

Uninterruptible Power Supplies (UPS) Intelligence Service

Part of the Cloud & Data Center Service Area Package

Comprehensive insight and analysis of the UPS hardware and services markets

“ In 2020, essential retailers, primarily related to grocery and hardware, are accelerating UPS and compute deployments to support digital services, such as curbside pickup or delivery. ”

Lucas Beran

Principal Analyst

Uninterruptible Power Supplies (UPS) Intelligence Service

Part of the Cloud & Data Center Service Area Package

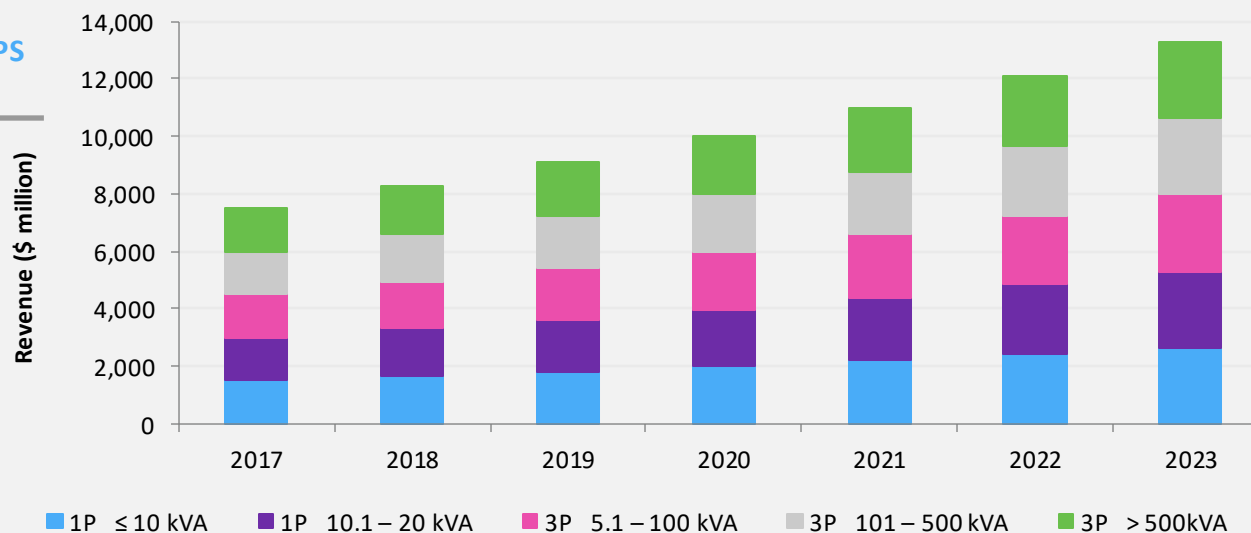
KEY QUESTIONS ADDRESSED

- What is the market size and forecasted growth of UPS hardware and service revenues?
- What percent of UPS hardware applications are data center, light industrial, and heavy industrial?
- What are the relevant trends for cloud service providers, colocation, telco, and enterprise?















HOW OMDIA HELPS YOU

- Track highly reported UPS revenues for hardware sales, segmented by power rating and geographic region
- Understand impact on UPS hardware with growth of cloud, colocation, and edge computing
- Get perspective on use cases and adoption of software defined power, including use of AI and ML for power optimization
- Understand adoption of light and heavy industrial UPS as users seek higher operating margins
- Understand composition of UPS installed base and drivers for maintenance market
- Gain insight into supplier landscape with market share presented by power rating and region

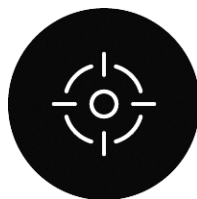
The global UPS market



Cloud & Data Center: Our Expert Analysts

<p>Vlad Galabov</p> <p>Research Director Cloud & Data Center</p> 	<p>Roy Illsley</p> <p>Chief Analyst IT Strategies & Technologies</p> 	<p>Moises Levy</p> <p>Principal Analyst DC Power and Cooling</p> 	<p>Dominika Koncewicz</p> <p>Senior Analyst Cloud and Data Center IT</p> 
<p>Liz Cruz</p> <p>Senior Product Manager Cloud & Data Center</p> 	<p>Manoj Sukumaran</p> <p>Principal Analyst DC Compute & Networking</p> 	<p>Greg Cline</p> <p>Principal Analyst SD-WAN and DC Disruption</p> 	<p>Penang Research Team</p> <p>Cross-topic Research</p> 
<p>Alan Howard</p> <p>Principal Analyst Cloud & Colocation</p> 	<p>Vijendra Krishnamurthy</p> <p>Senior Analyst Data Center Rack Systems</p> 	<p>Primary Research Team</p> <p>Dedicated End-user Survey Expertise</p> 	
<p>Dennis Hahn</p> <p>Principal Analyst Data Center Storage</p> 	<p>Nicole Tuggle</p> <p>Senior Analyst DC Physical Infrastructure</p> 	<p>Data Modelling Team</p> <p>Forecast and report improvement and automation</p> 	

Uninterruptible Power Supplies (UPS): Deliverables



MARKET TRACKERS

—Biannual—

- UPS Hardware



REPORT

—Annual—

- UPS Service and Support
 - Industrial UPS
- Energy Storage (scoping in progress)



ANALYST INSIGHTS

—Ongoing—

Analyst commentary on market shifts, technology and regional developments, vendors, events, and more.



PRESENTATIONS

—Quarterly—

Quarterly scheduled briefings with analysts on research highlights from all aspects of the market.



ANALYST ACCESS

—Ongoing—

For prompt responses to urgent and unique questions.

Uninterruptible Power Supplies (UPS): Market Tracker

UPS Hardware

Detailed market data and forecasts by power rating, distribution channel, vertical market, and application; includes vendor shares

DETAILS

Frequency: Biannual

Measures

- Revenue (in \$, €, £, and ¥)
- Unit shipments
- Average unit prices

Regions

- North America
- Latin America
- Western Europe
- Rest of EMEA
- Asia Pacific
- 29 minor regions

COVERAGE

Power rating segmentation

Single-phase: ≤1 kVA, 1.1-5 kVA, 5.1-10 kVA, 10.1-10 kVA

Three-phase: 5.1-10 kVA, 10.1-20 kVA, 20.1-100 kVA, 100.1-250 kVA, 251-500 kVA, 501-800 kVA, 801-1500 kVA, >1500 kVA

Vertical markets

Cloud/IT services, colocation, content delivery/networks, content providers/media, education, energy/utilities, financial/insurance, government, healthcare, manufacturing/industrial, retail, transportation, other

Sales channels

Datacom/electrical distributor, design engineer/contractor, direct to end-user, IT distribution, system integrator, retail/other

Applications

Digital home/office, server room/network closet, small data center (<1 MW), medium data center (1-5 MW), large data center (>5 MW), prefabricated modular data center

Uninterruptible Power Supplies (UPS): Reports

UPS Service and Support

Covers UPS service and support by service type, power rating, and end-user industry; includes vendor shares

DETAILS

Frequency: Biennial

Measures

- Revenue (in \$)
- Average unit prices
- Installed base analysis

Regions

- Americas
- EMEA
- Asia Pacific
- 27 minor regions

COVERAGE

- **Single phase service types:** Installation, warranty extensions, service contracts, batter replacement, other
- **Three-phase service types:** Installation, project management, commissioning, acceptance testing, training, energy assessments, service contracts, time and materials, preventative maintenance, battery replacement, equipment leasing, remote monitoring, other
- **Power rating segmentation:**
 - **Single-phase:** ≤5 kVA, 5.1-20 kVA
 - **Three-phase:** 5.1-100 kVA, 100.1-500 kVA, 501-800 kVA, >801-1500 kVA
- **End-user industry:** Cloud/IT services, colocation, content delivery/networks, content providers/media, education, energy/utilities, financial/insurance, government, healthcare, manufacturing/industrial, retail, transportation, other

Industrial UPS

Covers industrial UPS by application, power rating, and topology; includes vendor shares

DETAILS

Frequency: Biennial

Measures

- Revenue (in \$)

Regions

- North America
- Latin America
- Western Europe
- Rest of EMEA
- Asia Pacific
- 27 minor regions

COVERAGE

- **Application:** Chemical and processing, military, mining, nuclear, oil, gas and petrochemical, power generation, utilities, manufacturing and resources, marine, medical, security, transportation (air, rail, other), other
- **Power rating segmentation:** ≤1 kVA, 1.1-5 kVA, 5.1-10 kVA, 10.1-20 kVA, 20.1-100 kVA, 100.1-250 kVA, 251-500 kVA, > 500 kVA
- **Topology:** Single-phase, three-phase in/single-phase out, three-phase with transformer, three-phase transformerless

Uninterruptible Power Supplies (UPS): Reports (cont.)

Topical

Perspectives on wider data center industry markets and trends that influence UPS hardware and services

DETAILS

Topics include:

- 2021 Trends to watch: Data center energy efficiency and sustainability
- Data center infrastructure management (DCIM) market landscape
- Modular UPS
- Data center physical infrastructure strategies and leadership survey

Related Content: Cloud & Data Center Service Area Coverage



Service Area Package: **Cloud & Data Center**

Cloud & Colocation
Intelligence Service

IT Ecosystem & Operations
Intelligence Service

Data Center Compute
Intelligence Service

Data Center Rack Systems
Intelligence Service

Data Center Networks & Automation
Intelligence Service

Uninterruptible Power Supply
Intelligence Service

Data Center Storage
Intelligence Service

Data Center Thermal Mgmt
Intelligence Service

About Omdia’s Cloud & Data Center Research

Omdia provides deep analysis of worldwide compute technologies – from cloud to the edge. Detailed and data-rich intelligence services cover all aspects of data center IT and physical infrastructure, cloud & colocation services, and the strategies required to manage the entire IT ecosystem.

Omdia’s expert team of cloud and data center analysts provide strategic guidance, steeped in a robust foundation of data, to both vendors and technology decision makers. Omdia has consistently been 1st to market capturing market disruptions and technology transitions, helping IT decision makers and their vendors succeed in navigating these transitions. For technology decision makers, Omdia also provides guidance on vendor selection and best practices for management of IT operations.

The Cloud & Data Center team provides market analysis in the form of quarterly datasets with size, share and forecasts, end-user surveys, vendor assessments and personalized consulting.



Our “Ask an Analyst” Service Provides Best in Class Customer Support

Whether you need guidance to navigate the service, information regarding our methodologies or you want to better understand a data trend, Omdia’s support team is here to help.

Draw on our expertise

- Make the right decisions
- Sanity-check your own findings
- Get the most out of your subscription
- Understand more about our methodologies

Our Ask an Analyst service gives you direct contact via telephone, email or face-to-face session with our expert analyst team:



Tom Coate
Customer Success
Manager



Kâren Dyer
Customer Success
Manager



CONNECT WITH US

 @OmdiaHQ | [omnia.com](https://www.omnia.com)

Customer Success

E: customersuccess@omnia.com

SALES

US: +1 (212) 652 5335

APAC: +61 (0)396 016 700

EMEA: +44 (0)7771 980 316

ABOUT OMDIA

Omdia is a global technology research powerhouse, established following the merger of the research division of Informa Tech (Ovum, Heavy Reading, and Tractica) and the acquired Omdia technology research portfolio*. We combine the expertise of more than 400 analysts across the entire technology spectrum, covering 150 markets. We publish over 3,000 research reports annually, reaching more than 14,000 subscribers, and cover thousands of technology, media, and telecommunications companies.

Our exhaustive intelligence and deep technology expertise enable us to uncover actionable insights that help our customers connect the dots in today's constantly evolving technology environment and empower them to improve their businesses—today and tomorrow.

* The majority of Omdia technology research products and solutions were acquired by Informa in August 2019 and are now part of Omdia.