



Case study

POWERING CASINO GAMING

Automatic Voltage Regulation (AVR)
UPS systems



UNINTERRUPTED REVENUES



CyberPower AVR750U UPS System

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.

CyberPower's portfolio of power protection solutions include Automatic-Voltage-Regulation (AVR) UPS systems, which are designed to meet the growing demands for small business, retail, and gaming applications. From project scoping to professional commissioning and service, CyberPower can deliver a complete power protection solution.

Solution Summary

Location: Casino gaming company with multiple properties in eight states.

Opportunity: To provide power protection solutions for all the company's slot machines at three casinos.

CyberPower Solution: AVR750U Automatic Voltage Regulation UPS Systems

Results: CyberPower delivered 4,200 AVR750U UPS systems with pre-activated extended warranties to all casino locations.

SAFEGUARDING SLOTS

RELIABLE POWER PROTECTION FOR A MULTI-STATE CASINO GAMING COMPANY



SITUATION: CASINOS CAN'T GAMBLE ON POWER

A large entertainment company operating multiple casino properties across eight states. Slot machines can account for 65% to 80% of a casino's gaming revenue. So, as a key revenue source for their business, ensuring the continuous operations of its slot machines is a top priority, especially during peak traffic times. If a casino's gaming operations go down due to a power event, all bets are off - literally.

TASK: PROVIDE A POWER PROTECTION SOLUTION FOR A SAFE PLAY

The casino company was seeking a reliable, comprehensive power protection solution for over 4,000 slot machines in three of its casino properties across three different states. The casino company requested battery backup units for each slot machine with a list of required features and specifications. These features included minimum runtimes, space limitations, and temperature thresholds to ensure uninterrupted power. The customer also requested a guaranteed five-year minimum product life cycle.

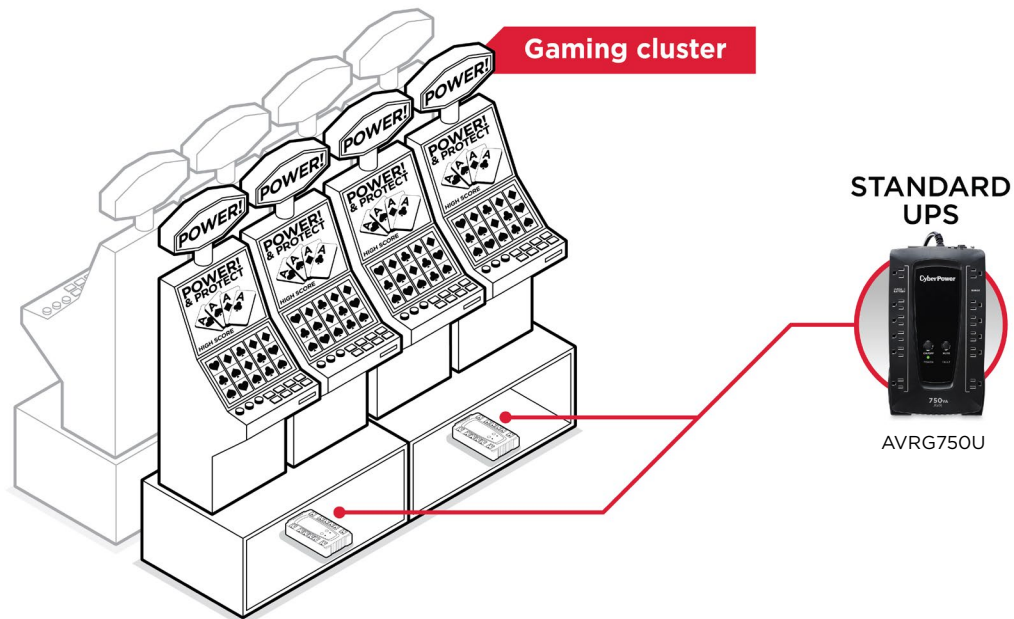
CyberPower sales and technical specialists were tasked to provide a comprehensive proposal including product recommendations, competitive comparisons, pricing, and sample units shipped directly to each casino location for testing.

ACTION: AN ACE IN THE HOLE

The CyberPower sales team collaborated with the product experts to identify the CyberPower AVR750U line-interactive UPS system as the ideal power protection solution.

CyberPower representatives created a mock-up to simulate a casino environment for the recommended unit. They also worked with building management to coordinate multiple equipment deliveries for each location, timed to match the installation schedule.

To meet the warranty requirement, CyberPower extended the standard warranty from three years to five years. CyberPower then sweetened the pot by pre-registering each unit by serial number before it was shipped, so the warranties activated upon delivery with no further action required by the customer.



RESULT: A WINNING SOLUTION

CyberPower successfully delivered power protection to the company's slot machines in three states by providing reliable battery backup systems that met or exceeded the customer's specifications.

The casino company was pleased with the product, price, and protection. Most of all, the customer said, CyberPower made the entire process easy with a proven power protection solution and effective communication throughout the delivery and installation process. Additional installations of CyberPower UPS systems are being planned to upgrade their power protection in more locations.

POWERING PARTNER SUCCESS



CyberPower AVR750U 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 <https://www.cyberpowersystems.com/products/ups/avr>.

CYBER SNAP SHOT

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| Who? | Casino gaming company with multiple properties in eight states. |
| What was learned? | Don't roll the dice on power protection. CyberPower can provide the right power protection solution for even the most demanding environments. |
| Why it matters? | For casinos, much of their revenue is riding on slot machines. Ensure the slots stay powered and protected with a power protection plan featuring UPS systems from CyberPower. |

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