POWERLOK
Sales Training

About Gateview Technologies®

- **Advanced technology and automation for 3X reliability & fast response**
- **15 Power types available, multiple patents awarded**
- **Innovation, Six Sigma lean manufacturing, ISO 9001, TUV certified facility**
- **Expanded manufacturing with new state-of-the-art facility in Florida**
- **Automated robotic soldering and over 60 custom tooled parts to improve reliability and speed local assembly**

Don’t let anyone say you’re too young when you’re the best…

Founded in 2018 / Rapid End User Acceptance

POWERLOK has proven to be the most reliable rPDU in the industry

First Up...

✓ Make Power Easy - Know: Amps, Volts, Plug, Receptacles, Length & Learn the App.

Just know amps, volts, plug, length, receptacles

Your customer typically tells you the amps, volts and plug type needed.

5 kW Rack

Amps: 30A

Volts: 208V 1PH

Plug: L6-30P

Length: 72”

Receptacles: C13 & C19

Learn the Application!

8.6 kW Rack

Amps: 30A

Volts: 120/208V 3PH

Plug: L21-30P

Length: 72”

Receptacles: C13 & C19

Learn the Application!

17 kW Rack

Amps: 60A

Volts: 208/240V 3PH

Plug: IEC Pin & Sleeve

Length: 72”

Receptacles: C13 & C19

Learn the Application!

Selling POWERLOK - What to Know

20 Minutes

POWER (is easy)

- rPDUs
- Powering I.T.
- rPDU Types
- Mounting
- Input Power & Plugs
- Output receptacles

30 Minutes

POWERLOK

- Capability & Reliability
- Finding a rPDU
- Environment Sensors
- Switching Cords
- New Products
- Sales Demo Kits

20 Minutes

COMPETITORS

- Summary table
- Reliability
- Monitoring
- Cord locking
- Delivery

Selling POWERLOK - What to Know

20 Minutes

POWER (is easy)

- rPDUs
- Powering I.T.
- rPDU Types
- Mounting
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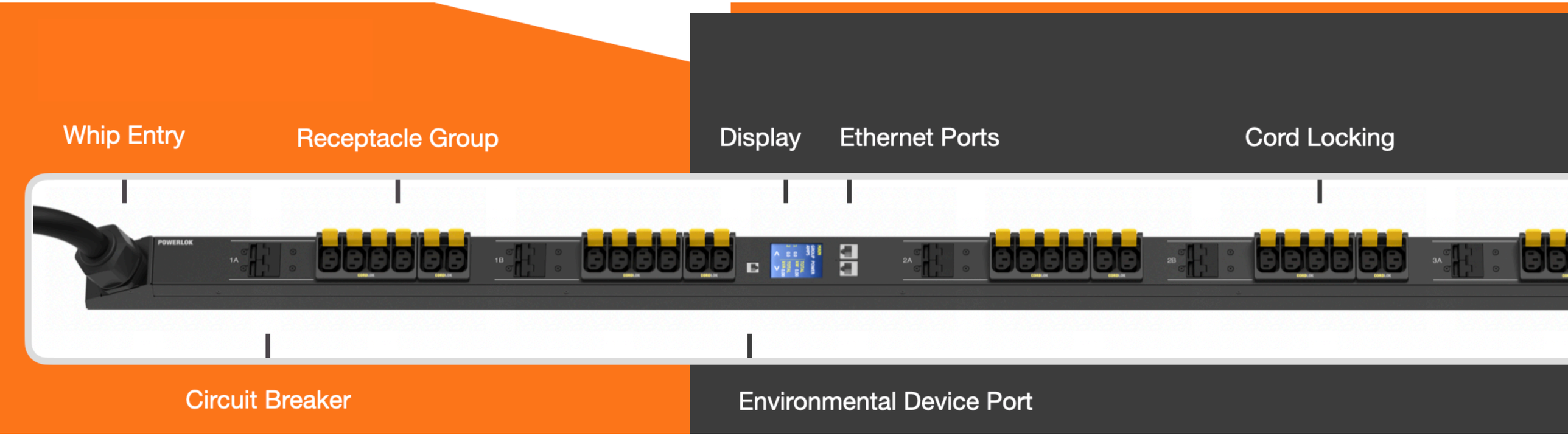
- Output receptacles

Power is Easy
rPDU Aspects



Comprehensive rPDU Description Example

RACK PDU | MONITORED | 72” | 60A 208/240V 3PH (17.2 kW) | 48-C13, CORDLOK | 10FT WHIP | IEC309 (IP44) | CARBON

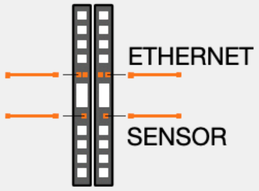
1 2 3 4 5 6 7

Power is Easy

rPDU Types (see ABC's of rPDU Technology)

Small Computer Rooms or Closets

rPDU Type

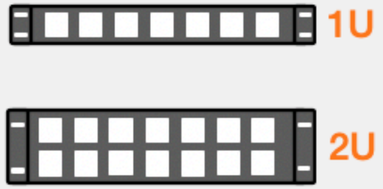
A	Basic Local Metered		**BASIC** has no power reporting.	**LOCAL METERED** has power reporting on the local PDU display only.	
B	Monitored Monitored w/Sensors Monitored Ready[1]		**MONITORED** reports power over Ethernet and on local display. Includes in and out ports for daisy chaining PDUs.	**MONITORED W/SENSORS** allows the use of PDU sensors for rack environmental monitoring.	**MONITORED READY** allows monitoring to be upgraded or added in the field.
C	Switched[2] Switched Ready[3] Outlet Monitored		**SWITCHED** allows remote on/off/reboot control of power to PDU outlets.	**SWITCHED READY** allows PDU switching cords to be added in the field for on/off/reboot control.	**OUTLET MONITORED** allows reporting of power data for PDU outlets.

Power is Easy

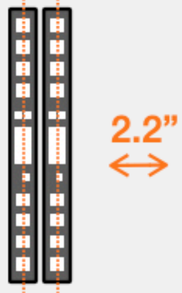
rPDU Mounting (see ABC's of rPDU Technology)

Mounting

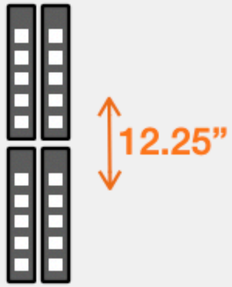
A Horizontal Rack Mount[4]



B Vertical (Zero-U)[5]



C Vertical Stacking[6]



Power is Easy
Many Power Options

120/208V

- 20A 120V
- 30A 120V
- 20A 208V 1PH
- 30A 208V 1PH
- 20A 120/208V WYE 3PH
- 30A 120/208V WYE 3PH
- 60A 208V WYE 3PH
- **Up to 17.2 kW's**

208/240V

- 30A 208/240V DELTA 3PH
- 35A 208/240V DELTA 3PH
- 50A 208/240V DELTA 3PH
- 60A 208/240V DELTA 3PH
- 80A 208/240V DELTA 3PH
- **Up to 23 kW's**

240/415V

- 20A 240/415V WYE 3PH
- 30A 240/415V WYE 3PH
- 60A 240/415V WYE 3PH
- **Up to 34 kW's**

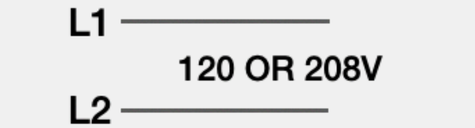
Power is Easy

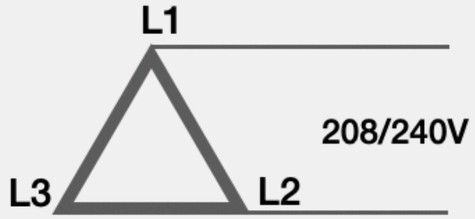
Power Levels: Amps - Volts - Phase (see ABC's of rPDU Technology)

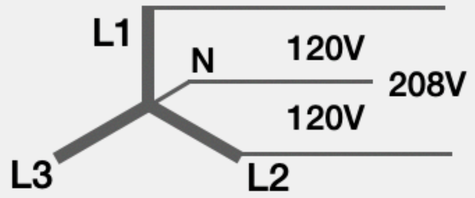
TOP 8 PDUS

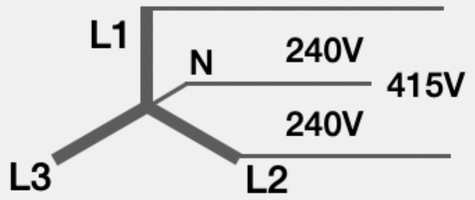
Power

A	120V	20A	1.9 kW	L1-N or L1-L2
		30A	2.9 kW	
	208/240V 1PH	20A	3.3 kW	
		30A	5.0 kW	
		50A	8.3 kW	
		60A	10.0 kW	
B	208/240V 3PH	30A	10.0 kW	DELTA
		35A	11.2 kW	
		50A	14.4 kW	
		60A	17.2 kW	
		100A	28.8 kW	
		120A	34.6 kW	
C	120/208V 3PH	20A	5.7 kW	WYE
		30A	8.6 kW	
		60A	17.3 kW	
		100A	28.8 kW	
	240/415V 3PH[7]	20A	11.5 kW	
		30A	17.2 kW	
		60A	34.5 kW	
		100A	57.5 kW	
		120A	69.0 kW	









Power is Easy

Input Plugs: (see rPDU Questions You Should Be Asking)

TOP 4 PDUS

Power

	Volts	Amps	kW	Plug	Wires
A	120V	20A	1.9 kW	L5-20P	3W
		30A	2.9 kW	L5-30P	
	208/240V 1PH	20A	3.3 kW	L6-20P	
		30A	5.0 kW	L6-30P	
		50A	8.3 kW	L6-50P	
		60A	10.0 kW	L6-60P	
B	208/240V 3PH	30A	10.0 kW	L15-30P	4W
		35A	11.2 kW	CS8365	
		50A	14.4 kW	CS8365	
		60A	17.2 kW	IEC 309	
		100A	28.8 kW	IEC 309	
		120A	34.6 kW	IEC 309	
C	120/208V 3PH	20A	5.7 kW	L21-20P	5W
		30A	8.6 kW	L21-30P	
		60A	17.3 kW	IEC 309	
		100A	28.8 kW	IEC 309	
	240/415V 3PH[7]	20A	11.5 kW	L22-20P or IEC 309	
		30A	17.2 kW	L22-30P or IEC 309	
		60A	34.5 kW	IEC 309	
		100A	57.5 kW	IEC 309	
		120A	69.0 kW	IEC 309	

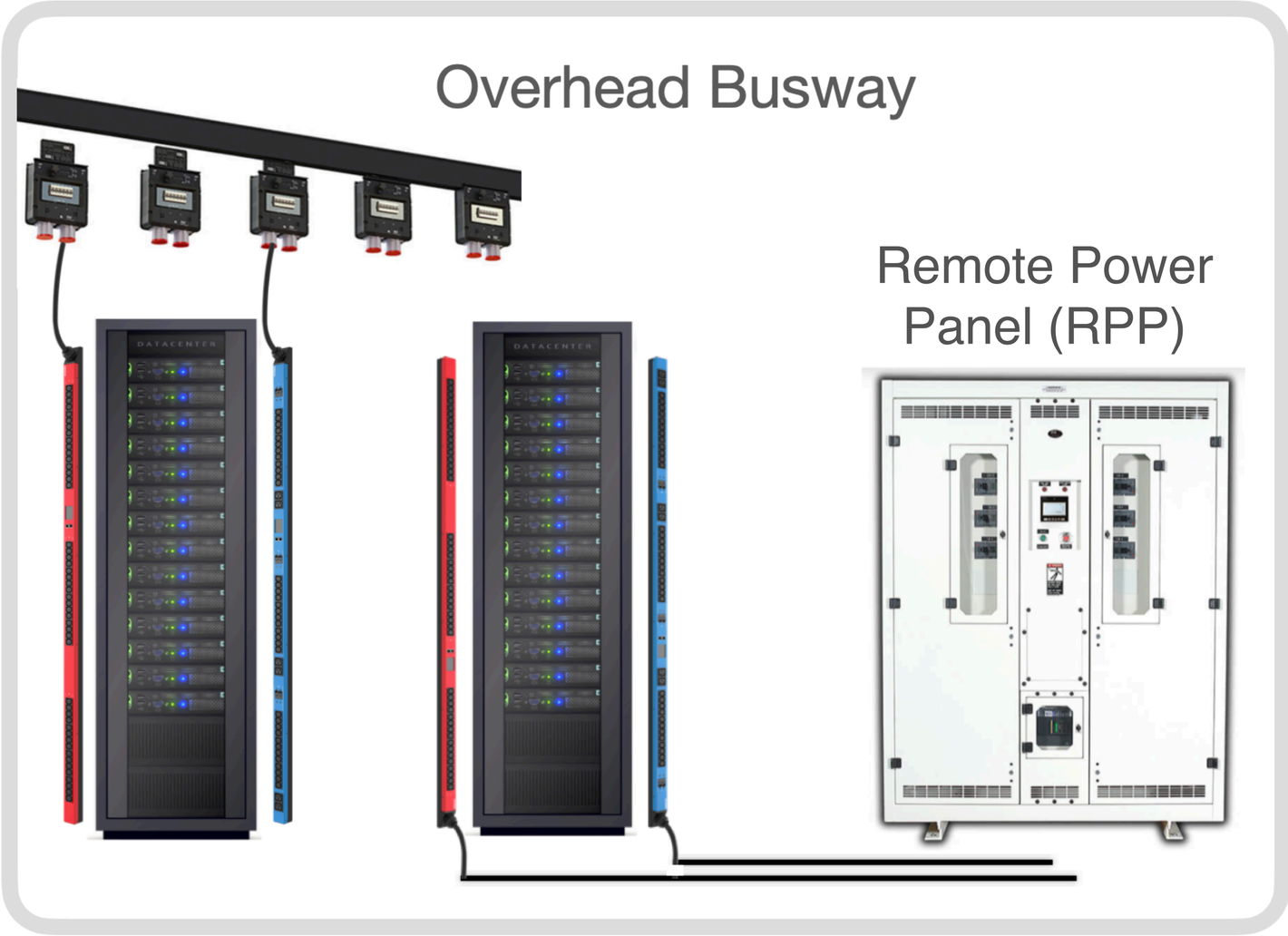
NEMA (L)

CS8365C

IEC 309

Power is Easy
Connecting the PDU to Power

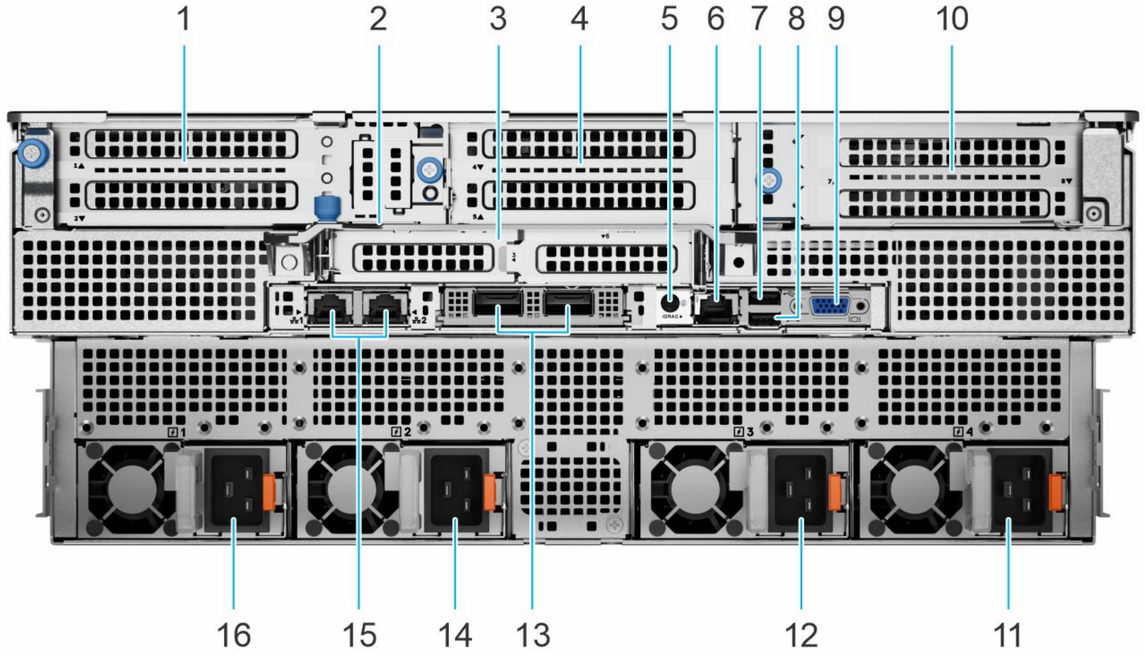
Shorter Whips
Typically 6FT
Out Top of Rack



Longer WhipsTypically 10FT

Power is Easy

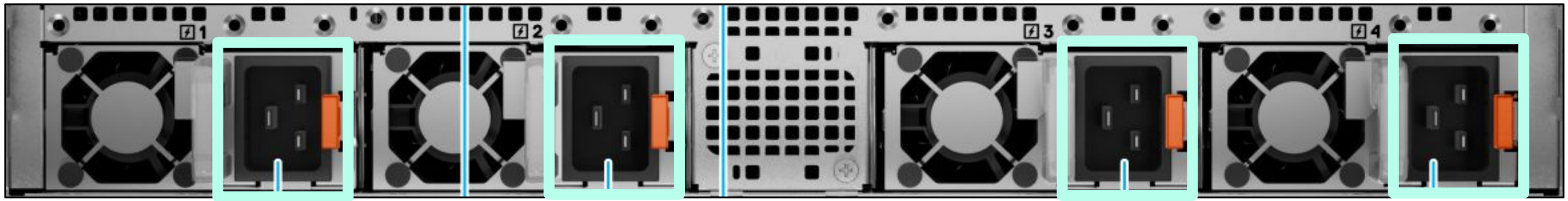
Greater I.T. being powered - such as an AI Server



PowerEdge XE8545

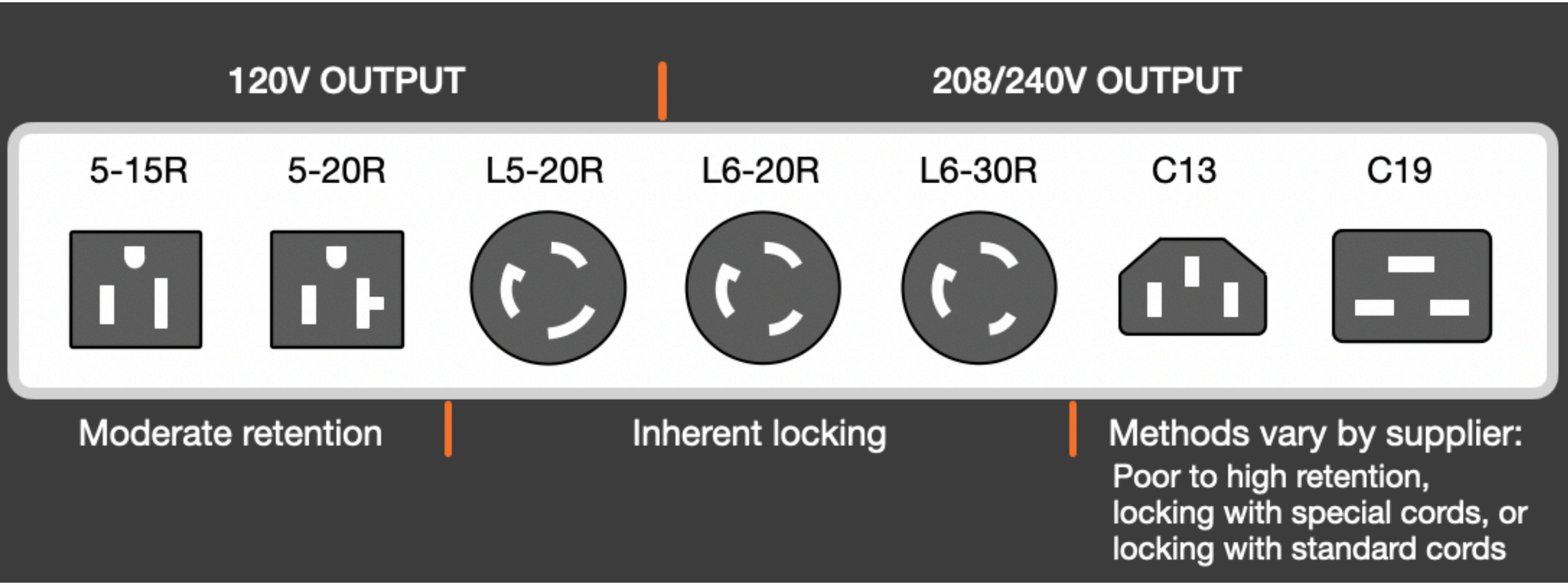
4U HEIGHT (7”)

QUAD C20 INPUT



Power is Easy

Output Receptacles: (see ABC's of rPDU Technology)



Selling POWERLOK - What to Know

20 Minutes

POWER (is easy)

- rPDUs
- Powering I.T.
- rPDU Types
- Mounting
- Input Power & Plugs
- Output receptacles

30 Minutes

POWERLOK

- Capability & Reliability
- Finding a rPDU
- Environment Sensors
- Switching Cords
- New Products
- Sales Demo Kits

POWERLOK Summary

Know the Capability. Know the Reliability.

Capability

- Slimmest profiles
- Multiple lengths
- Superior cord locking
- Scalable switching
- Daisy-chain temp/humidity sensors
- Colors at no additional cost*

* Small minimum order quantity applies

Reliability

- Local - Made in the USA
- 100% robotically soldered connections
- 3X reliability per new published study
- 70+ Models in 1-2 weeks, 1400+ Models in 3-5 weeks

PROFILE | 2.18" X 2.9" (2.0" W/O CORDLOK) **LENGTHS | 24", 36", 41", 72", 82"** **COLORS | CARBON, RED, WHITE, BLUE**

POWERLOK
15 Power Types

8200-8300SERIES | 120/208V

- 20A 120V
- 30A 120V
- 20A 208V 1PH
- 30A 208V 1PH
- 20A 120/208V WYE 3PH
- 30A 120/208V WYE 3PH
- 60A 208V WYE 3PH
- **Up to 17.2 kW's**

8400-8600SERIES | 208/240V

- 30A 208/240V DELTA 3PH
- 35A 208/240V DELTA 3PH
- 50A 208/240V DELTA 3PH
- 60A 208/240V DELTA 3PH
- 80A 208/240V DELTA 3PH
- **Up to 23 kW's**

8700-8800SERIES | 240/415V

- 20A 240/415V WYE 3PH
- 30A 240/415V WYE 3PH
- 60A 240/415V WYE 3PH
- **Up to 34 kW's**

POWER TYPES | 15
LENGTHS | 24", 36", 41", 72", 82"

Power is Easy
Greater Reliability - Customers expect this.

Better from the inside out

100% robotically soldered connections for 3X reliability and slimmest profiles.

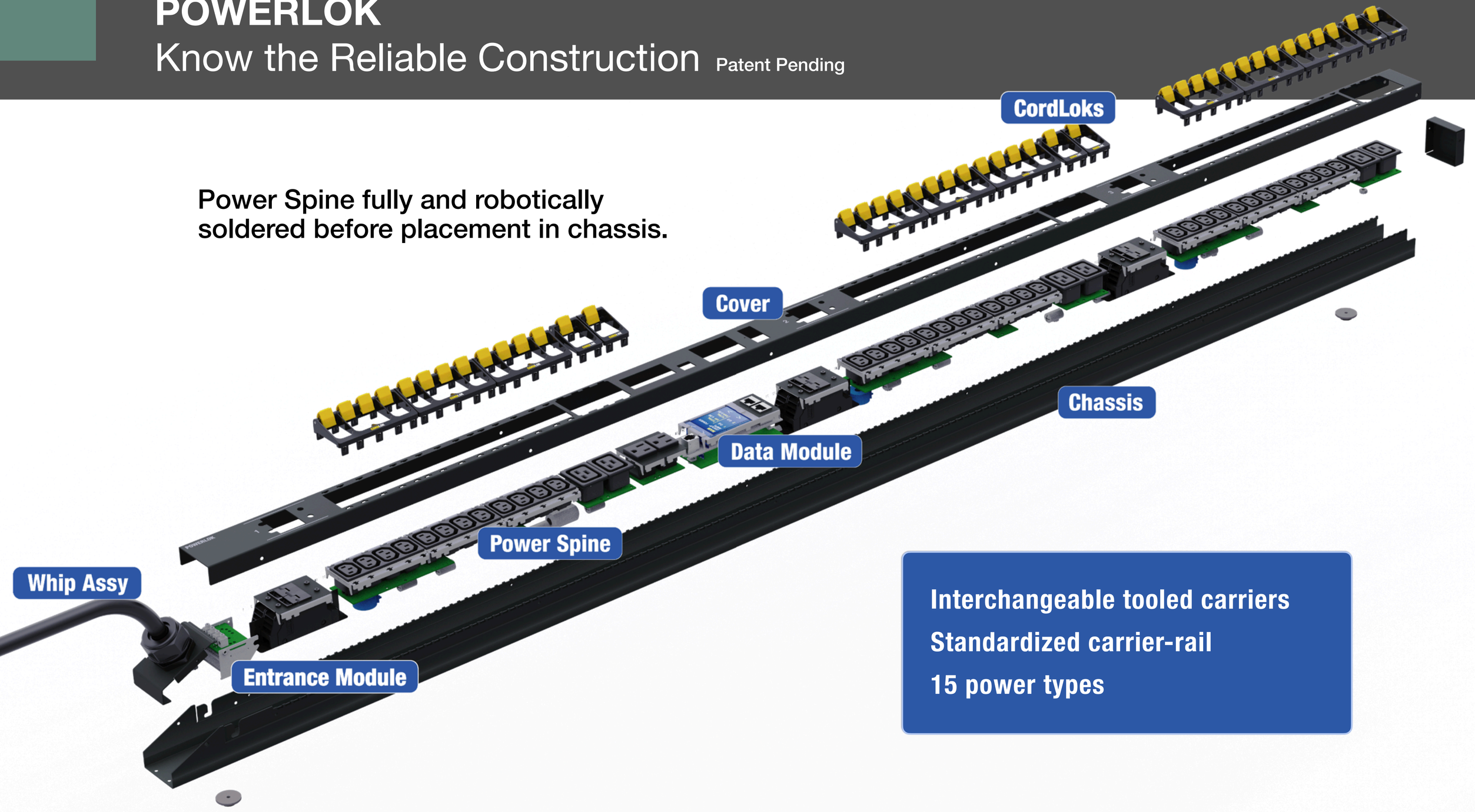
mtechnology

Evaluated to be 3X less likely to experience power connection failure. Steve Fairfax, mtechnology.

POWERLOK

Know the Reliable Construction Patent Pending

Power Spine fully and robotically soldered before placement in chassis.

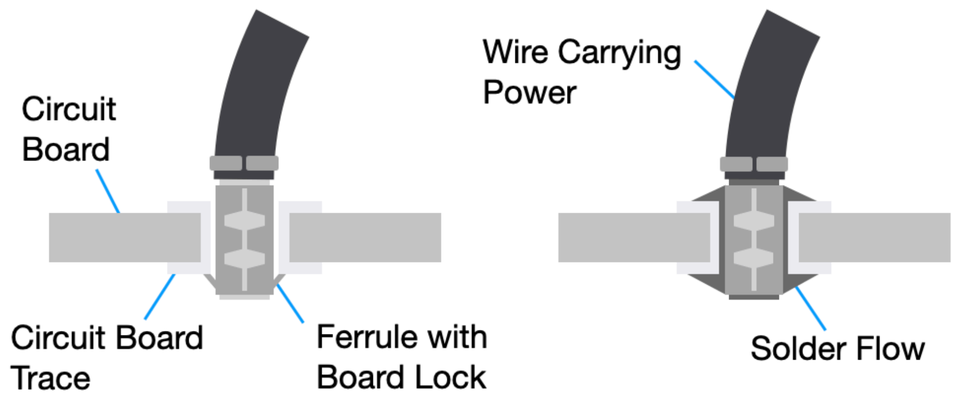


- Interchangeable tooled carriers
- Standardized carrier-rail
- 15 power types

POWERLOK
Fewer More Reliable Connections

Robotically Soldered - 3X More Reliable

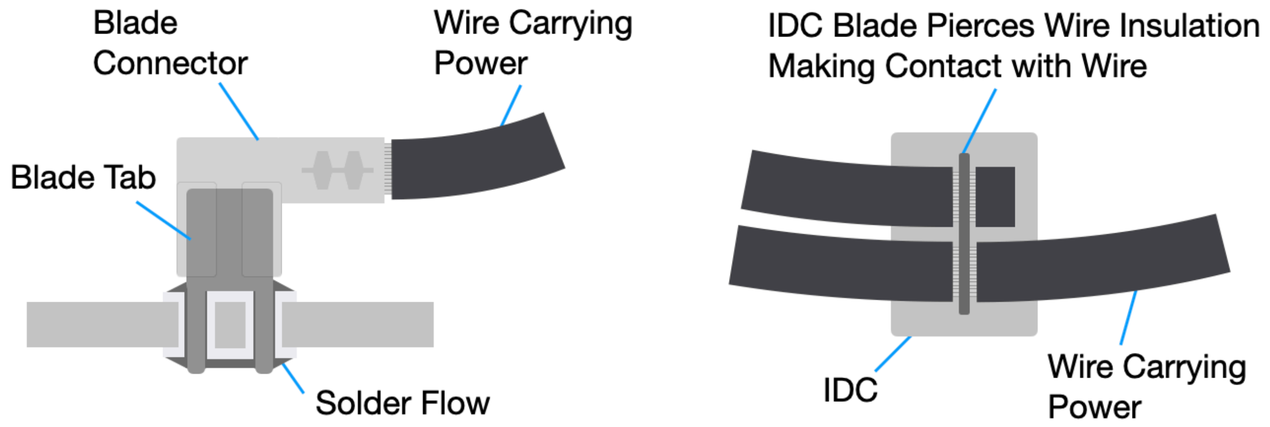
Machine Applied Ferrule Inserted in Circuit Board	Robotically Soldered to Circuit Board



Number of Internal Contact Points	Acceptable Amperage per rPDU Receptacle
30-40	3-20 Amps

Hand Assembled IDC & Blade Connectors - Overheat

Blade Push-on Connectors	Insulation Displacement Connector (IDC)



Number of Internal Contact Points	Acceptable Amperage per rPDU Receptacle
60-80	< 3.0 Amps

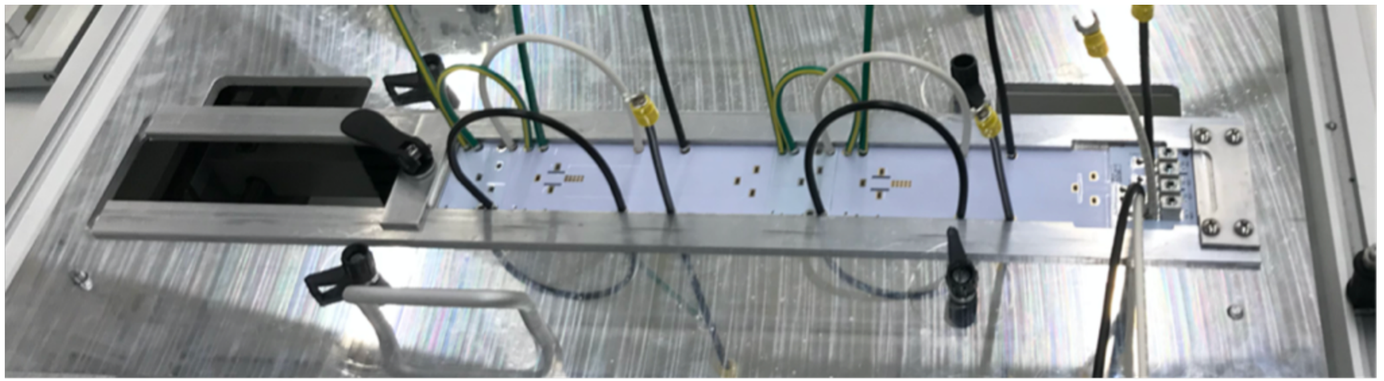
POWERLOK
Fully Automated Robotic Soldering

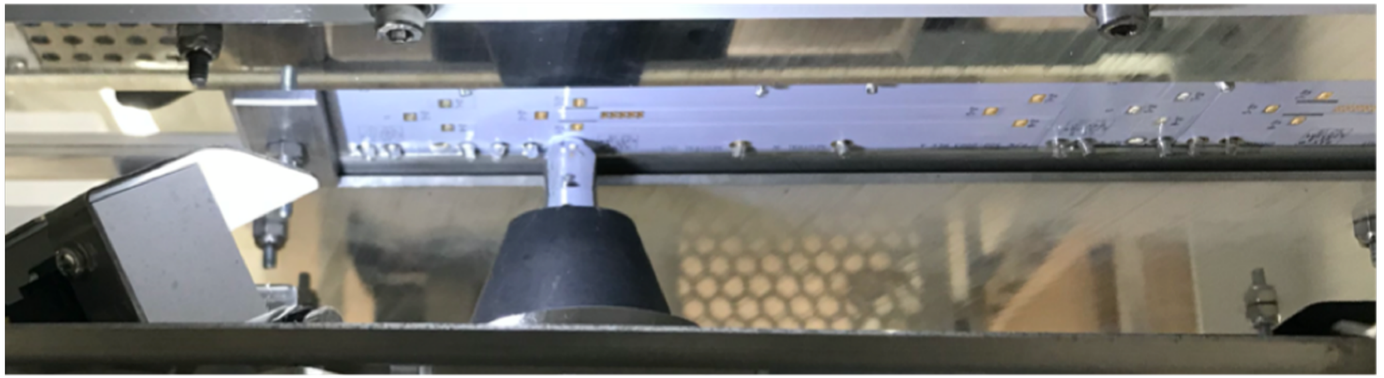
Automated soldering from line input to every receptacle eliminates all mechanical connections

- Follows NASA standards
- Reduced hand-work
- Eliminates poor termination methods
- No rat's nest wiring as in legacy products
- Greater power density
- Low cost localized manufacturing

Eliminated:

Automated:





Robotic head making solder terminations on receptacle boards

POWERLOK
Fully Automated Robotic Soldering

Automated soldering from line input to every receptacle eliminates all mechanical connections

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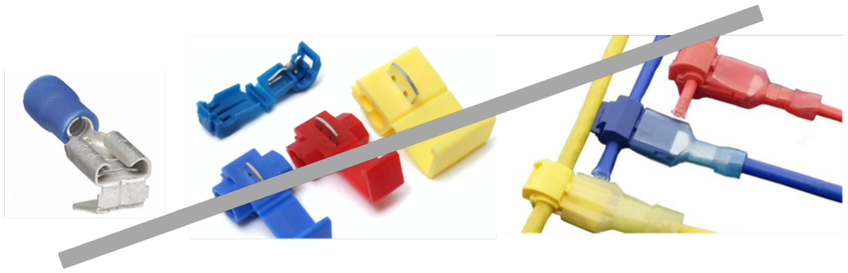
Automated:

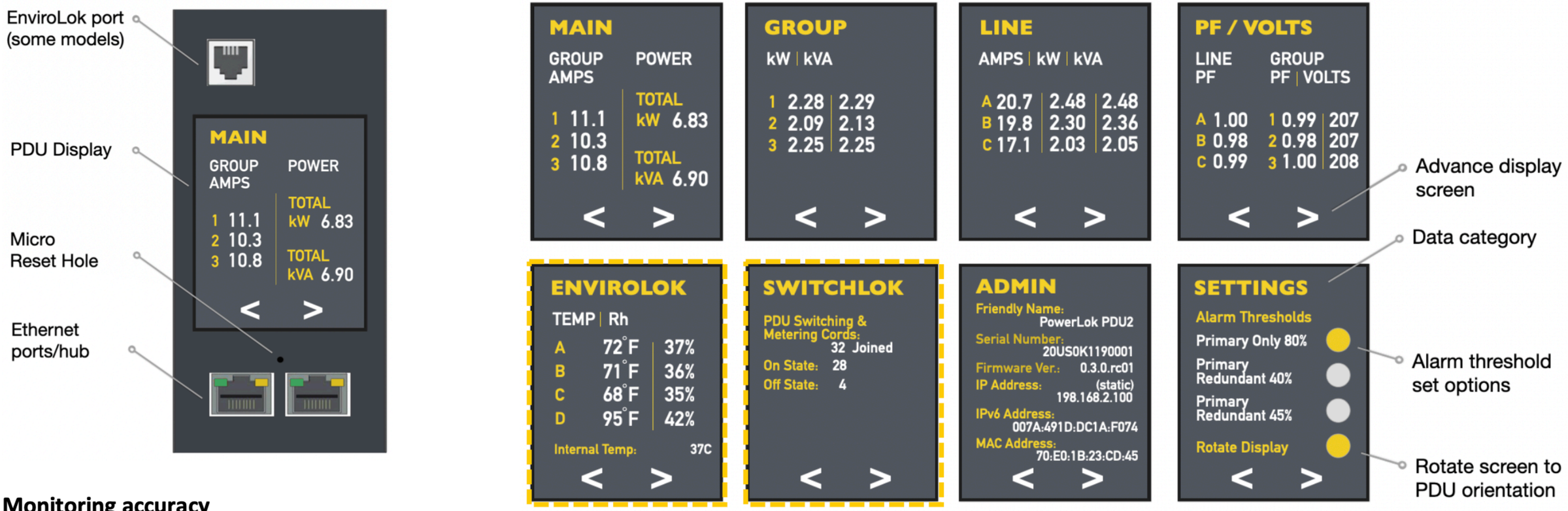
Eliminated:



POWERLOK Software
For Power & Environmental Monitoring and Switching

Power Monitoring

PowerLOK models with monitoring include a local touchscreen display and ethernet communication.



Monitoring accuracy

- Voltage: ± 0.5% at nominal
- Current: ± 1.0% of measurement from 250 mA – 1A
- Current: ± 0.5% of measurement from 1A – 30A

POWERLOK Software

Know the App.! Real time (now), Historical (2 weeks) & Peak (max) Power Data

POWERLOK Rating: 30A 120/208V 3PH Friendly Name: RACK D112-A PD

PowerLok SwitchLok Admin

PowerLOK Summary

Levels NOW

TOTAL kW / kVA		7.54 / 8.54
INTERNAL TEMP		41 C
SENSOR A TEMP / Rh		72 F / 38%
SENSOR B TEMP / Rh		71 F / 37%
SENSOR C TEMP / Rh		68 F / 35%
SENSOR D TEMP / Rh		95 F / 42%
GROUP AMPS	1	12.2
	2	10.3
	3	10.8
LINE AMPS	A	22.2
	B	20.3
	C	20.8
GROUP kW / kVA	1	2.51 / 2.63
	2	2.42 / 2.58
	3	2.54 / 2.64
LINE kW / kVA	A	3.20 / 3.33
	B	3.31 / 3.45
	C	3.83 / 3.88
GROUP PF / VOLTS	1	0.98 / 208
	2	0.97 / 207
	3	0.94 / 207
LINE PF	A	0.98
	B	0.97
	C	0.94

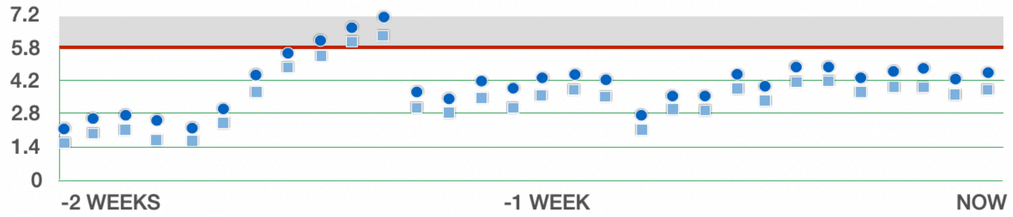
PowerLok Historical Graphs / Log

Levels over past two week period

TOTAL kW / kVA | GROUP kW / kVA | GROUP AMPS | GROUP PF / VOLTS

PEAK	5.94 kW	9.45 kVA
NOW	5.76 kW	5.54 kVA

Time Interval: 8 hrs.



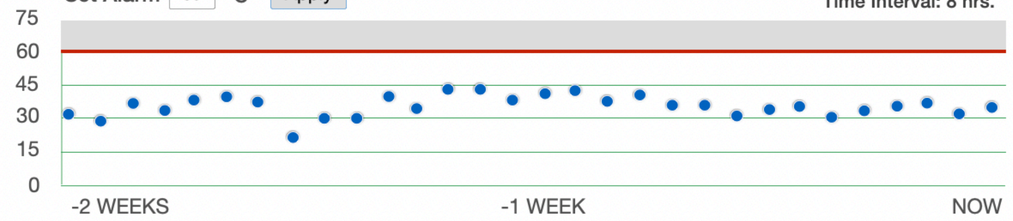
INTERNAL PDU TEMP

PEAK	45C
NOW	41C

Fahrenheit
Celsius

Set Alarm 60 °C Apply

Time Interval: 8 hrs.



PowerLok Settings

SwitchLok Master Control

Events

- 2021-10-14 3:40 PM Line A Over-current cleared (9A, 10A)
- 2021-10-14 2:20 PM Line A Over-current (11A, 10A)
- 2021-10-14 2:20 PM Line B Over-current (11A, 10A)
- 2021-10-14 2:20 PM Line C Over-current (11A, 10A)
- 2021-10-14 2:20 PM PDU Over-temperature Cleared (62C, 60C)
- 2021-10-14 2:20 PM PDU Over-temperature (62C, 60C)
- 2021-10-14 2:20 PM EL-A Rack Over-temperature Cleared (62C, 60C)
- 2021-10-14 2:20 PM EL-A Rack Over-temperature (62C, 60C)
- 2021-10-14 2:20 PM EL-A Rack Over-humidity Cleared (62C, 60C)
- 2021-10-14 2:20 PM EL-A Rack Over-humidity (62C, 60C)
- 2021-05-12 2:40 PM Power up - No Events
- 2021-04-12 2:20 PM User name or password changed

Clear History

About to clear Past Event history Are you sure?

CANCEL YES

Find a POWERLOK
Quickly get specs & pricing for 1400+ models

1

Select a PDU

Enter Model Number

PowerLok PDUs are built to order. Chose a category based on your delivery and feature requirements. For additional details refer to a product data sheet.

- Fast Response Models (1-2 weeks)
- Select Models (3-5 weeks)
- Build Models (8-10 weeks)
  48 Minimum PDU Order

PDU Type

BASIC	MONITORED	SWITCHED READY

Voltage Series

208/240V 1PH	120/208V 3PH	208/240V 3PH	240/415V 3PH

Amperage

30A	35A	50A	60A

PDU Length

72"	82"

- 70+ Fast-Response Models (1-2 weeks)
- 1400+ Select Models (3-5 weeks)
- Specifications all on selector
- Pricing with login

2

Results: Select model below to access product page

RACK PDU, SWITCHED READY, 72", 60A 208/240V 3PH (17.2 KW), IEC 309 (IP44), CORDLOK

	CARBON		RED		WHITE		BLUE	
Receptacle Group	6 FT Whip	10 FT Whip	6 FT Whip	10 FT Whip	6 FT Whip	10 FT Whip	6 FT Whip	10 FT Whip
42-C13	PL8606S-06C	PL8606S-10C	PL8606S-06R	PL8606S-10R	PL8606S-06W	PL8606S-10W	PL8606S-06B	PL8606S-10B
36-C13	PL8601S-06C	PL8601S-10C	PL8601S-06R	PL8601S-10R	PL8601S-06W	PL8601S-10W	PL8601S-06B	PL8601S-10B
36-C13 & 6-C19	PL8607S-06C	PL8607S-10C	PL8607S-06R	PL8607S-10R	PL8607S-06W	PL8607S-10W	PL8607S-06B	PL8607S-10B
24-C13 & 6-C19	PL8602S-06C	PL8602S-10C	PL8602S-06R	PL8602S-10R	PL8602S-06W	PL8602S-10W	PL8602S-06B	PL8602S-10B
24-C13 & 12-C19	PL8608S-06C	PL8608S-10C	PL8608S-06R	PL8608S-10R	PL8608S-06W	PL8608S-10W	PL8608S-06B	PL8608S-10B
18-C13 & 18-C19	PL8609S-06C	PL8609S-10C	PL8609S-06R	PL8609S-10R	PL8609S-06W	PL8609S-10W	PL8609S-06B	PL8609S-10B
30-C19	PL8621S-06C	PL8621S-10C	PL8621S-06R	PL8621S-10R	PL8621S-06W	PL8621S-10W	PL8621S-06B	PL8621S-10B

Find a POWERLOK

When to Select or Build and how does that affect lead-time and price?

1

Select a PDU

Enter Model Number

PowerLok PDUs are built to order. Chose a category based on your delivery and feature requirements. For additional details refer to a product data sheet.

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Voltage Series

208/240V 1PH	120/208V 3PH	208/240V 3PH	240/415V 3PH

Amperage

30A	35A	50A	60A

PDU Length

72"	82"

3

PL8608S-10C

Rack PDU, Switched Ready, 72", 60A 208/240V 3PH (17.2 kW), 24-C13, 12-C19, 10FT Whip, IEC 309 (IP44), Carbon, CORDLOK

Example image shown. See specification for actual receptacle count.

Data Sheet | Specification | Manual | CAD Download | QTY: 1 | Add to List

2

Results: Select model below to access product page

RACK PDU, SWITCHED READY, 72", 60A 208/240V 3PH (17.2 KW), IEC 309 (IP44), CORDLOK

	CARBON		RED		WHITE		BLUE	
Receptacle Group	6 FT Whip	10 FT Whip	6 FT Whip	10 FT Whip	6 FT Whip	10 FT Whip	6 FT Whip	10 FT Whip
42-C13	PL8606S-06C	PL8606S-10C	PL8606S-06R	PL8606S-10R	PL8606S-06W	PL8606S-10W	PL8606S-06B	PL8606S-10B
36-C13	PL8601S-06C	PL8601S-10C	PL8601S-06R	PL8601S-10R	PL8601S-06W	PL8601S-10W	PL8601S-06B	PL8601S-10B
36-C13 & 6-C19	PL8607S-06C	PL8607S-10C	PL8607S-06R	PL8607S-10R	PL8607S-06W	PL8607S-10W	PL8607S-06B	PL8607S-10B
24-C13 & 6-C19	PL8602S-06C	PL8602S-10C	PL8602S-06R	PL8602S-10R	PL8602S-06W	PL8602S-10W	PL8602S-06B	PL8602S-10B
24-C13 & 12-C19	PL8608S-06C	PL8608S-10C	PL8608S-06R	PL8608S-10R	PL8608S-06W	PL8608S-10W	PL8608S-06B	PL8608S-10B
18-C13 & 18-C19	PL8609S-06C	PL8609S-10C	PL8609S-06R	PL8609S-10R	PL8609S-06W	PL8609S-10W	PL8609S-06B	PL8609S-10B
30-C19	PL8621S-06C	PL8621S-10C	PL8621S-06R	PL8621S-10R	PL8621S-06W	PL8621S-10W	PL8621S-06B	PL8621S-10B

Find a POWERLOK
Form for Build Request

BUILD DESCRIPTION

RACK PDU,

Additional Build Requirements

ENTER OTHER DETAILS FOR BUILD

REQUEST QUOTE

1 **Click rPDU Aspects**

2 **Request Quote**

2 **Enter Contact Info**

Fast Response Models (1-2 weeks)

Select Models (3-5 weeks)
12 Minimum PDU Order

Build Models (8-10 weeks)
48 Minimum PDU Order

PDU Type

BASIC | MONITORED | SWITCHED READY

Voltage

208V/240 1PH | 120/208V 3PH | 208/240V 3PH | 240/415V 3PH

Amperage

20A | 30A | 35A | 50A | 60A

Plug Type

NEMA | IEC 309 | CS8365C

Whip Length (feet)

3 | 5 | 7 | 9 | 11 | 13 | 15

PDU Length (inches)

24" | 36" | 41" | 46" | 72" | 82" | 92"

Receptacles

ALL C13 | MAX C13 + 2-C19 PER GROUP | MAX C13 + 3-C19 PER GROUP | MAX C13 + 4-C19 PER GROUP | ALL C19

Color

BLUE | CARBON | RED | WHITE

CordLok

NO | YES

Daisy Chain Environmental Monitoring

RACK PDU ENVIRONMENTAL SENSORS

Accuracy

- 0.2C temperature accuracy
- 2% Rh accuracy

Capability

- Magnetic or velcro attachment
- Daisy chain sensors as needed
- Up to 4 sensors per PDU
- Only 1.4in x 1.4in x .81in size

Reliability

- Low power over supplied cable
- Battery-less sensors

Real time, peak and historical data

POWERLOK Software

Real time, peak and historical environmental data

PowerLOK Summary

Levels NOW

TOTAL kW / kVA		7.54 / 8.54
INTERNAL TEMP		41 C
SENSOR A TEMP / Rh		72 F / 38%
SENSOR B TEMP / Rh		71 F / 37%
SENSOR C TEMP / Rh		68 F / 35%
SENSOR D TEMP / Rh		95 F / 42%
GROUP AMPS	1	12.2
	2	10.3
	3	10.8
LINE AMPS	A	22.2
	B	20.3
	C	20.8
GROUP kW / kVA	1	2.51 / 2.63
	2	2.42 / 2.58
	3	2.54 / 2.64
LINE kW / kVA	A	3.20 / 3.33
	B	3.31 / 3.45
	C	3.83 / 3.88
GROUP PF / VOLTS	1	0.98 / 208
	2	0.97 / 207
	3	0.94 / 207
LINE PF	A	0.98
	B	0.97
	C	0.94

EnviroLok Historical Graphs / Log

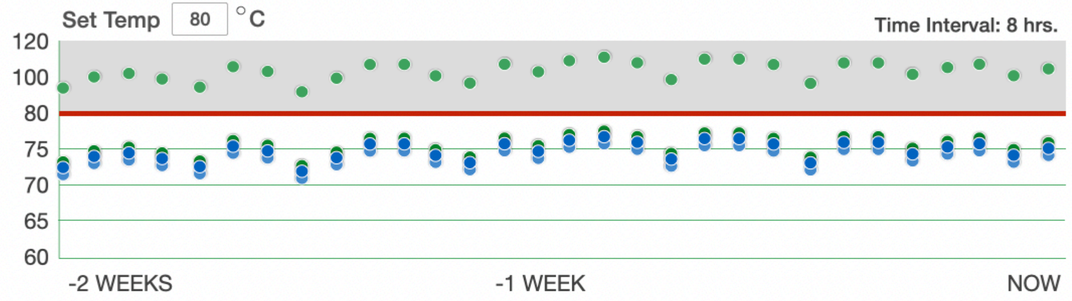
Levels over past two week period

TEMPERATURE

	A	B	C	D	ΔT
PEAK	78 F	71 F	79 F	109 F	31 F
NOW	72 F	62 F	72 F	107 F	35 F

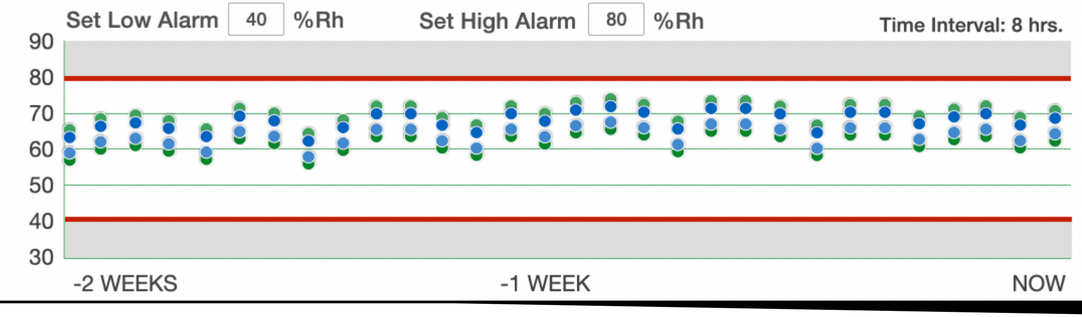
Fahrenheit
Celsius

COMPARE



HUMIDITY (Rh)

	A	B	C	D
PEAK	65	64	65	71
NOW	62	61	62	70

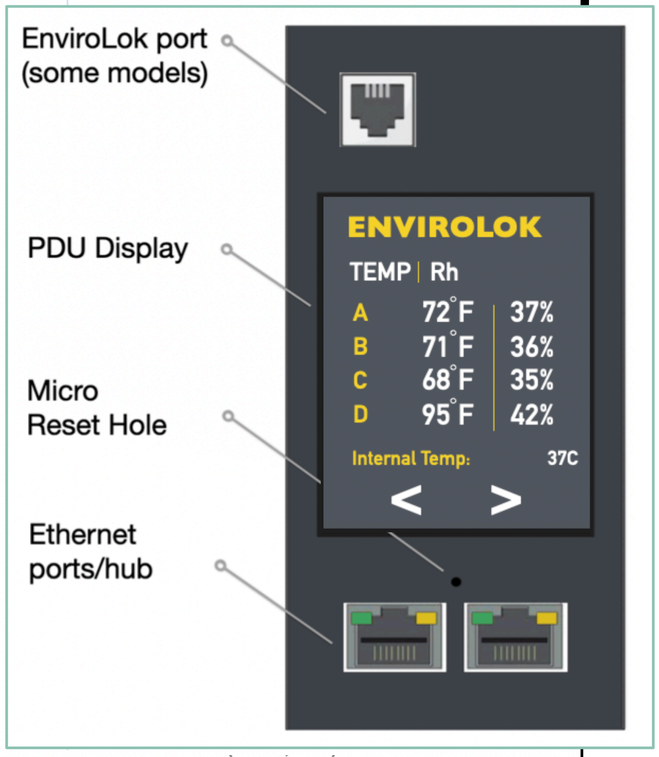


PowerLok Settings

SwitchLok Master Control

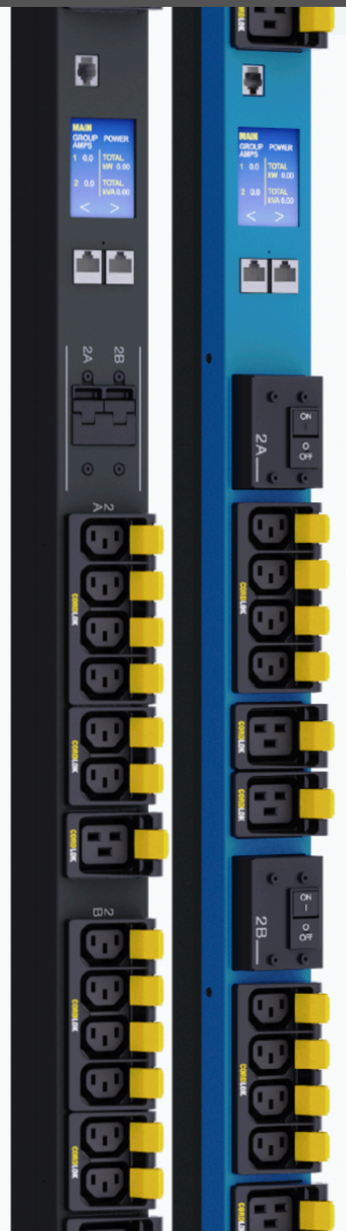
Events

- 2021-10-14 3:40 PM Line A Over-current cleared (9A, 10A)
- 2021-10-14 2:20 PM Line A Over-current (11A, 10A)
- 2021-10-14 2:20 PM Line B Over-current (11A, 10A)



PDU Switching Cords - Add When Needed

Patented



Advanced PDU Switching Technology

Switched Ready PDUs are remotely monitored PDUs that can be upgraded for switching at any time just by adding SwitchLOK cords.

- Switched Ready PDUs are the same size as monitored PDUs.
- More receptacles and more room to access racked equipment.

WHAT YOU NEED. WHEN YOU NEED IT.

SWITCHLOK

Patented switching technology

POWERLOK Software

For Power & Environmental Monitoring and Switching

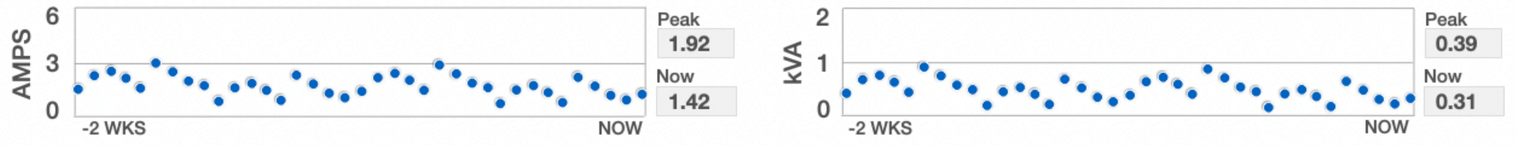
SwitchLok Historical Graphs & Control

Levels for past two weeks period, peak and now.
Graphing interval is 8 hours.

Viewing ⌄ — All Information / Collapse Graphs

Grouping Action ⌄ — Reboot per sequence — RUN

RU	ID	Friendly Name	State	Seq.	Delay (s)	kVAh	Control
47	1A	BAE SYSTEMS, DELL R730, INSTALLED: 4/10/20 DR18 S. FLYNN		1	4	2880	
45	1A	BAE SYSTEMS, DELL R730, INSTALLED: 4/10/20 DR18 S. FLYNN		2	4	2880	
43	1A	BAE SYSTEMS, DELL R730, INSTALLED: 4/10/20 DR18 S. FLYNN		3	4	2880	
41	1A	BAE SYSTEMS, DELL R730, INSTALLED: 4/10/20 DR18 S. FLYNN		4	4	2880	
39	1A	BAE SYSTEMS, DELL R730, INSTALLED: 4/10/20 DR18 S. FLYNN		5	4	2880	



PowerLok Settings ⌄

Amperage Alarm Setting

- Primary Only 80%
- Primary Redundant 40%
- Primary Redundant 45%
- Enable Custom
- Set Custom % — n/a

Manage SwitchLok

SwitchLok Master Control ⌄

- Master Switch: On/Off
- Master Reboot: RUN
- kVAh Reset: CLEAR

Start Delay (s):	0
Sequence Delay (s):	2
Off-On Delay (s):	4
Utility Apply Delay (s):	140

POWERLOK Software
For Power & Environmental Monitoring and Switching

SwitchLOK

SwitchLOK devices allow electronic switching and monitoring capabilities of PDU outlets. They communicate wirelessly with associated PDUs equipped with SwitchLOK support.

LED meaning

LED Action	LED Color	Meaning
Fast Blink	Green	Not associated or joined with PDU
Slow Blink	Green	SwitchLOK is in joining mode, ready to be accepted from PDU Web interface
Continuous	Green	SwitchLOK is successfully joined with PDU
Continuous	Red	SwitchLOK relay is open

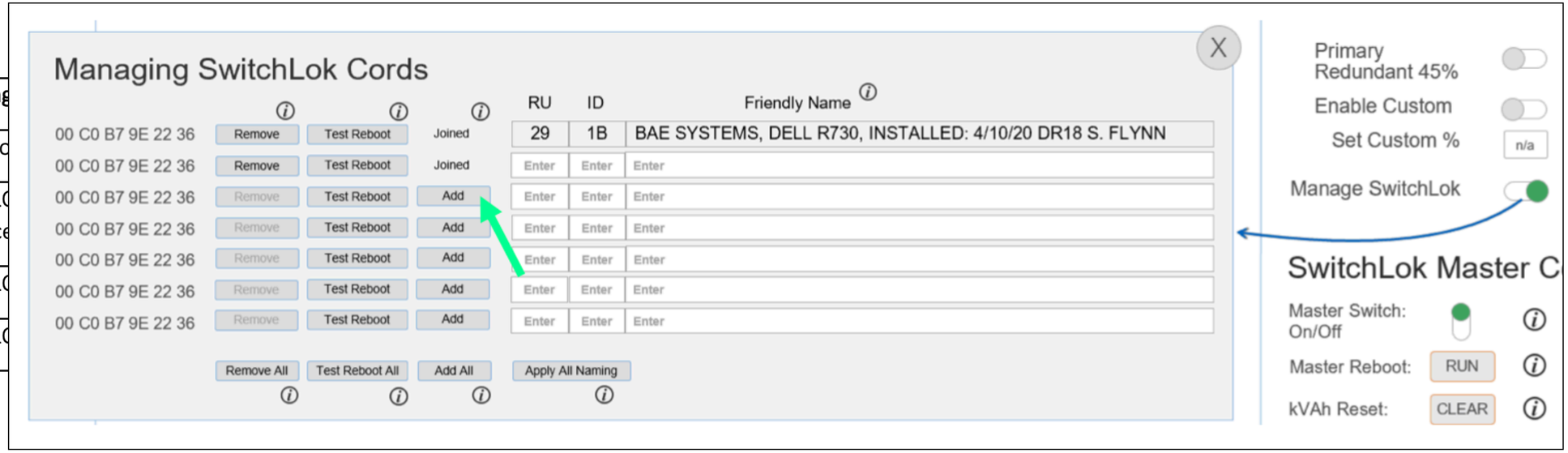
POWERLOK Software
For Power & Environmental Monitoring and Switching

SwitchLOK

SwitchLOK devices allow electronic switching and monitoring capabilities of PDU outlets. They communicate wirelessly with associated PDUs equipped with SwitchLOK support.

LED meaning

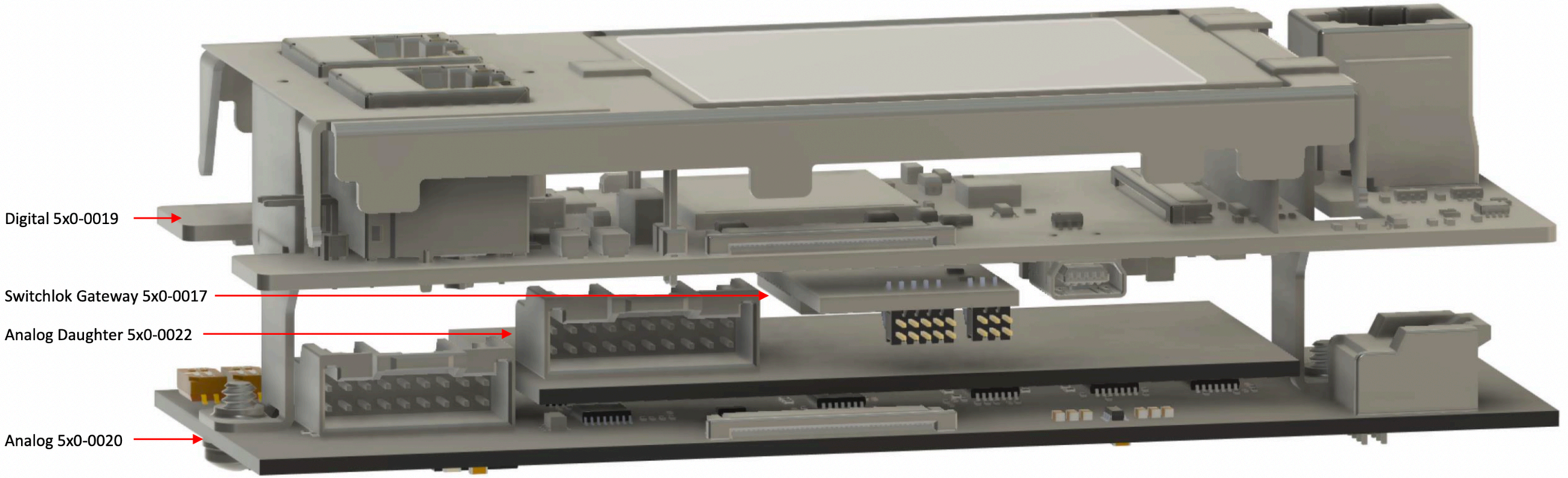
LED Action	LED Color	Meaning
Fast Blink	Green	Not assc
Slow Blink	Green	SwitchL interface
Continuous	Green	SwitchL
Continuous	Red	SwitchL



New Products
Coming in 2023

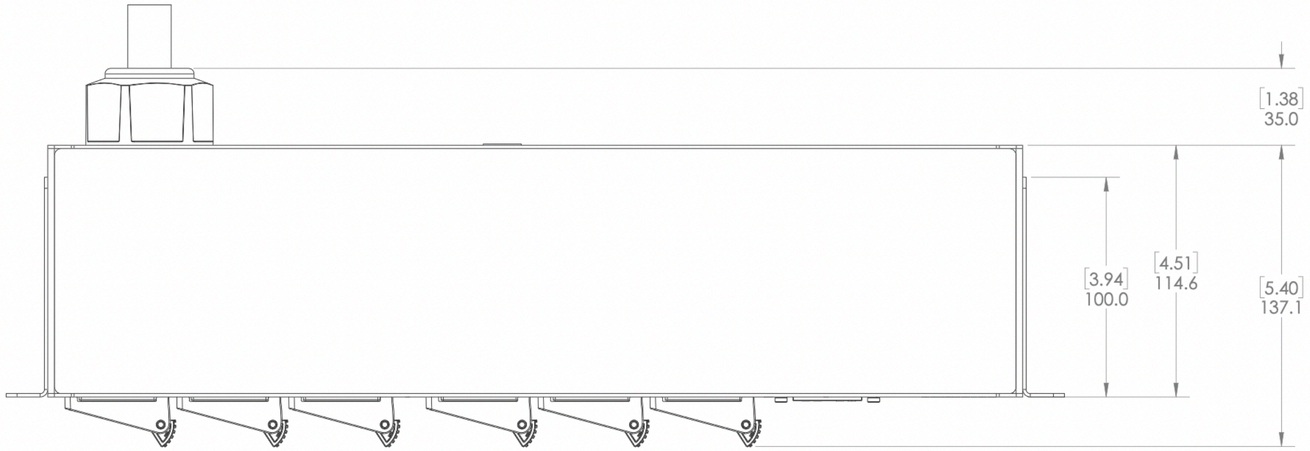
- 2U Rack Mount PDUs
- 100A & 120A 3PH PDUs (to 69kW) w/Service Entrance Option
- PowerLOK Device Manager
- CE Models

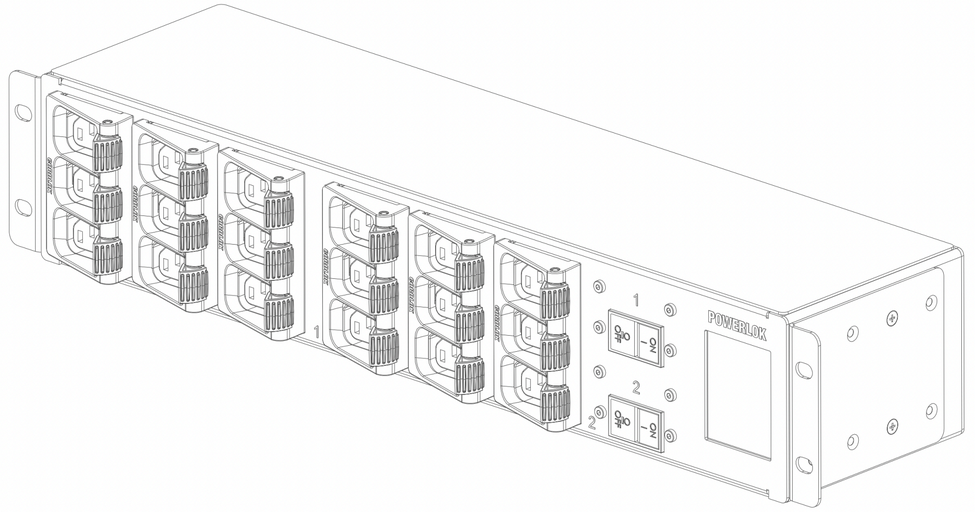
NEW DATA MODULE IN DEVELOPMENT

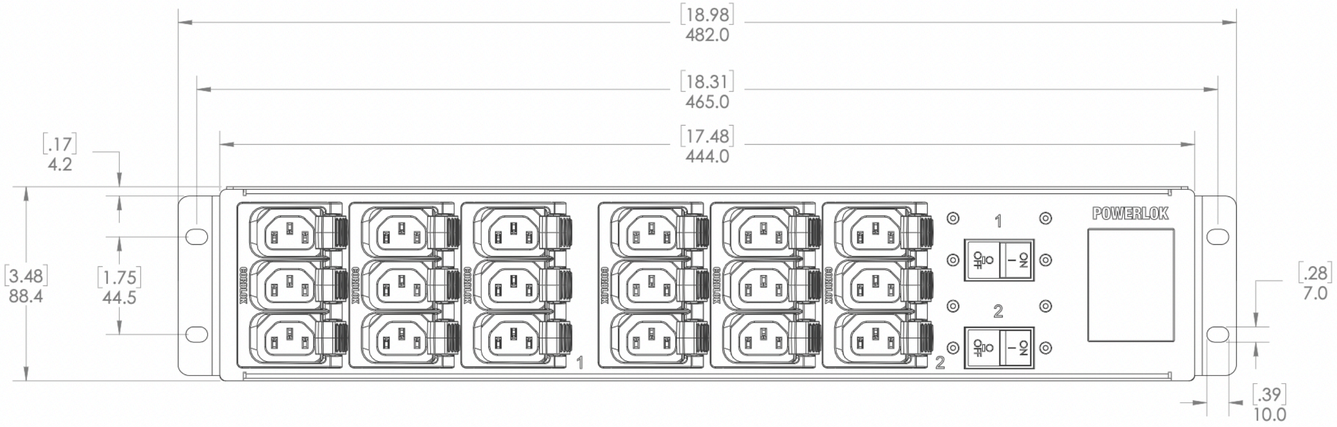


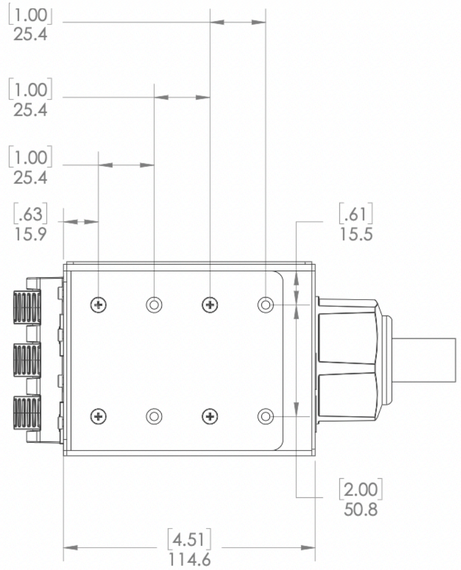
Monitoring circuits for 18-breakers in the same compact data module space.

2023 New Products - 2U Intelligent Rack Mount PDUs



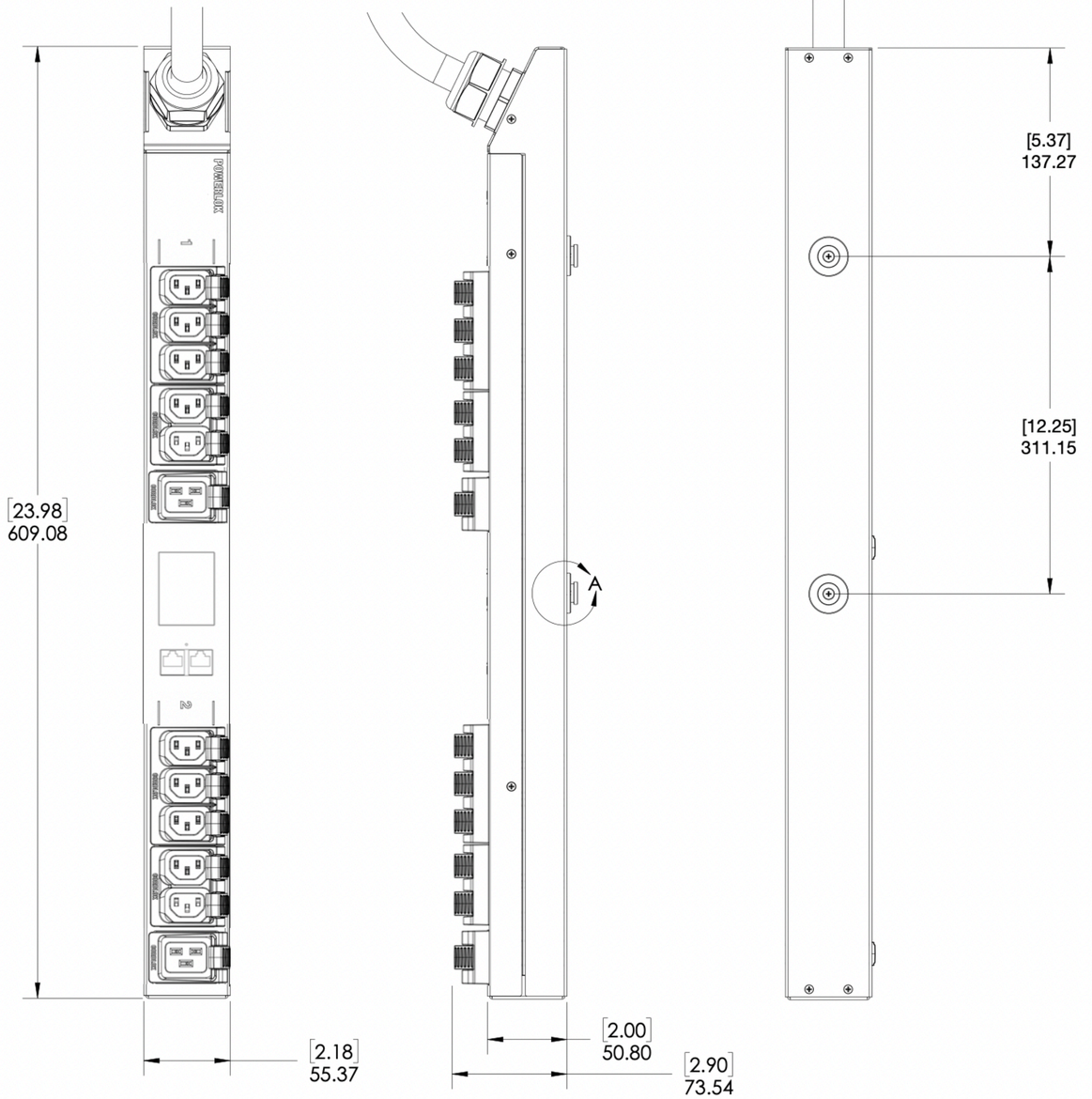




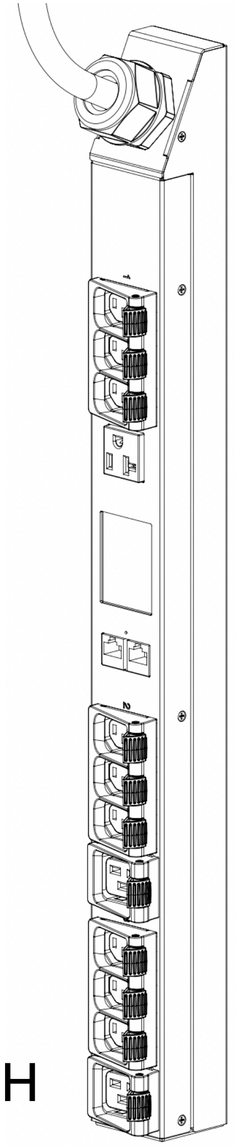


2023 New Products - 24” Vertical Intelligent PDUs

208V 1PH

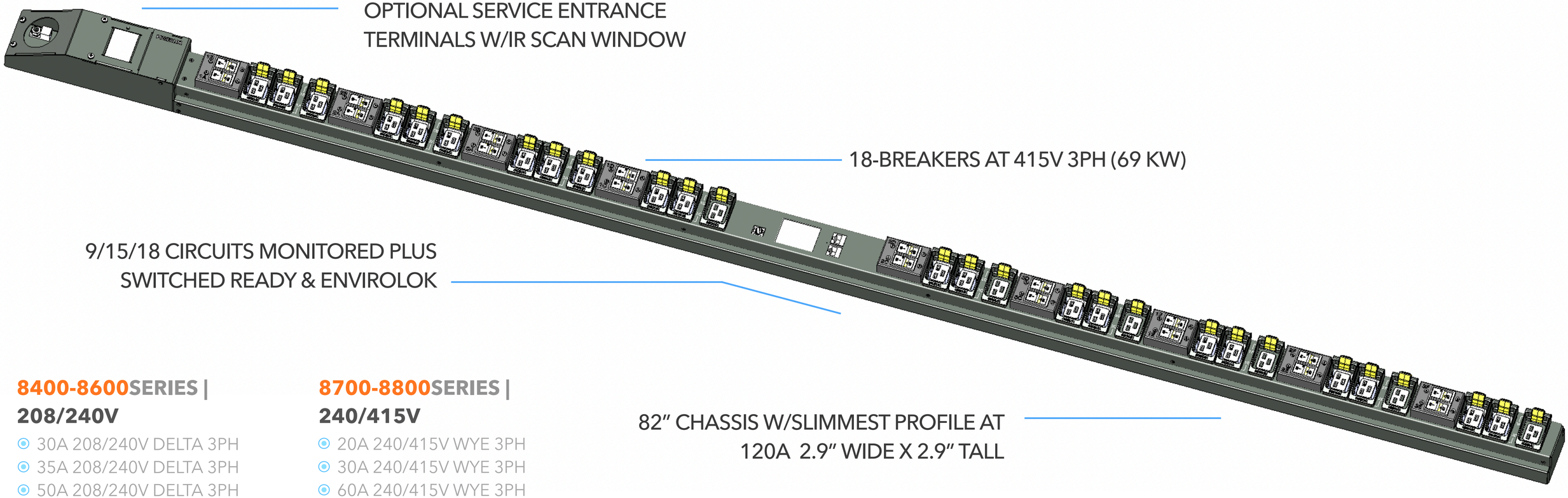


120/208V 3PH



2023 New Products - 100/120A 240/415V 3PH PDUs

100 & 120A PDUs with Service Entrance Option



8400-8600SERIES | 208/240V

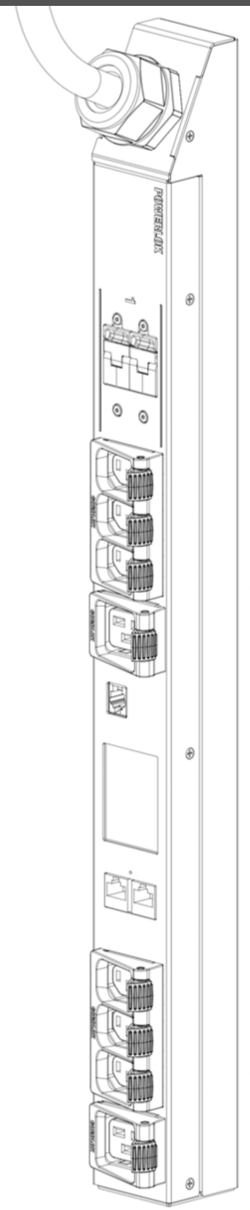
- 30A 208/240V DELTA 3PH
- 35A 208/240V DELTA 3PH
- 50A 208/240V DELTA 3PH
- 60A 208/240V DELTA 3PH
- 80A 208/240V DELTA 3PH
- **100A 208/240V DELTA 3PH**
- **120A 208/240V DELTA 3PH**
- **Up to 34 kW's**

8700-8800SERIES | 240/415V

- 20A 240/415V WYE 3PH
- 30A 240/415V WYE 3PH
- 60A 240/415V WYE 3PH
- **100A 240/415V WYE 3PH**
- **120A 240/415V WYE 3PH**
- **Up to 69 kW's**

Sales Demo Kit

Fully functional 24” rPDU in production packing plugs into 120V



DEMO KIT INCLUDES	Item Number, Description
DEMO KIT MODEL	**PL8KIT24-01, RACK PDU DEMO UNIT WITH SWITCHLOK AND ENVIROLOK UNITS IN DISPLAY PACKAGING**
INCLUDES (1) OF EACH	
RACK PDU DEMO UNIT	PL8DEMO24-01, RACK PDU DEMO, SWITCHED READY, 24”, 20A 120V 1PH, 6-C13 & 2-C19, 4FT WHIP, 5-15P, CARBON, CORDLOK
SWITCHLOK MODEL	SL1300SM, SWITCHLOK, OUTLET SWITCHING AND METERING, C13-C14, 5FT
ENVIROLOK MODEL	EL2001, ENVIROLOK TEMPERATURE + HUMIDITY PDU SENSOR (2) PODS A-B, (2) 6 FT RJ12 CORDS
PDU 24” DEMO CARTON	730-0006, CARTON, MULTI-PACK-2 RACK PDU
PDU DEMO PACKING FOAM	730-0101, PACKING, FOAM, MULTI-PACK-4 RACK PDU

Selling POWERLOK - What to Know

20 Minutes

POWER (is easy)

- rPDUs
- Powering I.T.
- rPDU Types
- Mounting
- Input Power & Plugs
- Output receptacles

30 Minutes

POWERLOK

- Capability & Reliability
- Finding a rPDU
- Environment Sensors
- Switching Cords
- New Products
- Sales Demo Kits

20 Minutes

COMPETITORS

- Summary table
- Reliability
- Monitoring
- Cord locking
- Delivery

Competitors

See: POWERLOK Advantage - Competitive Compare & Objections

POWERLOK ADVANTAGE	Advanced Technology Delivered with a Fast-Response			
	PowerLOK	APC	Servertech	Vertiv
RELIABILITY	X			
DELIVERY	X	X		X
PDU SIZE	X		X	
PDU COLOR	X			X
CORD LOCKING	X		X	

Competitors
Reliability

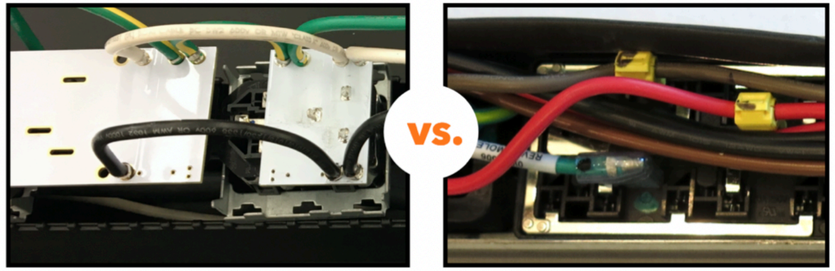
POWERLOK ADVANTAGE

3X less likely to fail due to 100% robotically soldered connections - critical for high power application.

RELIABILITY

PowerLOK	APC	Servertech	Vertiv
< 100% robotically soldered* < Made in USA	< 70+ push-on, IDC and rivets < Made in India	< Uses push on connections < Some models made off-shore	< Uses push on connections < Made in the USA

* Independently evaluated by mtechnology to be 270% less likely to experience power connection failure over models with push-on and insulation displacement connectors.



PowerLOK Secure

Overheat and fail

Competitors
Monitoring

ADVANTAGE POWERLOK

Industry leading accuracy, all touchscreen display, and internal temperature monitoring

	PowerLOK	APC	Servertech	Vertiv
MONITORING ACCURACY	< Voltage: 0.5% < Current: 0.5% above 1A 1.0% below 1A	< Voltage & Current: +/- 1%	< Voltage & Current: +/- 1%	< Voltage & Current: +/- 1%
FEATURES	< Advanced monitoring < Touchscreen display < PDU internal temp. monitoring < Not replaceable	< Advanced monitoring < LCD and push-buttons < Poor visibility < Not replaceable	< Advanced monitoring < LED and push-buttons < Poor visibility, lacks information < Replaceable on limited models	< Advanced monitoring < LED and push-buttons < Poor visibility, lacks information < Replaceable
NETWORK CAPABILITY	< Daisy chain capability < Ethernet 10/100 Mbps.	< Daisy chain capability < Ethernet 10/100 Mbps.	< Daisy chain capability < Ethernet 10/100/1000 Mbps.	< Daisy chain capability < Ethernet 10/100 Mbps.

PowerLok

APC

SeverTech

Vertiv

Competitors
Cord Locking

ADVANTAGE POWERLOK

Uses standard cords and does not sacrifice receptacle density. Clicks when LOCKED in place - single hand insertion and removal.

	PowerLOK	APC	Servertech	Vertiv
CORD LOCKING	< Using your cords < $1 per receptacle	< Using APC cords < $20/$35 per cord (C13/C19)	< Using your cords on some models < Moderate cost	< Using your cords < Moderate cost

PowerLok (CordLok)

APC (Cord Kit)

SeverTech (SecureLock)

Vertiv (U-Lock)

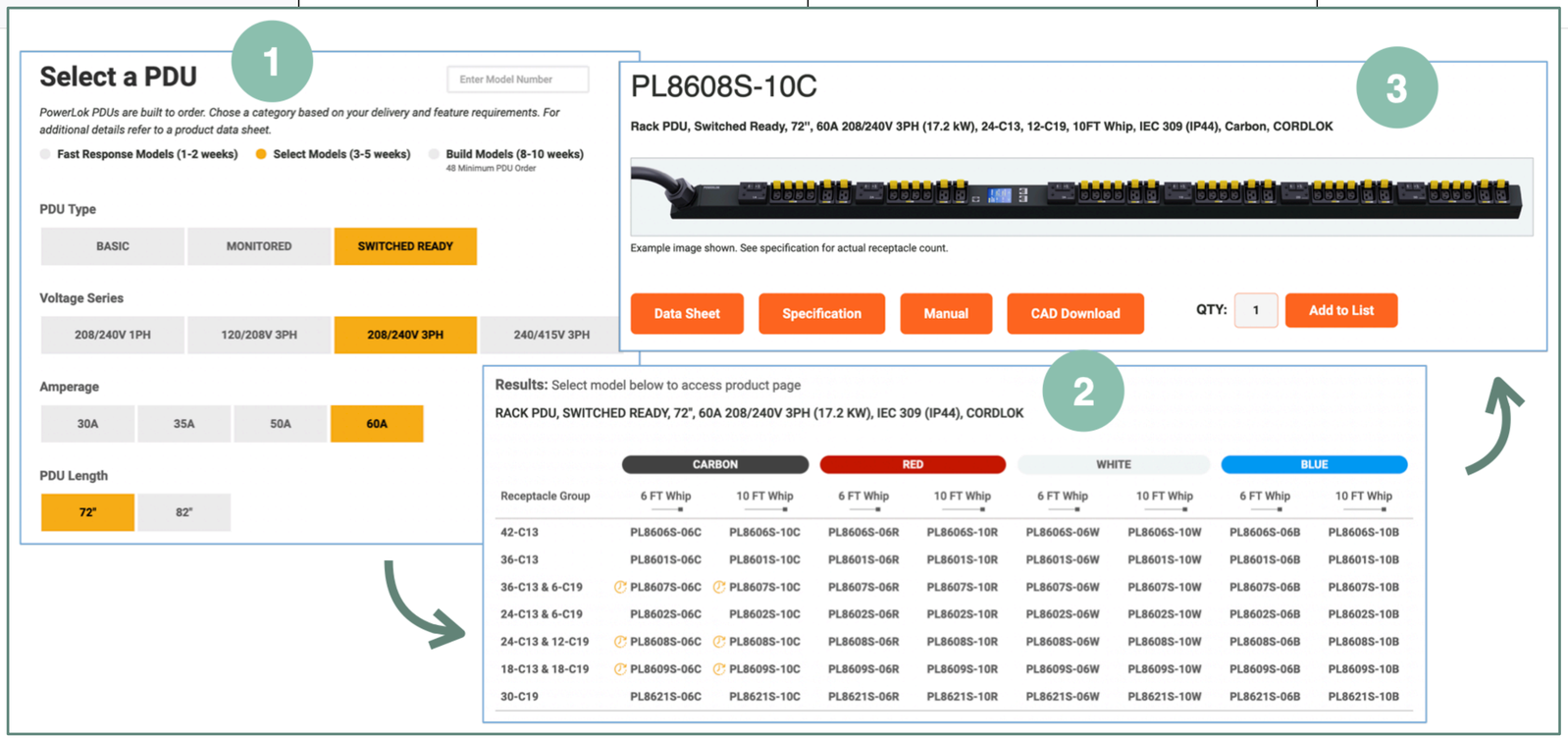
Competitors
Delivery

POWERLOK ADVANTAGE

Rapid build to order in the USA for over 1400 models in 3-5 weeks. 70+ models with 1-2 week delivery, no minimum.

	PowerLOK	APC	Servertech	Vertiv
DELIVERY	< 70+ Models in 1-2 weeks < 1400+ Models in 3-5 weeks	< Limited models in distribution	< Varies often	< Varies often

MOST ADVANCED RPDU SELECTOR



KEY Sales Tools

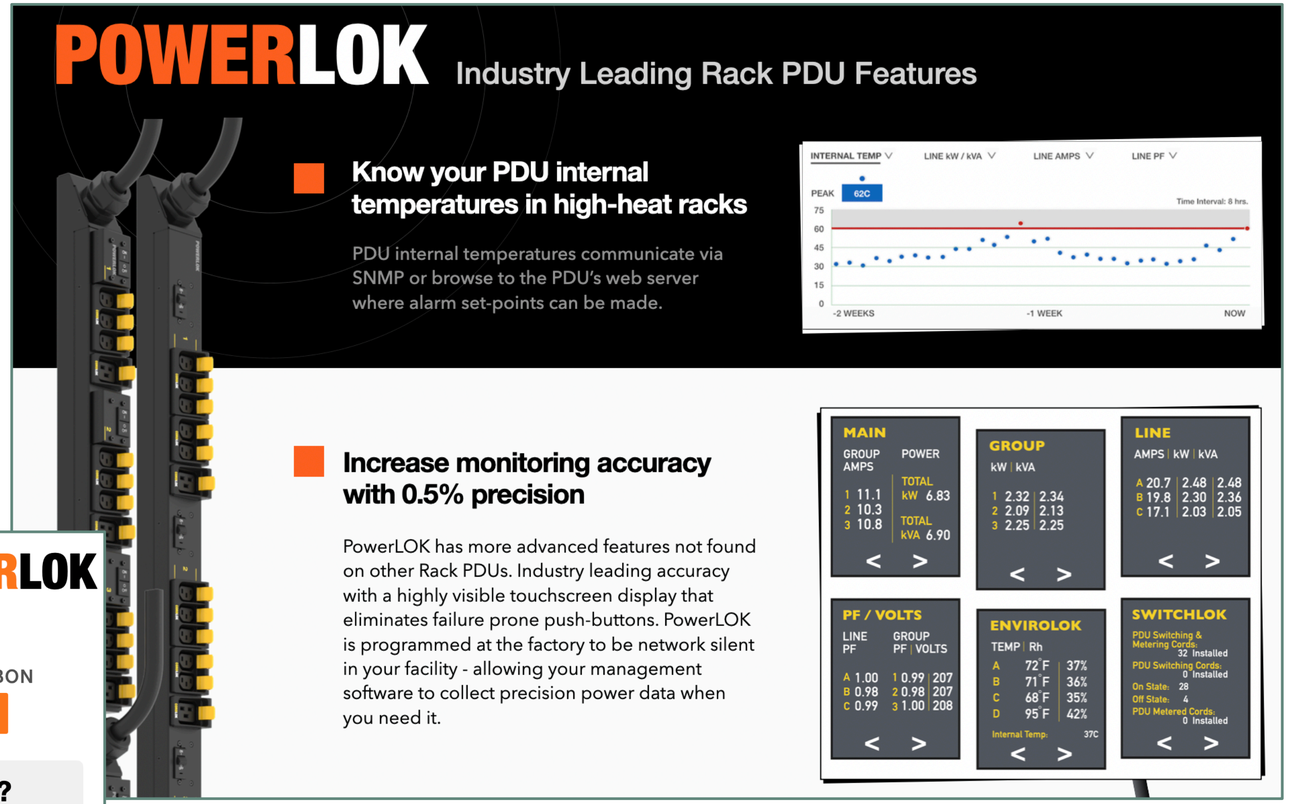
A. rPDU Selector
- Specification
- Lead times
- List pricing (website login)

B. PowerLOK Summary Brief

C. rPDU Cheat Sheets
- ABC's of rPDU Technology
- rPDU Questions You Should Be Asking

D. Competitive Compare & Objections

PowerLOK Summary Brief



Cheat Sheet

rPDU Questions You Should Be Asking

POWERLOK

Courtesy of Gateview Technologies, creators of POWERLOK

rPDU Description Example

RACK PDU | MONITORED | 72" | 60A 208/240V 3PH (17.2 kW) | 48-C13, CORDLOK | 10FT WHIP | IEC309 (IP44) | CARBON

1 2 3 4 5 6 7

4 What receptacle types and how many are required? Is locking important?

OPTIONS: C13, C19, CORDLOK, 5-15R, 5-20R, L5-20R, L6-20R, L6-30R

a) What power cords come with or are used with your IT equipment? C13-C14 power cords are rated for 15A in North American and 10A internationally. C19-C20 power cords are rated for 20A in North America and 16A internationally. Some equipment still requires 5-15P or 5-20P 120V cords.

b) Do you require power cords to be locking as critical to your operation? *PowerLOK PDUs do not require special power cords for locking.*

c) Is maintaining high receptacle density with cord locking important? *PowerLOK PDUs don't give up receptacle density to gain cord locking using your own cords.*

Automated build-to-order PDUs made in the USA

Advanced PDU technology

- Slimmest profiles
- Reliable locking using your cords
- 0.5% monitoring accuracy
- Scalable switching technology
- Advanced temp/humidity sensors
- Colors at no additional cost

Thank You!

Advanced Technology Delivered with a Fast-Response.

GATEVIEW TECHNOLOGIES

POWERLOK Software
For Power & Environmental Monitoring and Switching

Ethernet Communication

The Rack PDU is equipped with two RJ45 10/100Base-T Ethernet ports to attach to an existing local area TCP/IP network. This connection allows access to the Rack PDU via a web browser or SNMP manager. The two RJ45 connectors that are bidirectional; therefore, the user can connect to either port to set up the PDU on the network. 12 PDUs can be connected in series by daisy chaining.

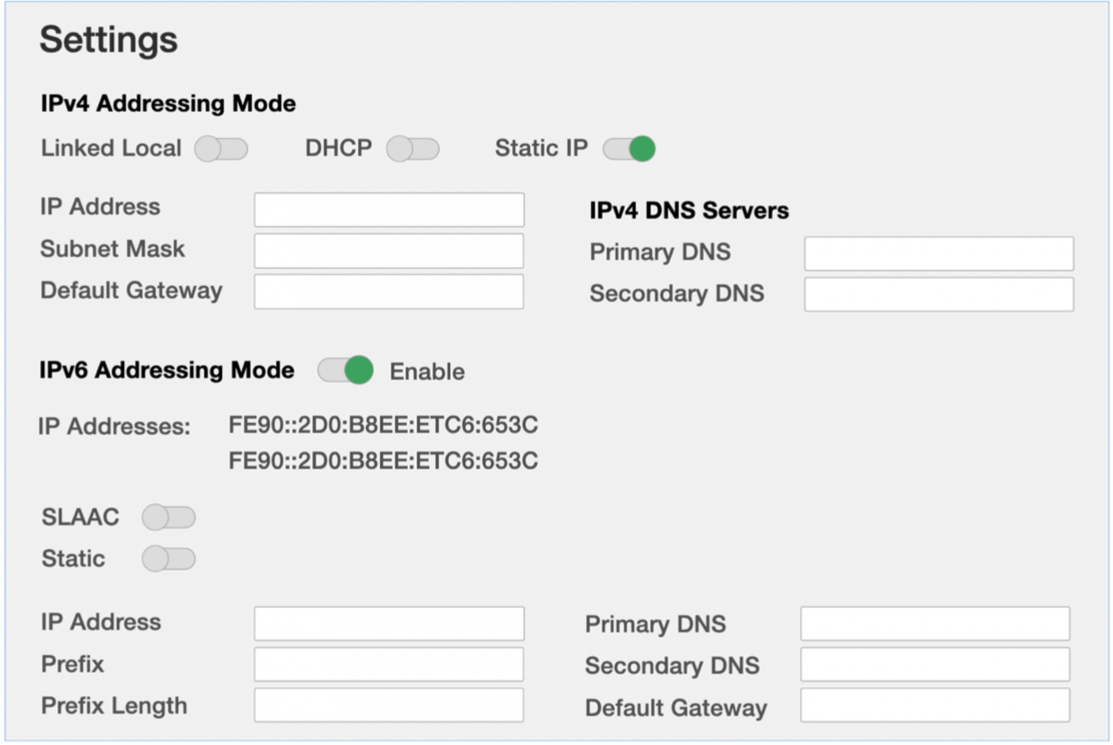
PDU Addressing Modes

The Rack PDU supports the following methods of **IPv4 addressing**:

Mode	Description	Comment
Linked local	IPv4 link-local addresses are assigned to address block 169.254.0.0 - 169.254.255.255	This addressing mode supports attaching a host PC/laptop directly to the Rack PDU without requiring a switch, router or DHCP server.
DHCP	The Rack PDU network configuration is provided by the DHCP server.	The local touchscreen display will publish the IP address assigned to the Rack PDU by the DHCP server.
Static IP	**Default PDU network configuration** **IP address:** 192.168.1.254 **Subnet Mask:** 255.255.255.0 **Gateway:** 192.168.1.1	The static IP can be changed using the web browser.

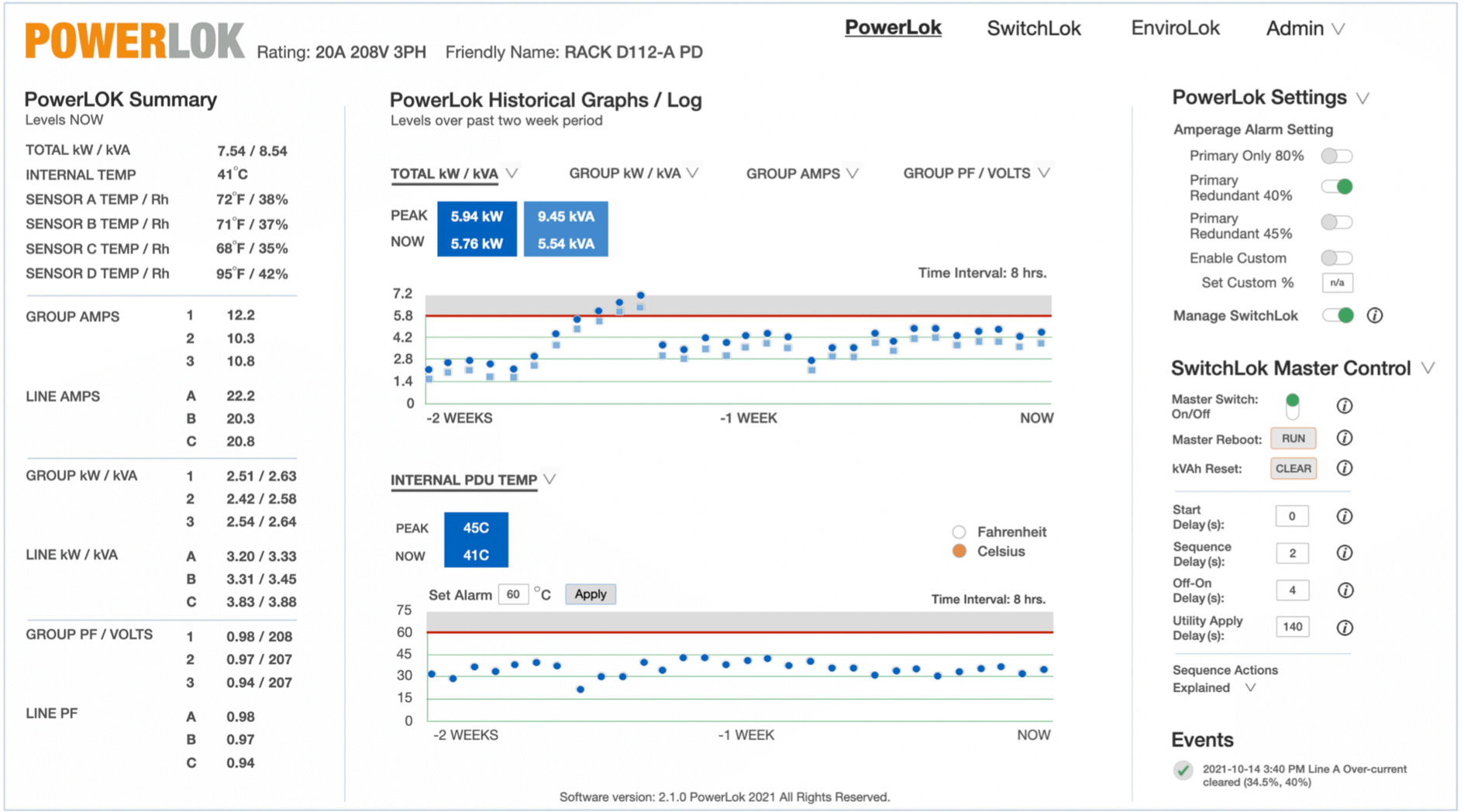
The Rack PDU supports the following methods of **IPv6 addressing**:

Mode	Description	Comment
SLAAC	StateLess Address Auto Configuration. The PDU sends a request to the router for a prefix, then uses it's own MAC address and prefix to generate an IP address.	Router must be capable of Router Advertisements. Alternatively, an independent router advertisement daemon on the network may respond to the PDU while in SLAAC mode. For Linux boxes, refer to 'RADVD'
Static	**Default 2603:6011:8904:9900:7a:491d:dc1a:f074, Prefix 2603:6011:8904:9900, 48 bit length**	IPv6 address field takes the full address including prefix. This address may be changed in the web browser.



POWERLOK Software
For Power & Environmental Monitoring and Switching

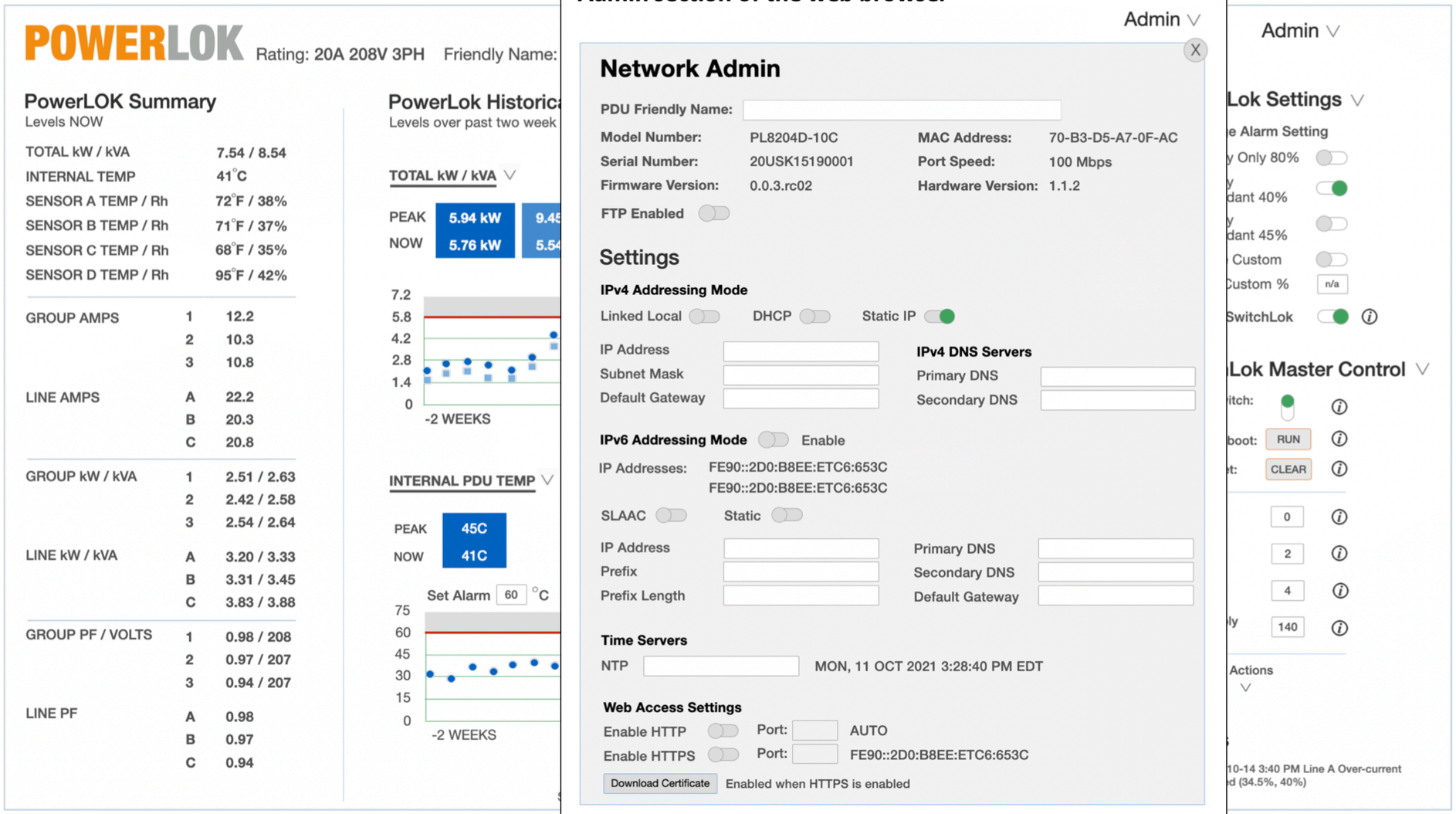
Real time plus historical graphing



POWERLOK Software

For Power & Environmental Monitoring and Switching

Real time plus historical graphing



Admin section of the web browser

POWERLOK Software
For Power & Environmental Monitoring and Switching

Real time plus historical logs