



Case study

# POWERING POINT OF SALE

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CyberPower Automatic Voltage  
Regulation UPS Systems

# A POWER SOLUTION TO KEEP REGISTERS RINGING

## CYBERPOWER AVRG750U AVR UPS SYSTEM



CyberPower's portfolio of power protection solutions include Uninterruptible Power Supply (UPS) Systems across a wide range of volt-ampere capacities and features designed to meet the growing demands of point-of-sale (POS) applications. From project scoping to professional commissioning and service, CyberPower can deliver a complete power protection solution.

### Solution Summary

**Location:** A large national restaurant chain with thousands of locations across the United States

**Opportunity:** To provide a single power protection solution for thousands of POS locations

**CyberPower Solution:** AVRG750U Automatic Voltage Regulation (AVR) UPS System, which safeguards connected devices from power events and provides a bridge of power during outages

**Results:** The customer benefited from standard equipment across all its locations, reduced IT expenses, industry leading warranty coverage, and simplified logistics.

## CyberPower®

### About CyberPower

Founded in 1997, CyberPower designs, manufactures, and delivers award-winning power protection solutions, including uninterruptible power supply (UPS) systems, power distribution units (PDUs), surge protectors, mobile charging devices, connectivity, and power management software to customers worldwide.

# NO TIME FOR DOWNTIME

## ONE CHECKOUT PER MINUTE DURING PEAK HOURS



Customer: A national fast food restaurant chain

### SITUATION: HIGH-VOLUME REGISTERS REQUIRE UNINTERRUPTED POWER

A national quick-service restaurant chain with over 12,000 locations needed power backup for each of their point-of-sale (POS) registers. Each location served an average of more than 700 customers per day with peak traffic during the morning hours. A power event during these peak times could result in thousands of dollars in revenue lost. With 100+ transactions per hour during peak times, registers can't be down at any time. Even a short downtime would mean lost revenues and customer confidence.

### TASK: A BULK ORDER FOR AFFORDABLE POWER PROTECTION

Every few years, the company had replaced all its UPS systems to keep them up to date and covered by warranties. But prior to this opportunity, the restaurant chain lacked a standard power protection plan across their 12,000+ locations. Hence, the chain was seeking a standard power protection solution that could cover all their power needs across all locations to maximize efficiencies.

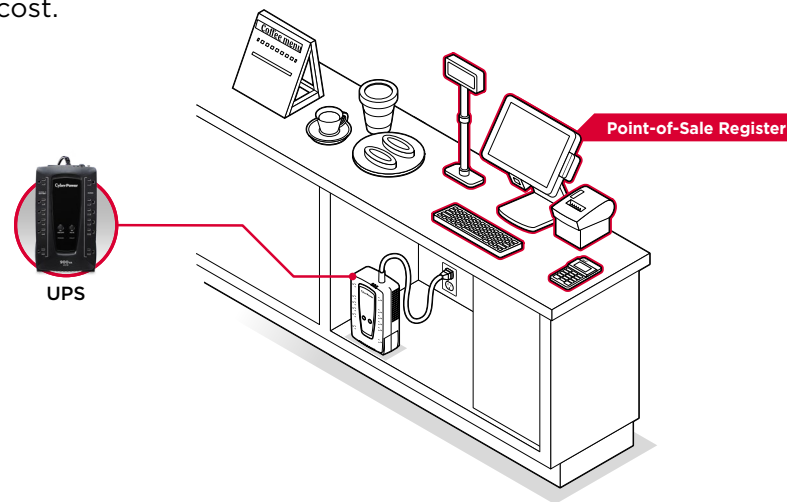
The UPS system had to allow employees to complete a sale smoothly in the event of power loss during a transaction. Each POS system generally includes a receipt printer and a scanner for bar codes and promotions, plus a UPS system to ensure that any transaction can be completed even if power fails. Runtime requirements were modest; each unit only needed to provide 175 watts of power for 30 seconds. Still, any loss of power can disrupt the flow of business and food to hungry customers.

The customer expected to place an order for 16,000 UPS systems at once to deliver to its 12,000+ locations across the United States.

# A UPS WITH THE RIGHT ROI FOR POS

## ACTION: DELIVER POWER PROTECTION AT THE RIGHT PRICE

CyberPower offered several products that met the customer's power specifications, so the customer had multiple options for features and price levels. The sales team worked closely with the customer and determined that the CyberPower AVR750U line-interactive UPS system with AVR would meet all requirements for space, capacity, and cost.



## WHAT IS AUTOMATIC VOLTAGE REGULATION?

Automatic Voltage Regulation (AVR) in line-interactive UPS systems stabilizes the incoming AC signal to maintain output power at a nominal 120 volts by controlling high and low voltages without resorting to battery power. This significantly increases battery life and lessens the likelihood of data loss, memory freezes, and system crashes.

Coordinating the work of manufacturing and warehouse facilities, CyberPower sales and operations arranged for 16,000 units to be delivered to a reseller. In turn, the reseller bundled the UPS systems with other POS components and shipped them to customer's 12,000 individual locations.

## RESULT: A FULL SERVING OF POWER PROTECTION FOR ALL LOCATIONS

The customer received and installed all 16,000 UPS systems. The restaurant chain benefited from standardized equipment across all its locations, reduced UPS unit costs, industry leading warranty coverage, and streamlined logistics thanks to the collaboration between CyberPower and the reseller. Because the restaurant chain's plan is to replace their UPS systems every few years, this presented an opportunity for an ongoing partnership between the restaurant chain, reseller, and CyberPower.

# SINGULAR SOLUTION FOR 16,000 RESTAURANT REGISTERS

PRACTICAL POWER PROTECTION:  
THE CYBERPOWER AVRG750U UPS SYSTEM



From basic to advanced power protection, CyberPower is your ultimate ally in power. To learn more, contact a CyberPower sales associate and or visit [www.cyberpowersystems.com/products/ups/avr/](http://www.cyberpowersystems.com/products/ups/avr/)

## CYBER SNAP SHOT

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|--------------------------|---|
| <b>Who?</b>              | A national restaurant chain with 12,000 individual locations.   |
| <b>What was learned?</b> | CyberPower was able to install 16,000 backup power systems in 12,000 locations.                             |
| <b>Why it matters?</b>   | Backup power is critical to complete restaurant order checkouts if a cash register temporarily loses power. |



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