

Endeavor™ Series: Added Runtime vs. Added Cost

Analyzing the economics of Minuteman's Extended Runtime UPS options

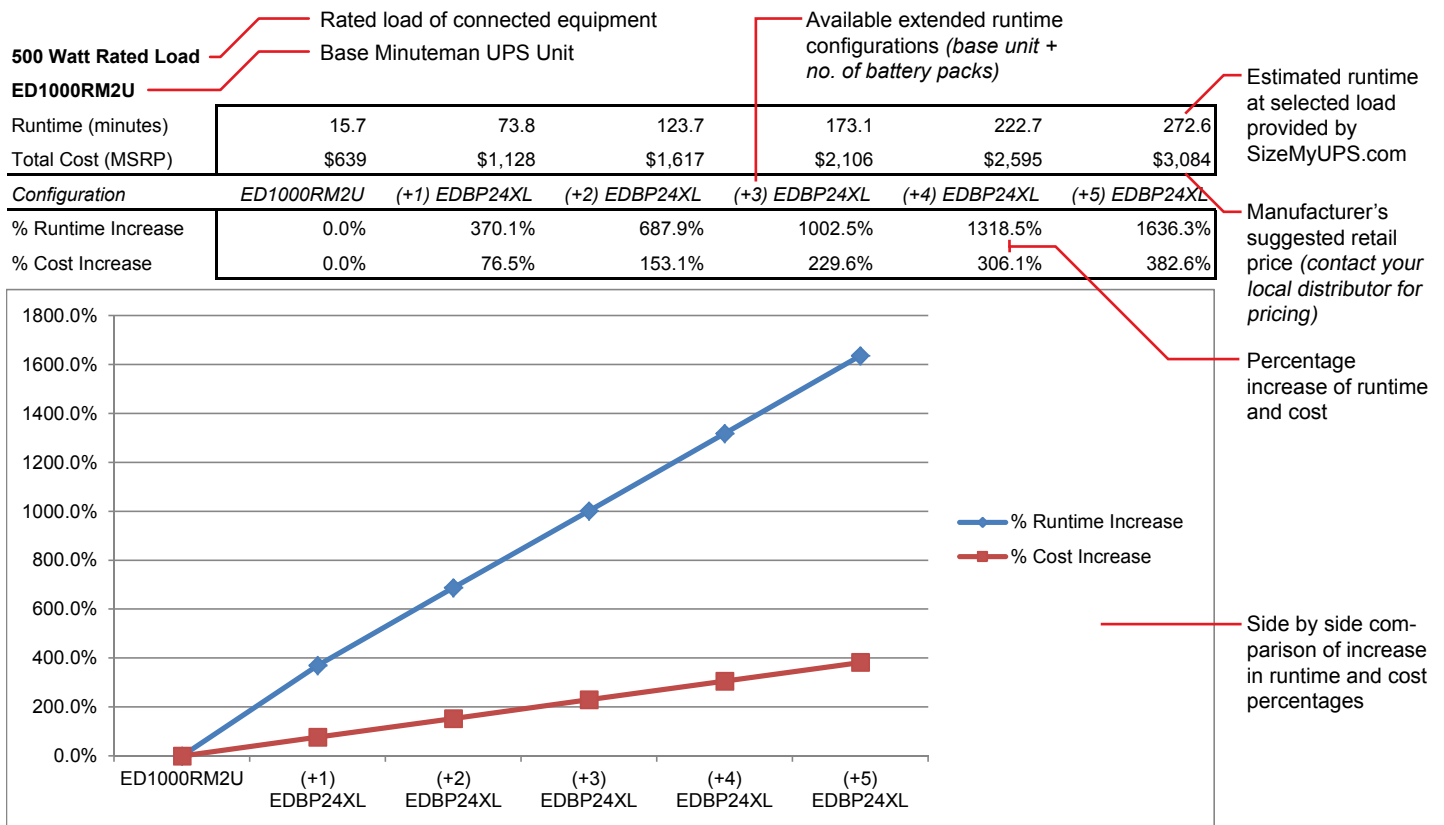
In building an appropriate backup power solution a number of different factors must be considered. How much runtime is necessary? How much space is available? Which systems are most critical? However, the foremost concern facing most administrators is: *how much will additional runtime cost?*

While overall cost is an important consideration, the amount of return on any investment is also a key factor. Simply put, Minuteman's XL Extended Runtime battery packs provide a phenomenal ROI; something any business owner or admin can get behind. Visit www.minutemanups.com/exl for full specs and more information about Extended Runtime.

How to read the following information

In the following pages you will find charts comparing the runtime and cost of various Minuteman Endeavor™ Series UPS systems. Below is an explanation of each section of the charts. For each model (ED1000RM2U, ED2000RM2U, ED3000RM2U), two rated load levels are presented: an approximate half load which allows additional system expansion, and an approximate full load which maximizes the capacity of the unit.

Each configuration shows that, on a percentage basis, runtime increases at a higher rate than cost, no matter the amount of rated load attached to the system.



Endeavor Series ED1000RM2U at 500W and 1000W Rated Connected Loads

The Endeavor ED1000RM2U is a 1000VA/800W 120 VAC true on-line, double-conversion, extended runtime rack/wall/tower UPS designed for critical, power-sensitive electronic environments.

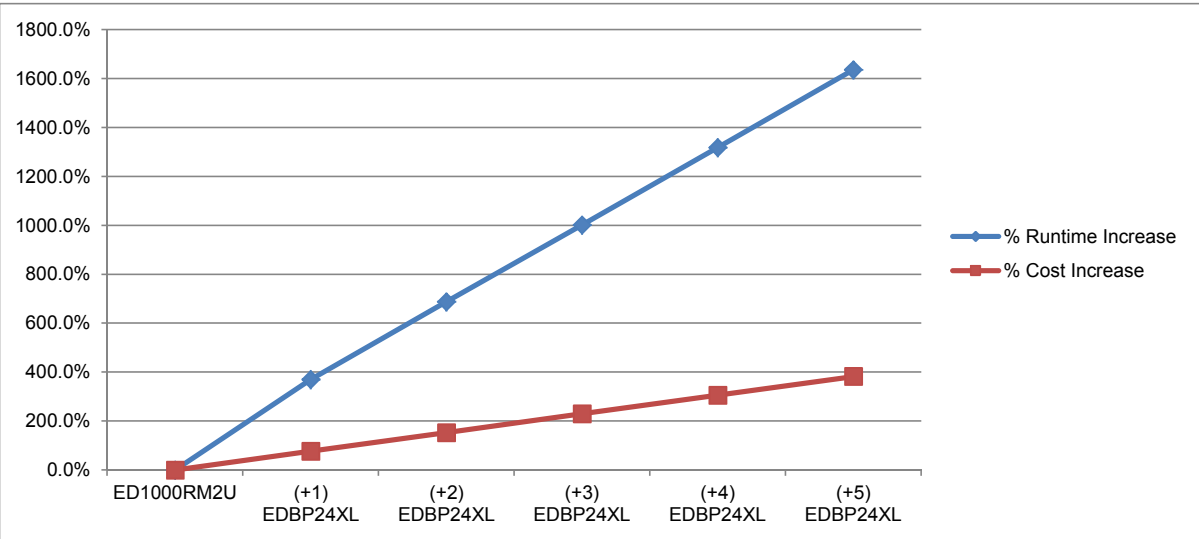
Rated loads presented represent an approximate half load which allows additional system expansion, and an approximate full load which maximizes the capacity of the unit.

500 Watt Rated Load

ED1000RM2U

Runtime (minutes)	15.7	73.8	123.7	173.1	222.7	272.6
Total Cost (MSRP)	\$639	\$1,128	\$1,617	\$2,106	\$2,595	\$3,084

Configuration	ED1000RM2U	(+1) EDBP24XL	(+2) EDBP24XL	(+3) EDBP24XL	(+4) EDBP24XL	(+5) EDBP24XL
% Runtime Increase	0.0%	370.1%	687.9%	1002.5%	1318.5%	1636.3%
% Cost Increase	0.0%	76.5%	153.1%	229.6%	306.1%	382.6%

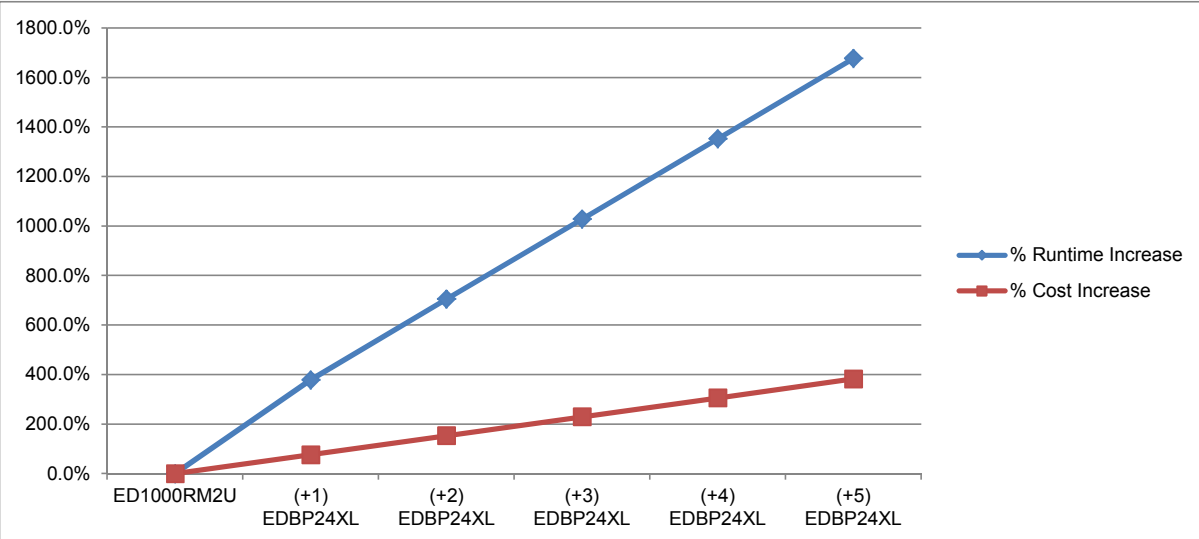


1000 Watt Rated Load

ED1000RM2U

Runtime (minutes)	6.1	29.2	49.1	68.8	88.6	108.4
Total Cost (MSRP)	\$639	\$1,128	\$1,617	\$2,106	\$2,595	\$3,084

Configuration	ED1000RM2U	(+1) EDBP24XL	(+2) EDBP24XL	(+3) EDBP24XL	(+4) EDBP24XL	(+5) EDBP24XL
% Runtime Increase	0.0%	378.7%	704.9%	1027.9%	1352.5%	1677.0%
% Cost Increase	0.0%	76.5%	153.1%	229.6%	306.1%	382.6%



Endeavor Series ED2000RM2U at 1000W and 2000W Rated Connected Loads

The Endeavor ED2000RM2U is a 2000VA/1600W 120 VAC true on-line, double-conversion, extended runtime rack/wall/tower UPS designed for critical, power-sensitive electronic environments.

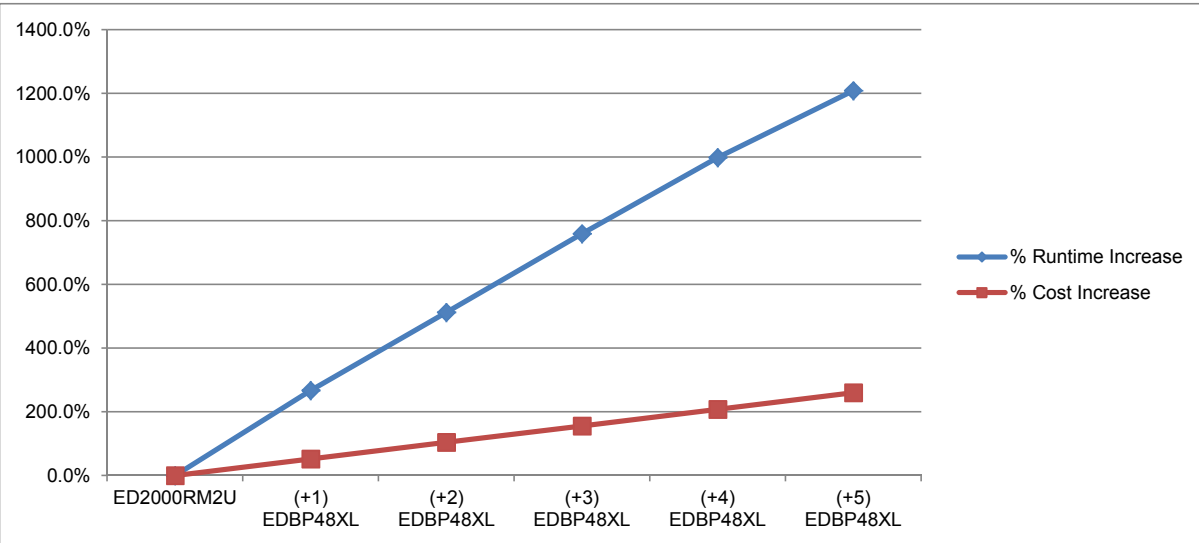
Rated loads presented represent an approximate half load which allows additional system expansion, and an approximate full load which maximizes the capacity of the unit.

1000 Watt Rated Load

ED2000RM2U

Runtime (minutes)	17.5	64.3	107.2	150.5	192.4	229.1
Total Cost (MSRP)	\$1,209	\$1,838	\$2,467	\$3,096	\$3,725	\$4,354

Configuration	ED2000RM2U	(+1) EDBP48XL	(+2) EDBP48XL	(+3) EDBP48XL	(+4) EDBP48XL	(+5) EDBP48XL
% Runtime Increase	0.0%	267.4%	512.6%	760.0%	999.4%	1209.1%
% Cost Increase	0.0%	52.0%	104.1%	156.1%	208.1%	260.1%

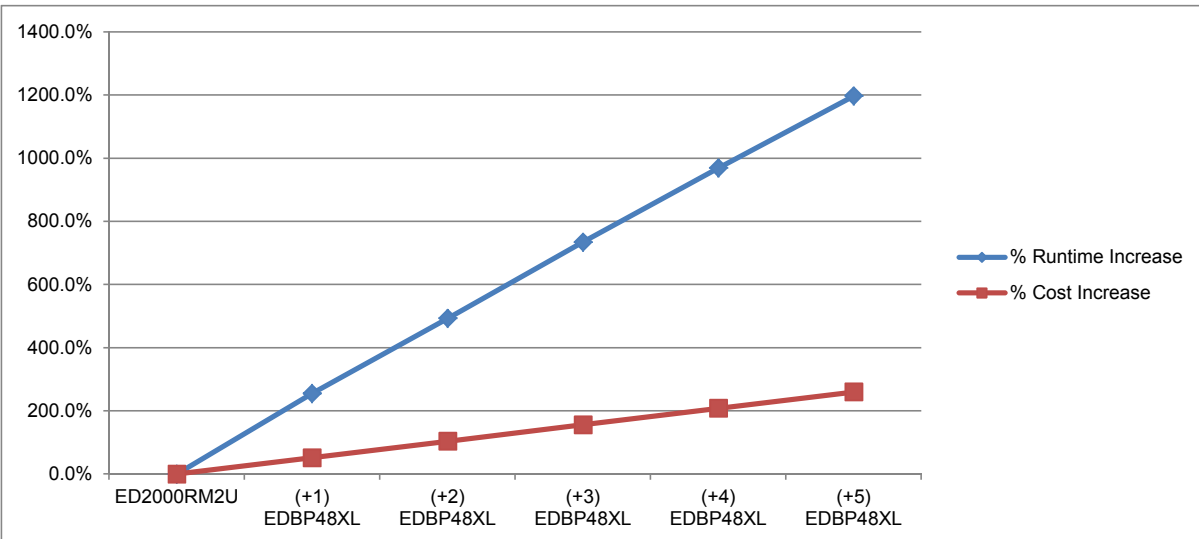


2000 Watt Rated Load

ED2000RM2U

Runtime (minutes)	7.2	25.6	42.7	60.1	77	93.4
Total Cost (MSRP)	\$1,209	\$1,838	\$2,467	\$3,096	\$3,725	\$4,354

Configuration	ED2000RM2U	(+1) EDBP48XL	(+2) EDBP48XL	(+3) EDBP48XL	(+4) EDBP48XL	(+5) EDBP48XL
% Runtime Increase	0.0%	255.6%	493.1%	734.7%	969.4%	1197.2%
% Cost Increase	0.0%	52.0%	104.1%	156.1%	208.1%	260.1%



Endeavor Series ED3000RM2U at 1500W and 3000W Rated Connected Loads

The Endeavor ED3000RM2U is a 3000VA/2100W 120 VAC true on-line, double-conversion, extended runtime rack/wall/tower UPS designed for critical, power-sensitive electronic environments.

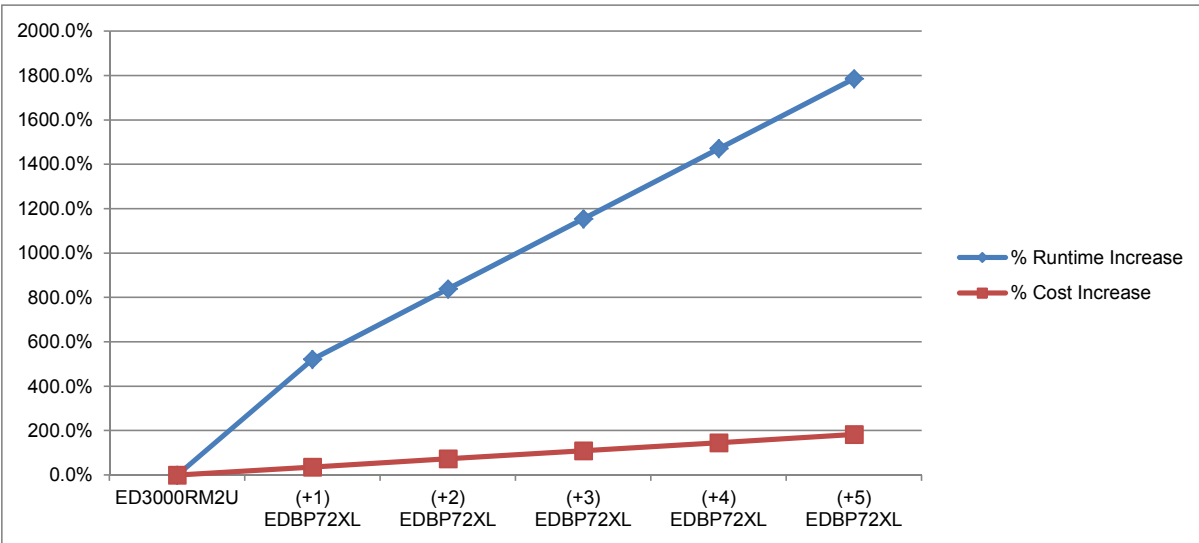
Rated loads presented represent an approximate half load which allows additional system expansion, and an approximate full load which maximizes the capacity of the unit.

1500 Watt Rated Load

ED3000RM2U

Runtime (minutes)	6.7	41.7	62.9	84.1	105.3	126.4
Total Cost (MSRP)	\$1,449	\$1,978	\$2,507	\$3,036	\$3,565	\$4,094

Configuration	ED3000RM2U	(+1) BP72RTXL	(+2) BP72RTXL	(+3) BP72RTXL	(+4) BP72RTXL	(+5) BP72RTXL
% Runtime Increase	0.0%	522.4%	838.8%	1155.2%	1471.6%	1786.6%
% Cost Increase	0.0%	36.5%	73.0%	109.5%	146.0%	182.5%



3000 Watt Rated Load

ED3000RM2U

Runtime (minutes)	6.6	16.9	25.6	34.2	42.9	51.5
Total Cost (MSRP)	\$1,449	\$1,978	\$2,507	\$3,036	\$3,565	\$4,094

Configuration	ED3000RM2U	(+1) BP72RTXL	(+2) BP72RTXL	(+3) BP72RTXL	(+4) BP72RTXL	(+5) BP72RTXL
% Runtime Increase	0.0%	156.1%	287.9%	418.2%	550.0%	680.3%
% Cost Increase	0.0%	36.5%	73.0%	109.5%	146.0%	182.5%

