Comparisons: SPI vs. Other Options

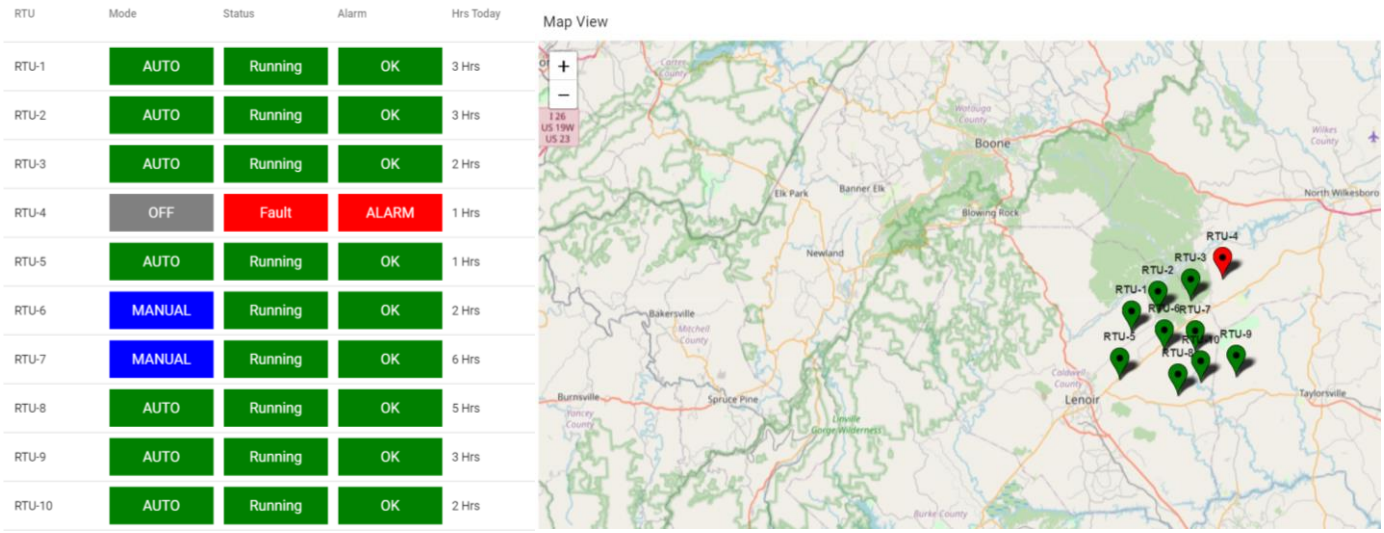
The team at SPI wants educated customers. The purpose of this post is to educate you on the best option for your remote connectivity solution. That may or may not be SPI. If it is SPI, we will be more than pleased to work with you.

SPI's EdgeConnect is a game-changer in the world of IIOT devices, as it is a complete solution that is pre-programmed for the user. This means that the device is **ready to use right out of the box and does not require any additional programming or configuration**. This feature is a significant benefit for customers who may not have the technical expertise or resources to program and configure the system on their own. This is a stark contrast to our **competitors, who require the user to program and configure the system themselves**. This can be a daunting task for those without the necessary technical knowledge, and can lead to frustration and wasted time. With EdgeConnect, customers can easily set up and start using their IIOT device without any hassle.

SPI's EdgeConnect is not only a complete solution that is pre-programmed for the user, but it also comes with a cloud dashboard that makes it easy for customers to monitor and manage their IIOT devices. Based directly on customer feedback, SPI's dashboard is the easiest and most intuitive to use, which is in stark contrast to competitors dashboards. Specifically, these other alternatives require the user to click on multiple separate page views, to connect manually to various devices, instead of **SPI's dashboard which shows all required data in one, easy to use UI** (user interface).

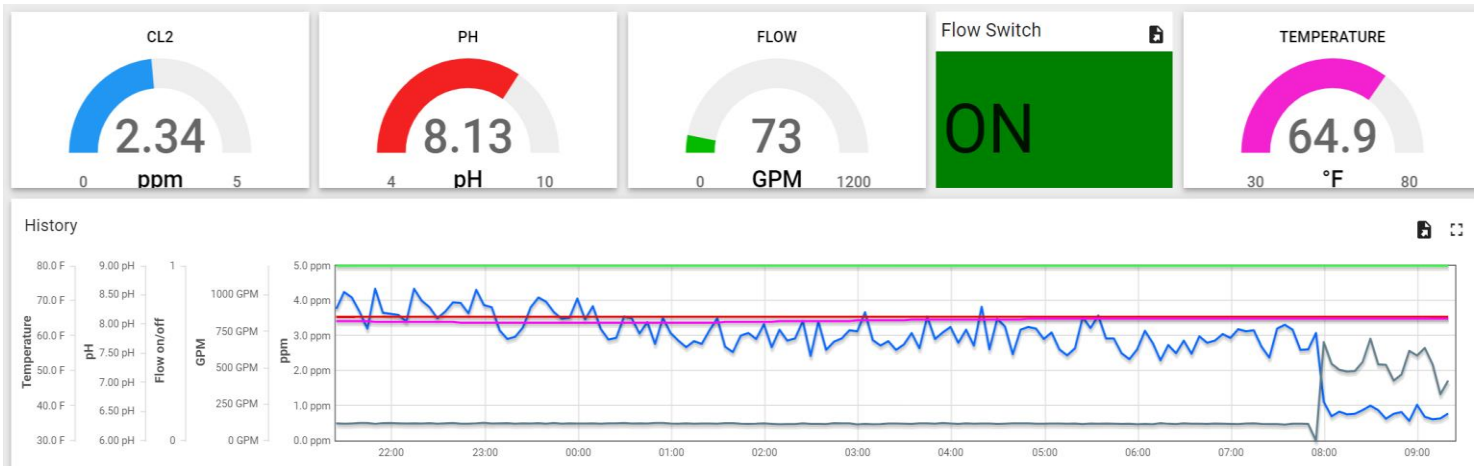
Not only is SPI's dashboard an easy to use, intuitive interface, our technology can **connect multiple user devices simultaneously**. This allows you to easily manage these multiple devices on one page, compared to other solutions which require the user to manually switch between individual devices and screens, taking time away from value-add activities such as device management, labor savings, and compliance management.

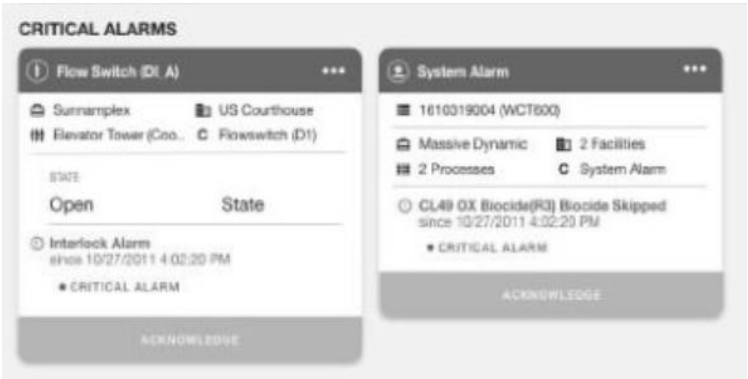
SPI's Dashboard Simultaneously Displaying Multiple Devices and Sites



RTU	Mode	Status	Alarm	Hrs Today
RTU-1	AUTO	Running	OK	3 Hrs
RTU-2	AUTO	Running	OK	3 Hrs
RTU-3	AUTO	Running	OK	2 Hrs
RTU-4	OFF	Fault	ALARM	1 Hrs
RTU-5	AUTO	Running	OK	1 Hrs
RTU-6	MANUAL	Running	OK	2 Hrs
RTU-7	MANUAL	Running	OK	6 Hrs
RTU-8	AUTO	Running	OK	5 Hrs
RTU-9	AUTO	Running	OK	3 Hrs
RTU-10	AUTO	Running	OK	2 Hrs

Easy to Use SPI Dashboard Example (top) vs. Other Options (bottom)





Many of our customers ask us, “why don’t I go buy an AT&T or Verizon hot spot and connect that way?”, and our answer is that that is a viable option for many people. However, the downside to this is that these hotspots are “always on” and consume unnecessarily high amount of data. **SPI’s technology** uses publish-subscribe messaging patterns, thereby using **90% less bandwidth**, and this **savings in bandwidth cost is passed directly on to you**.

Lastly, some PLCs and chemical dosing controllers come with OEM dashboard connectivity solutions. If you are 100% committed to using that brand of OEM device for life, then using that connectivity technology may be your best option. However, going with SPI’s cloud solution means that you are **device agnostic, and not locked in to any one controller configuration**, thereby hedging your future risk.

See below for a summary of these different options that you have in the marketplace. As stated before, this article is intended to educate and inform. If SPI’s technology seems like your best option, then we are here to work with you.

	Other Options	Secure Process Intelligence	
Complete Solution – Pre-Programmed for User’s Solution	✗	✓	Competitors require user to program and configure system
Comes with Cloud Dashboard	✓	✓	SPI customer feedback is that our dashboard is the easiest and most intuitive
Connects Multiple Devices with Easy-to-Use Dashboard	✗	✓	Competitors dashboards require individual connectivity to ea. device
Low Monthly Cost / Low Bandwidth Connectivity	✗	✓	Competitors use “always on” high bandwidth technology
Device Agnostic – Not Locked Into One Set of OEM Hardware	✓	✓	Can easily switch to other OEM solutions in the field