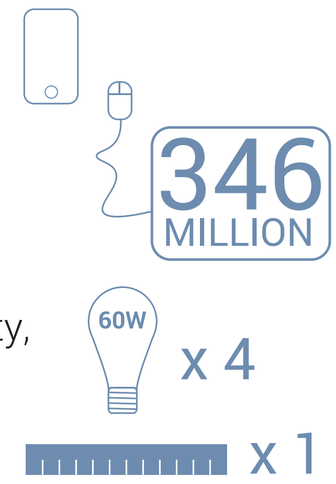
Brüel & Kjær Vibro
a spectris company

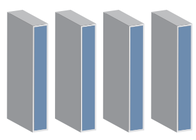
Choosing a vibration monitoring system.

1 **I prefer a system with modern design from a time when...**

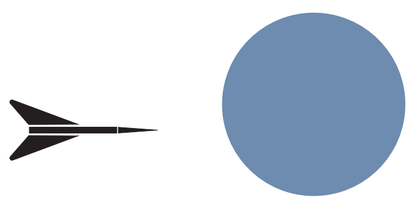
- phones look like this and do **MILLIONS** of things
- the World Wide Web has **346 MILLION** sites
- A 1 **teraFLOPS** computer consumes **250W** of electricity, occupies **ONE** square foot, and costs **$499**



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.**



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



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

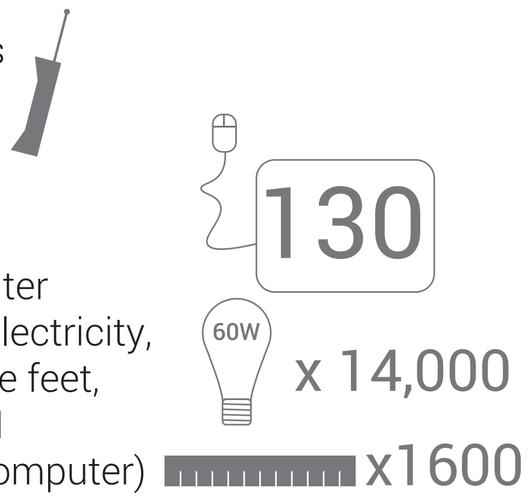
5 **I prefer condition monitoring software that is easy to use and based on the OSIsoft PI System or any other process data historian because I'm probably already using it elsewhere in my plant.**

6 **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.**

You prefer VC-8000 & SETPOINT® CMS.

1 **I prefer an old fashioned system from a time when...**

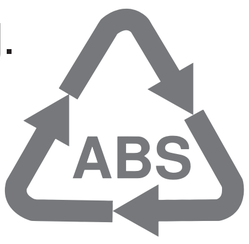
- phones looked like this and did **ONE** thing
- the World Wide Web had **130** sites
- A 1 **teraFLOPS** computer consumed **850kW** of electricity, occupieds **1600** square feet, and cost **$46 MILLION** (the ASCI RED Supercomputer)



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



5 **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.**

6 **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 the competition.