

Lower Your Total Cost of Ownership with an Industrial PC



- 1** Solid-State Drive CF Option for Higher Reliability than Traditional Hard Drives (*High-Performance*)
- 2** UL Class 1 Div 2 (*Hazardous Location Certified*)
- 3** Integrated Factory Alert System (*Early Warning Diagnostics*)
- 4** Hot-Swappable Hard Drives (*Easy Maintenance*)
- 5** 7+ Year Product Availability (*Reliability & Data Protection*)

Compare PC Hardware Investments

Operation Cost Impact	Pro-face		Supplier A Products	
	Cost	Comment	Cost	Comment
Panel Cutout Compatibility	- 0 -	20+ years 7 generations of cut-out compatibility. Best in the industry	\$5000	New cutouts on each generation, requires panel redesign
Product Availability	- 0 -	7+ year product availability. Easy, low-cost maintenance	\$2500	1-3 years for PCs, requires on-going new product qualifications
Repair/Serviceability	\$1,200	Repair services throughout the world, repairs in 5 days or less.	\$3200	Slow non-local service. Requires purchasing spare
Support	- 0 -	Local app engineer plus global support in 50 countries	\$2,000	Contractual, or limited to phone, e-mail support
Total Operations Impact*	\$1,200	Industry's lowest cost of ownership	\$12,700	Lower product price, high maintenance costs

*Total Operations Impact Over 7 Years

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