

Choosing a vibration monitoring system.

1

I prefer a system designed in **2011** when...

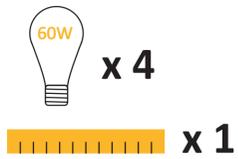
- phones look like this and do **MILLIONS** of things



- the World Wide Web has **346 MILLION** sites

346
MILLION

- A 1 **teraFLOPS** computer consumes **250W** of electricity, occupies **ONE** square foot, and costs **\$499** (a Sony PlayStation 3)



1

I prefer a system designed in **1993** when...

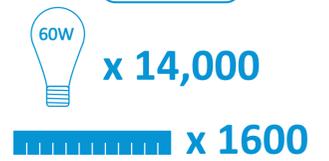
- phones looked like this and did **ONE** thing



- the World Wide Web had **130** sites

130

- A 1 **teraFLOPS** computer consumed **850kW** of electricity, occupied **1600** square feet, and cost **\$46 MILLION** (the ASCI RED Supercomputer)



2

I prefer a system with only **four** flexible, programmable module **types** because I'd like my spare parts to be as **simple** and **economical** as possible.



2

I prefer a system with more than **eighty** module **types** because I'd like my spare parts to be as **complex** and **expensive** as possible.



3

I prefer a system where every channel type is the **same price**, allowing me to easily understand and scale my **purchase**.



3

I prefer a system where every channel type has a **different price**, with a variation of **5X** or more, making it hard to understand and scale my **purchase**.



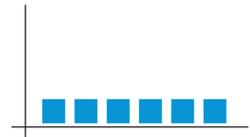
4

I prefer a system that introduces **new channel types** and **capabilities** regularly, via firmware, at **no extra charge**.



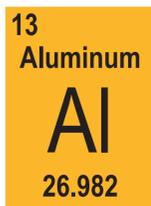
4

I prefer a system that reflects **MMP** (minimum marketable product) ensuring I get **only** the functionality I need today - **nothing more**.



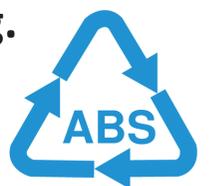
5

I prefer a system **chassis** made entirely of **metal** acting like a **Faraday Cage** to prevent ingress or egress of **EM** radiation.



5

I prefer a system **chassis** made mostly of **plastic** and transparent to **EM** radiation unless I mount it in an **expensive** weatherproof **housing**.



6

I prefer condition monitoring **software** that is easy to use and based on the OSisoft **PI System** because I'm probably **already using** it **elsewhere** in my plant.



6

I prefer condition monitoring **software** that is stand-alone and **proprietary**, with annual support fees of **\$50k** per server and so **complex** that I may not be able to **use** it myself.



7

I prefer condition monitoring **software** that is incredibly **secure**, meeting stringent **NERC/FERC** criteria, trusted at more than **12,000** sites globally, and handling in **excess** of **1 billion** data streams.



7

I prefer condition monitoring **software** that is usually **not secure** enough to allow remote access, forcing me to **move people** instead of data, and incurring **more costs** when my **IT department** tries to accommodate it.



You prefer SETPOINT.

You prefer the competition.

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