### APC Personal SurgeArrest®
- #1 selling surge protector in distribution and entry into power protection.
- 3 and 7 outlet models, with or without telephone surge protection.
- Standard “Must Have” safety & reliability features including Fail Safe Operation, Building Wiring Fault Indicator, <300V of let-through, Lifetime Product Warranty and up to $2,500 equipment protection policy.
- Models include: Per3, Per3T, Per7, Per7T.

### APC Professional SurgeArrest®
- 7 outlet models, with or without telephone surge protection.
- All provide “Must Have” features.
- Also includes a $10,000 EPP and <85V of let-through.
- Models include: Pro7, Pro7T.

### APC Professional SurgeStation®
- If the computer has a modem, the Pro8T2 is the protector of choice.
- 8 outlets, 3 are made for transformer blocks, 2 “always on”; choice of AC only, AC and built-in 2-line telephone or AC and built-in cable and telephone protection.
- Models include: Pro8, Pro8T2, Pro8TV.

### APC Network SurgeArrest®
- Enterprise Account family of choice.
- 3 or 7 outlet models. All provide “Must Have” features, with or without telephone surge protection.
- Also includes <40V of let through and up to $25,000 EPP.
- Models include: Net3, Net3T, Net7, Net7T.

### APC Network SurgeStation®
- Networked desktop solution of choice.
- 8 outlets, 3 transformer block outlets, 2 “always on”; choice of AC only or AC and Ethernet (100BT/10BT/Token Ring) line protection.
- Net8N has AC and Network protection for complete PC protection.
- Models include: Net8, Net8N.

### APC Power Manager®
- Same superior specifications and “Must Haves” as the Network family.
- Under-monitor surge protection with cord management.
- Master On/Off switch, 1 “always on” outlet and customizable front panel.
- Choice of AC only or AC and telephone line protection.
- Models include: Pow6-WHT, Pow6T-WHT.

### APC SurgeArrest Notebook® and Notebook Pro®
- PNote1 is a “wall plug-in”; PNotePro and PNotePro3 work in-line.
- Both come with AC & telephone line protection, along with a lifetime warranty.
- PNotePro and PNotePro3 operate worldwide in 100V-240V and have excess current detection (associated with digital lines). The PNotePro fits in-line with a C8 connector which is available on most notebooks. The PNotePro3 fits in-line with a C6 connector which is available on most new IBM and Compaq notebooks.
- Models Include: PNote1, PNotePro, PNotePro3.
Why should you recommend Desktop Power Protection to your customers?

Safeware Insurance states that 18% of all of their claims come from desktops and laptops that were damaged by surges or lighting, 3rd only to theft and accidents. *Source: Safeware Insurance Inc.

Power problems are the largest cause of data loss (45.3%), 15 times more frequent than computer viruses. *Source: Contingency Planning

Power problems are the second leading, and most preventable cause of computer downtime. *Source: HP Whitepaper: Increasing Single System Availability - Oct 98

Availability is the largest concern of system managers (47%). *Source: IDC

What to ask your customers when selling Desktop Power Protection:

1. Are you looking for surge protection or battery backup with surge protection?
2. If looking for a UPS, go to http://sizing.apcc.com
   Otherwise continue!
3. Do you require dataline protection for modems/fax/phones/network lines?
4. Are you looking for low cost or high performance?
5. What is the value of the equipment you plan to plug into the surge suppressor?

What are common questions that your customer may ask you with regard to surge protection:

What is Fail Safe operation? It means that if a large enough surge ever damages the components of the surge protector, it will stop letting power through to your equipment.

What is the difference between Let-through and Joule Rating? Let-through Rating is the amount of a surge that gets through to your equipment; Joule Rating is the amount of energy the components can absorb. UL's only measure of quality is the let-through rating. NEMA and IEEE have discounted Joule Ratings as a valid measure of performance.

What if I want to protect other datalines or I have a surge but no telephone protection? APC has a full line of dataline protection products called ProtectNet for all of your other dataline needs.

Why do some surge companies have such high insurance policies? APC has an in-house claims process. Some of our competitors make you deal with an insurance agency. These policies are set forth by the agency. Most computers fall under the value of the $2,500 EPP and, therefore, would be completely protected in the case of a surge.

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<table>
<thead>
<tr>
<th>Product</th>
<th>Application</th>
<th>Let Through</th>
<th>Part #</th>
<th>Equipment Protection US $</th>
<th>Surge Outlets</th>
<th>Transformer Block Space</th>
<th>Dataline Protection</th>
<th>&quot;Always On&quot;</th>
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</thead>
<tbody>
<tr>
<td>Personal Grade Surge Protection</td>
<td>The minimum for any desktop</td>
<td>&lt;300V</td>
<td>Per7</td>
<td>$2,500</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personal Grade Surge Protection</td>
<td>The minimum for any desktop w/modem</td>
<td>&lt;300V</td>
<td>Per7T</td>
<td>$2,500</td>
<td>7 Tel</td>
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</tr>
<tr>
<td>Professional Grade Surge Protection</td>
<td>Business &amp; Multimedia Desktops</td>
<td>&lt;85V</td>
<td>Pro7</td>
<td>$10,000</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Professional Grade Surge Protection</td>
<td>Business &amp; Multimedia Desktops w/modem</td>
<td>&lt;85V</td>
<td>Pro7T</td>
<td>$10,000</td>
<td>7 Tel</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Professional Grade Surge Protection</td>
<td>Business &amp; Multimedia Desktops</td>
<td>&lt;85V</td>
<td>Pro8</td>
<td>$10,000</td>
<td>8 3 2</td>
<td></td>
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<td></td>
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<tr>
<td>Professional Grade Surge Protection</td>
<td>Business &amp; Multimedia Desktops w/modem</td>
<td>&lt;85V</td>
<td>Pro8T2</td>
<td>$10,000</td>
<td>8 3 2 Line Tel 2</td>
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<tr>
<td>Professional Grade Surge Protection</td>
<td>PCs with Cable Modems</td>
<td>&lt;85V</td>
<td>Pro8TV</td>
<td>$10,000</td>
<td>8 3 Tel and Coax 2</td>
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<tr>
<td>Network Grade Surge Protection</td>
<td>Enterprise plug replacement</td>
<td>&lt;40V</td>
<td>Net3</td>
<td>$25,000</td>
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<tr>
<td>Network Grade Surge Protection</td>
<td>Enterprise plug replacement w/modem</td>
<td>&lt;40V</td>
<td>Net3T</td>
<td>$25,000</td>
<td>3 Tel</td>
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<tr>
<td>Network Grade Surge Protection</td>
<td>Enterprise or Performance Desktop</td>
<td>&lt;40V</td>
<td>Net8</td>
<td>$25,000</td>
<td>8 3 2</td>
<td></td>
<td></td>
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<tr>
<td>Network Grade Surge Protection</td>
<td>Enterprise or Performance Desktop w/modem</td>
<td>&lt;40V</td>
<td>Net8T</td>
<td>$25,000</td>
<td>8 3 2 Line Tel 2</td>
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<tr>
<td>Power Manager Under-Monitor Surge Protection</td>
<td>To have cord mgt. and a master on/off</td>
<td>&lt;40V</td>
<td>Pow6-Wht</td>
<td>$25,000</td>
<td>6 1 1</td>
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<tr>
<td>Power Manager Under-Monitor Surge Protection</td>
<td>To have cord mgt. and a master on/off w/2 line</td>
<td>&lt;40V</td>
<td>Pow6-T-Wht</td>
<td>$25,000</td>
<td>6 1 2 Line Tel 1</td>
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<tr>
<td>Laptop Surge Protection</td>
<td>All Domestic (120Vac) Laptops</td>
<td>&lt;400V</td>
<td>PNote1</td>
<td>$3,500 for 3yrs</td>
<td>1 1 1 Tel &amp; Split 1</td>
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<tr>
<td>Laptop Surge Protection</td>
<td>All Laptops using a C6 Connector - worldwide</td>
<td>&lt;330V</td>
<td>PNotePro</td>
<td>$5,000 for 5yrs</td>
<td>1 Tel, Amps, Split 1</td>
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<tr>
<td>Laptop Surge Protection</td>
<td>All Laptops using a C8 Connector - worldwide</td>
<td>&lt;330V</td>
<td>PNotePro3</td>
<td>$5,000 for 5yrs</td>
<td>1 Tel, Amps, Split 1</td>
<td></td>
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</tbody>
</table>