and built-in maintenance bypass switch
- Automatically detects voltage and frequency through menu-driven start-up procedure
- Reduces installation costs with PF 1 regulated input, enabling lower rated electrical infrastructure - wires, transformers, and generators.
- Saves IT space with up to 60% smaller footprint than Silcon line

A wide range of management options are available with the Smart-UPS VT family. APC Network Management Card with Environmental Monitoring, which ships standard with all models and allows for remote or Web-based UPS management. APC's Network Management Card provides management of an individual UPS by connecting the UPS directly to the network with a dedicated IP address, eliminating the need for a proxy. For centralised UPS management, Smart-UPS VT readily integrates into APC's InfraStruXure Manager

Appliance that easily manages an entire APC network-critical physical infrastructure. Smart-UPS VT customers can purchase InfraStruXure Manager separately.

APC's Smart-UPS VT family in the 10-40kVA power range is now available in Europe, Middle East and Africa and has an estimated resale price of €6,779 (N EUR) €5,559 (S EUR), \$6,815, £3,200 for the 10kVA model. For more information about APC and its other innovative network availability solutions, please call +44 (0)20 8990 6400 or visit APC's website at www.apc.com/gb

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What is InfraStruXure Manager?

InfraStruXure Manager Appliance is a browser-accessible, user-friendly tool that makes management of your entire APC network-critical physical infrastructure – power, racks, environmental monitoring and cooling - easy. It enables the quick assessment of your present situation and notifies the appropriate personnel should situations that threaten availability occur. Analysis features help you to plan for changes in availability, power, runtime or cooling requirements. Reduce the complexity of your network-critical physical infrastructure by managing your APC devices from a single console or by integrating InfraStruXure Manager into your preferred management system.

About American Power Conversion:

Founded in 1981, American Power Conversion (Nasdaq: APCC) (APC) is a leading provider of global, end-to-end infrastructure availability solutions. APC's comprehensive products and services offering, designed for both home and corporate environments, improves the availability, manageability and performance of sensitive electronic, network, communication and industrial equipment of all sizes. APC, headquartered in West Kingston, Rhode Island, reported sales of \$1.46 billion for the year ended December 31, 2003 and is a Fortune 1000, Nasdaq 100 and S&P 500 Company.

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