



Here is the comparison (refreshed) for you to convince a customer who wants to replace a switch....with transmitter.

31 reasons why a Smart switch makes more sense !		
Description	ONE - smart switch (UE)	Smart Transmitter
<b>ONE SERIES - SMART SWITCH - advantages over a transmitter</b>		
Local Display	Large LCD display	Relatively small
Diagnostics	Clear message on display	Error codes only
Plugged port indication	Yes	No
Minimum and Maximum process values	Stored	Not stored
NO/NC contacts from the field	Yes	N.A
Response time	60 msec (Full switching)	100 msec / 145 msec
DCS / PLC scan time	-	Additional
Set point adjustable in field	Yes (On front key pad)	No (Thro' host only)
Dead band adjustable in field	Yes (On front key pad)	No (Thro' host only)
<b>Modifications in the system</b>	<b>Nil</b>	<b>Replacing Digital input cards with costlier analog input cards</b>
		<b>Replacement of digital cables with analog cables</b>
		<b>Probable re-routing of the cable.</b>
maximum input channels per card	32 channel DI-card	<b>16 channel AI card</b>
Man hours	Few minutes	<b>Series of modification involves more man hours</b>
Continuous health status on local display	Yes	No
Programming	Front key pad	Hand held communicator
Auto / Manual reset	User selectable	Manual reset not possible.
Multiple switching	Yes	Thro' host
Instrument Price comparison (Approx.)	X	1.5X
Cost of input card in the PLC / DCS	-	1.5X
cost of modifications as per sr. no. 22	-	> 2X
<b>Cost of ownership</b>	<b>X</b>	<b>&gt; 5X</b>
Instrument Warranty	3 years	12 / 18 months