

ROSEWATER



ENERGY GROUP

# ROSEWATER ENERGY STORAGE HUB SB-20 COMPETITIVE ANALYSIS

The competitive analysis, which is located on the opposite side, highlights the design prowess, engineering expertise and manufacturing capability that sets the Rosewater HUB SB-20 apart from the competition. Now, let's break down the details:

- **Lowest total harmonic distortion** - all the critical electronics connected through the HUB work better, are more reliable and will last longer. Bad power is like rust to electronics.
  - **Commercial and military grade lightning protection** - Rosewater utilizes the same type of lightning protection used to protect mission critical devices.
  - **Highest efficiency** - very little loss of power through the device. The higher the build quality, the higher the efficiency.
  - **Longest battery run time** - equipment will run longer on batteries if there is a power failure. Our run times are calculated in terms of hours, not the minutes of the competition.
  - **20 kilowatts of output** - the ability to protect and deliver perfect power to a 200-amp electrical panel. This is typically enough to cover all audio/video, lighting, security, internet infrastructure and control in a modern home.
  - **Industry leading three-year warranty** - hassle free ownership and peace of mind with expert-level and industry-leading support.
  - **Included pre-sale engineering and contractor interface** - a hassle-free experience from the initial design and planning phase to the final delivery and installation (and beyond).
  - **Full control and monitoring** - a level of reliability far beyond any competitive product. RoseWater engineers and the local integrator are always in touch with the HUB, allowing them to monitor the device at all times.
  - **Sustainable product** - the ability to integrate solar and use the internal automation to reduce carbon footprint. The SB-20 also incorporates fully recyclable battery technology.
- Put simply, the Rosewater HUB SB-20 is the best built and most complete energy management device for the home available today.



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	RoseWater Energy HUB SB-20	SurgeX UPS-32020-80	APC Symmetra LX	Niveo NUPS22-10000U	Tesla Powerwall 2	SurgeX UPS-3000-0L	APC 520BLK
Price	\$69,000	\$48,000	\$18,200	\$9,600	\$8,500	\$2,500	\$2,000
Output Capacity (kVA)	20	20	12	10	5	3	1.5
Battery Capacity (kWH)	28.8	2.1	9.6	2.16	13.2	0.162	0.141
Warranty	3 years bumper to bumper	2 years	2 years repair or replace	2 years	10 years limited	2 years	2 years repair or replace
Efficiency	94%	not published	92%	88%	89%	>84	84%
Total Harmonic Distortion of output (unbalanced loads)	<2%	not published	<7%	<4%	not published	<9%	<5%
Coverable panel size (amps)	200	200	100	100	50	n/a	n/a
Number of units to get to 20kVA of output	1	1	2	2	4	7	14
Number of units to get to 28.8kWH of battery	1	14	3	138	3	178	204
Pre-sale job analysis	Yes	No	No	No	No	No	No
Sale support	Yes	No	No	No	No	No	No
Interface with local electrical contractor	Yes	No	No	No	No	No	No
Always live double conversion device	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Uses residential 240V single phase power	Yes	No	No	Yes	Yes	Yes	Yes
Lightning Protection	Yes	No	No	No	No	No	No
Military/Telecom grade multi-strike surge and lightning protection	Yes	No	No	No	No	No	No
Panel level device	Yes	Yes	Yes	Yes	Yes	No	No
Will protect automated lighting	Yes	Yes	Yes	Yes	No	No	No
Full automated monitoring with email reporting	Yes	No	No	No	No	No	No
Solar panel interface	Yes	No	No	No	Yes	No	No
Recyclable batteries	Yes	Yes	Yes	No	No	Yes	Yes
Peak shaving, etc. capability	Yes	No	No	No	Yes	No	No

Specifications are based on research done in 2017 and are subject to change with each manufacturer