Oct 2019
Fahad Cheema

DARE TO COMPARE

ControlEdge RTU

Honeywell

Dare to Compare Summary:

Key Competitors

Emerson

Schneider Electric

Yokogawa

VS

ControlEdge RTU

Key Highlights

- Lowest power consumption
- Hart enabled onboard I/O
- Onboard Wireless I/O
- Native redundancy
- ISASecure Level 2 Certified

Edge Device to Improved Management of Distributed Assets

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Dare to Compare

Key Customer Benefits

Lowest Power Consumption - Value: $$ savings due to smaller solar power systems	Double the power use
HART enabled onboard I/O – Better maintenance decisions & faster commissioning without the extra $$	Need to buy more hardware – Expensive, power consuming HART modules
Efficient Wiring & Configuration – Faster, less error prone installation. Less downtime on maintenance.	Error prone, 'on RTU' wiring
Extended Operating Temperature to 75°C – Middle East requirement but higher reliability for everyone	At best 70°C, lower with some I/O types
Gas & Liquids Flow Compensation on one RTU, complying to API 21	Only gas flow compensation – Different RTU required for Liquids. Some not to API 21
Onboard wireless I/O – remote bulk firmware upgrade	Wireless card cannot be remotely upgraded
Ready to go - native redundancy	Need to buy more hardware – to synchronize data between CPUs, complex redundancy solution
First in the market to have ISASecure Level 2 Certification for redundant and non-redundant controllers	Not Certified to Level 2

What others offer

Key Differentiators: Value to the Customer

- 75°C has become the required specification in some locations such as the Middle East

Extended Operating Temperature

- Better Maintenance Decisions
  - Use HART diagnostics in RTU
  - Use FDM for device specific faults
  - More productive (& less) site trips
- Fast & Accurate Commissioning
  - Pre-built instrument templates from FDM

HART enabled onboard I/O

- Reduce cabinet installation labor
- Less opportunity for wiring errors
- Faster on site replacement during maintenance: less production downtime

Efficient Wiring & Configuration

- Smaller batteries, smaller solar panels, smaller infrastructure: Big $$$ savings
- Less power = less heat = Less component stress: higher reliability

Lowest Power Consumption 1.7 W

- Less hardware components, Single configuration tool for controller and wireless devices.
- Remote management of wireless devices

Onboard Wireless I/O

- Only need 1 RTU for both liquids and gas.
  - Less spares
  - One programming environment

Gas and Liquid flow calculation

Takes away the complexity. No additional infrastructure is required to synchronize the data between CPMs and to connect with I/O modules.

Native Redundancy

- Honeywell redundant and non-redundant controllers are ISASecure Level-2 Certified
- Built in security with no extra modules for firewall required

ISASecure Level 2 Certification-Cyber Security

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Key Differentiators Against Various Competitors

	Differentiator	Honeywell ControlEdge RTU	Schneider Electric SCADApack 334	Emerson ControlWave Micro	Yokogawa FCN-RTU
	Extended Operating Temperature	-40°C to 75°C	-40°C to 70°C	-40°C to 70°C	-40°C to 70°C
	HART enabled onboard I/O	Available with FDM integration	External HART MUX	HART IO Module	HART IO Module
	Efficient Wiring & Configuration	Removable terminal blocks with labels for positive identification	On RTU terminals	Removable terminals but hard to wire small terminals	Removable terminals but hard to wire small terminals
	Lowest Power Consumption With HART: No HART:	 1.7 W 1.7W	 4.4 W 3.6W	 3.1 W 1.6W	 4.9 W 2.9W
	Onboard Wireless I/O	Need only FDAP	Not Applicable	Need IEC card + Field Access Point	Not Applicable
	Gas & Liquid Flow Compensation	Gas & Liquid	Gas only	Gas only. Different RTU for Liquids	Gas only
	Native redundancy	Native redundancy	Engineered redundancy	Engineered redundancy	Native redundancy
	ISASecure Level 2 Certification	Certified (redundant & non-redundant controllers)	Not Applicable	Not Applicable	Not Applicable

Where to find more information?

Internal : Bulletin Board
External: Honeywell website
Internal: Reference guide for estimation team
Use TPC/Siebel/CPQ tool for quote

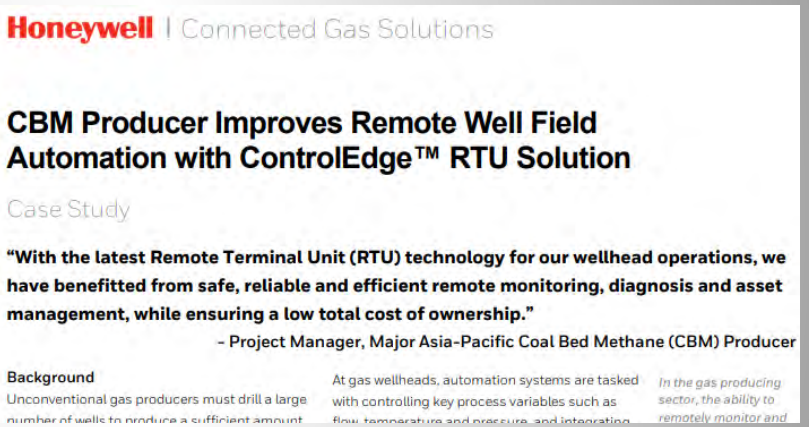
iAM.hps playlist : *HPS Businesses>PAS>Experion>Experion PKS>RTU2020*

Please contact Solution Consultant for Demo Kit

Customer Presentation

PIN

Video



Case Studies

BACKUP SLIDES

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Emerson

Control Wave

- Multiple Acquisition
- Overlapping Product
- Complex Portfolio
- 10 years old

ROC

Floboss

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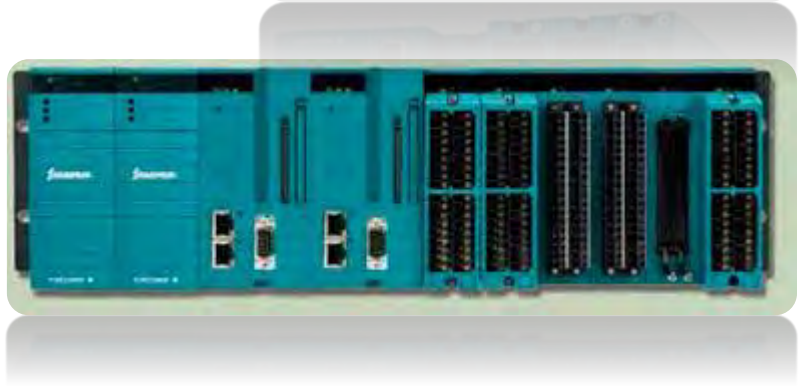
Yokogawa

FCJ

FCN-RTU

FCN



- DCS like functionalities
- Complex configuration
- Premium Price
- 10 years old

Schneider Electric

SCADAPACK

- Acquisition
- Not scalable
- Old platform
- 10 years old

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and more sustainable world

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