

Emerson SmartCabinet™ for Dell VRTX - FAQs

For internal use only.

1. TAA Compliant Rack Availability

Emerson will have a TAA SKU available in May for the VRTX Bundle. It will be approximately 10% more expensive and will have a lead time due to the TAA compliant UPS required. Please contact James Cagle or Chris Ruffing if you have an immediate need for a TAA bundle.

2. Is the SKU in DellStar?

The VRTX Bundle is in DellStar. When quoting PowerEdge VRTX in Dellstar click "Power Infrastructure".

3. Is this available outside of the US?

Today this is only available in the US, however, if you have an opportunity outside of the US please get with James Cagle or Chris Ruffing and we will determine if we can support the customer.

4. What flexibility do we have with the keys? Can you have a key for all cabinets at the same time? Can you have unique keys if the customer wants them? Can you do a combo lock instead of a key?

Emerson has the flexibility to key the cabinets differently. A single "Master key" will support up to 30 different cabinet keys. From there, an additional master would be required to support the next 30 cabinets for an additional charge. The customer can order a combo lock instead of a key, but please note there will be a charge.

5. Can a customer add an Extra Battery Module (EBM)?

Yes, the customer can add as many as Quantity 2 of Dell # A8173319 "2U EBM" in the VRTX Rack. Please note, it will ship loose but the customer can mount it easily into the VRTX Rack. If a larger opportunity exists that requires an EBM to be installed at the factory, please get in touch with James Cagle or Chris Ruffing. This would provide customers more run time if the standard 5 to 20 minutes is not sufficient. One (1) EBM is estimated to provide 25 to 80 minutes. Two (2) EBMs are estimated to provide 50 to 130 minutes.

6. How much does the VRTX Bundle cost?

\$4800 is the current Dell cost. You will need to price this to your customer based on their specific pricing model and your segment DAM.

7. Do the power cables to connect the VRTX to the UPS ship with the VRTX Bundle?

Yes, there will be NEMA 5-15P cables that are the proper length as part of the VRTX Bundle BOM.

8. What should I remember when I order VRTX?

Yes, make sure you select the "Rack" version of the VRTX. Additionally, Dell is recommending that the customer's consider the static rail option if they do not want to pull out the VRTX for maintenance once mounted in the VRTX cabinet.

9. If a customer has an existing VRTX Tower could they utilize the VRTX Cabinet?

Yes, you will need to sell the customer a VRTX Tower to Rack Conversion Kit – Dell SKU # 332-0872. This is approximately \$100. And this will ship separately and need to be mounted to the VRTX prior to loading it into the VRTX Cabinet.

10. If a customer is deploying the FX Solution, can the Emerson team help with sizing the Rack Infrastructure?

Yes, our sales engineer is available to work with Dell Sales and end users to properly size a solution based on the a specific FX deployment. Please contact James Cagle or Chris Ruffing.

11. What type of Services come with the VRTX Bundle, can the customer upgrade?

VRTX Cabinet comes standard with a 3-year Advanced Exchange warranty on the components. The customer can purchase an upgraded warranty to 4 or 5 years on the UPS or ACS.

12. Can a customer add a PDU to the Cabinet?

Yes, there is one outlet available on the UPS so a customer could add one additional device or a PDU. When adding extra equipment, the customer should be conscious to not overload the UPS. An example of a managed PDU that could connect is # A7527354 – L5-30P input with 9 x 5-20P in a 1U form factor.

13. Can the customer add a Network switch or router to the VRTX cabinet?

Yes. The SmartCabinet for Dell VRTX was designed with enough power and enough console server ports to accommodate additional network equipment. There is an additional 400W of power (or more if VRTX is not fully populated), 2 serial ports and 5U spaces that can be used for network equipment.

14. Why does the SmartCabinet for Dell VRTX have an ACS Console Server?

The ACS advanced console server has two main purposes. The first is to give administrators access to VRTX's CMC when the CMC is not accessible via the network – this can happen if the CMC has yet to be configured for network access, if it has been misconfigured, or if there has been a failure. The second purpose is to provide remote access to any network equipment that may be installed on the SmartCabinet for Dell VRTX along with the VRTX chassis.

