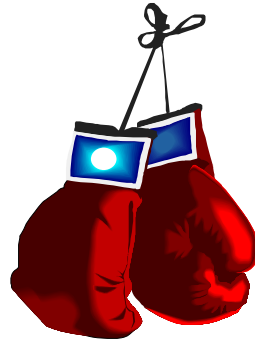
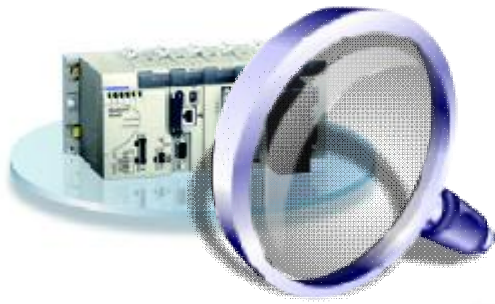


New Automation Platform

Modicon M340

Natural source of *efficiency*



Pick a Fight

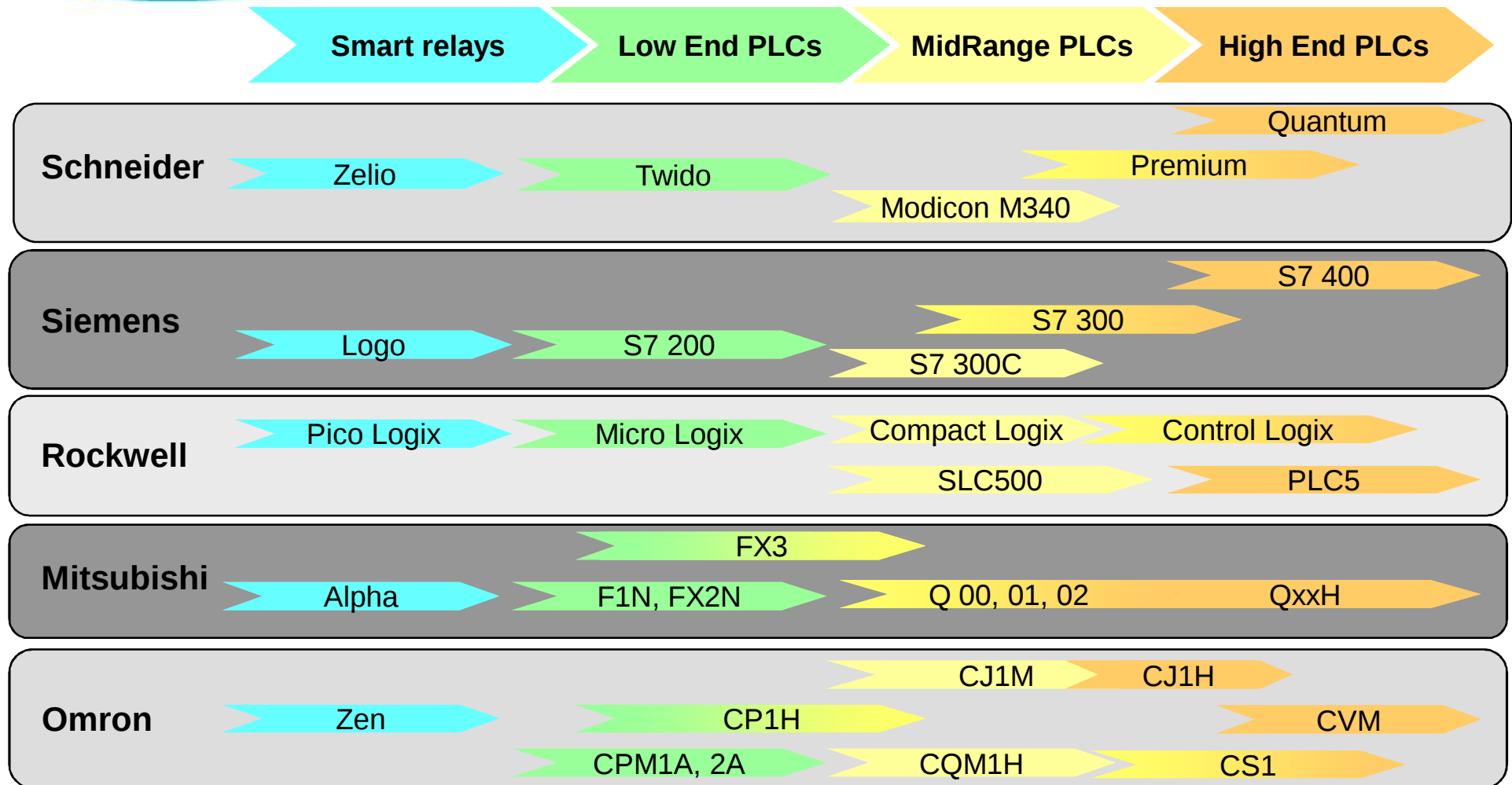
Competitive analysis



Telemecanique

Midrange offer

Competition positioning



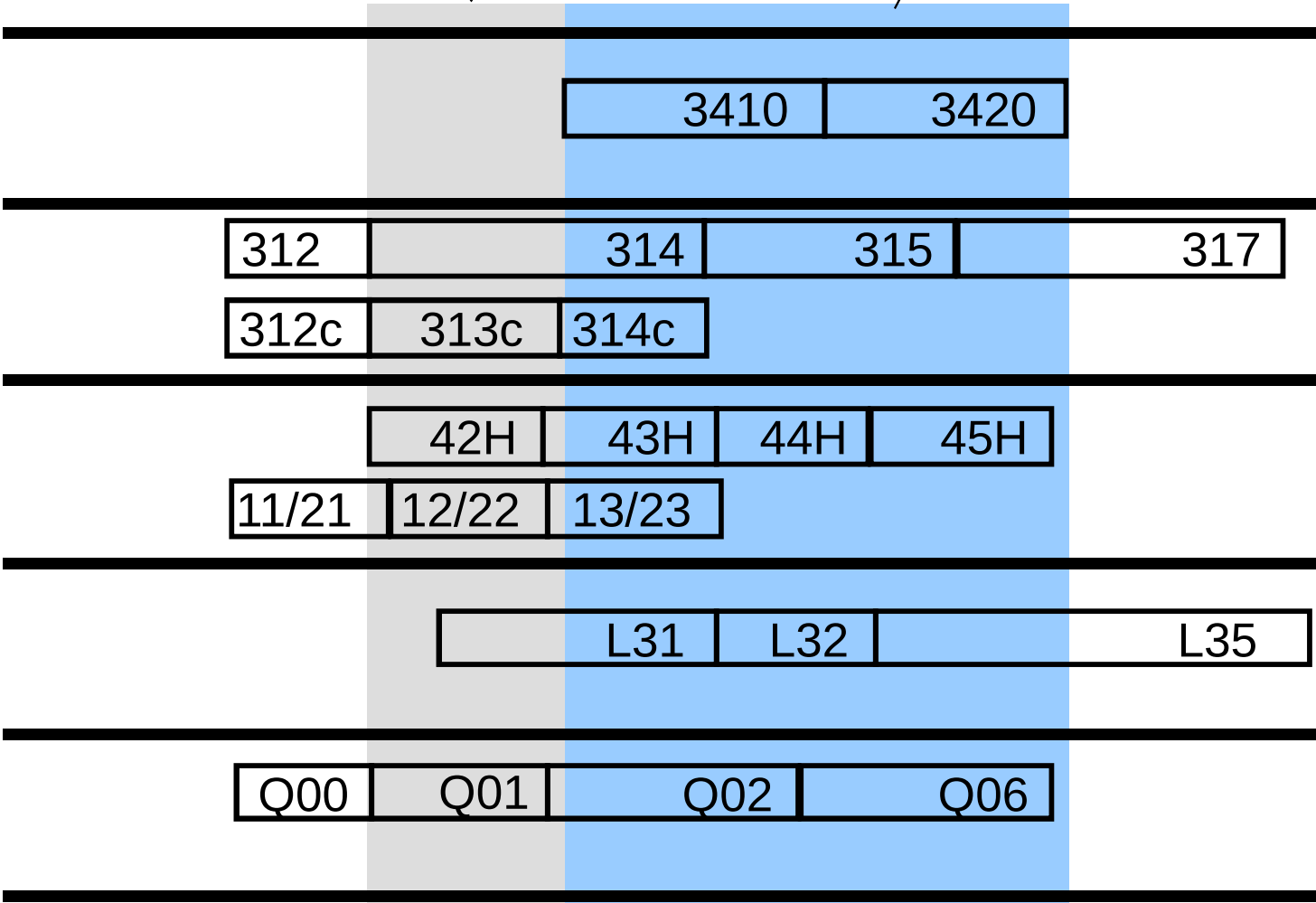


CPU Face to Face

M340
Oversized

Direct
Face to Face

Modicon M340		
Siemens	-	
S7-300	C	
Omron	G	
CJ1	M	
Allen-Bradley CompactLogix		
Mitsubishi Q-System		



Value per Value Analysis

CPU Face to Face (Exec Time & Memory)



Exec Time

Max Pgm

Max Data

**Modicon
M340**



**Siemens
S7-300**



**Omron
CJ1**



**Allen-Bradley
CompactLogix**



**Mitsubishi
Q-System**



Value per Value Analysis

Built-in Ports

TER

Other Networks

**Modicon
M340**

CE USB

• Modbus, CANopen, Ethernet ★★★★★

**Siemens
S7-300**

CE Serial

• Serial, Profibus, Profinet ★★★★☆

**Omron
CJ1**

CE Serial

CE Serial, Ethernet ★★★☆☆

**Allen-Bradley
CompactLogix**

CE Serial

CE Serial, Ethernet, ControlNet ★★★☆☆

**Mitsubishi
Q-System**

CE USB

CE Serial ★★★☆☆

Value per Value Analysis

Data Storage

	Size	FTP	File System	
Modicon M340	16 Mb	p	Standard	★★★★★
Siemens S7-300	8 Mb	p	Proprietary	★★★☆☆
Omron CJ1	64 Mb	p	Proprietary	★★★☆☆
Allen-Bradley CompactLogix	64 Mb	..	Proprietary	★☆☆☆☆
Mitsubishi Q-System	32 Mb	p	Proprietary	★★★★☆



Value per Value Analysis

Web Access

System Web

User Web

**Modicon
M340**

p Built-in CPU

p In-Rack Module



**Siemens
S7-300**

p In-Rack Module

p In-Rack Module



**Omron
CJ1**

“ No

“ No



**Allen-Bradley
CompactLogix**

p Built-in CPU

“ No



**Mitsubishi
Q-System**

p External Web Server “ No



Value per Value Analysis

Easy maintenance

No Battery

Hot Swap

**Modicon
M340**

p OK

p Yes



**Siemens
S7-300**

p OK

.. Not possible



Omron **G**
CJ1 **M**

.. Need battery

.. Not possible

p OK



**Allen-Bradley
CompactLogix**

.. Need battery

.. Not possible



**Mitsubishi
Q-System**

.. Need battery

p Yes



Value per Value Analysis

Compactness

	Height	Depth	Width	
Modicon M340	100mm	93mm	32mm	★★★★☆
Siemens S7-300	125mm	130mm	40mm  Some Modules are double size External P.S. needed for 24VDC	★☆☆☆☆
Omron CJ1	90mm	74mm  But 150 mm with connectors	31mm	★★★★★
Allen-Bradley CompactLogix	130mm	105mm	52mm  No High-Density Modules	★☆☆☆☆
Mitsubishi Q-System	90mm	98mm  But 150 mm with connectors	32mm	★★★★★

Value per Value Analysis

Robustness

Vibration

Shocks

Temp°

**Modicon
M340**

3 g

30 g

0..60°C



**Siemens
S7-300**

1 g

15 g

0..55°C



**Omron
CJ1**

1 g

15 g

0..55°C



**Allen-Bradley
CompactLogix**

5 g

30 g

0..60°C



**Mitsubishi
Q-System**

1 g

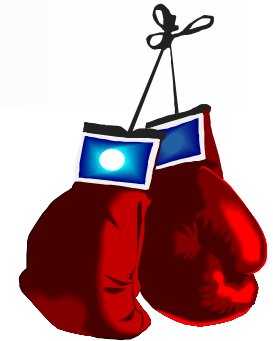
15 g

0..55°C





Face to Face Synthesis *vs Siemens*



n What to push ?

- m Compactness
- m USB
- m More speed and Memory at equivalent price CPUs
- m File storage : Standard format
- m Hot-Swap capability
- m The platform is old (1997) ... it's time to destabilize

n What to take care of ?

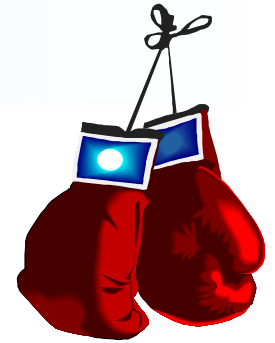
- m Technology functions
- m Hot-Standby capabilities
- m The completeness of their catalog
- m The de-facto standard Profibus
- m The totally integrated reality
- m E-mail

Face to Face Synthesis *vs Omron*



n What to push ?

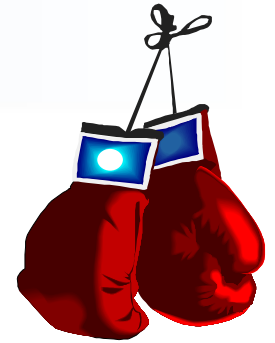
- m Built-in port
- m USB
- m File storage : Standard format
- m Web capabilities
- m Hot-Swap
- m Robustness
- m Just Enough Soft Motion for independent axis



n What to take care of ?

- m Speed
- m Axis modules for interpolated axis
- m The new CX-one just-enough integration
- m And their commercial model : Price with services !

Face to Face Synthesis vs AB



n What to push ?

- m Compactness
- m USB + Built-in port on the CPUs
- m File storage : Standard format + FTP
- m Maintenance (no battery, hot-swap)
- m Just Enough Soft Motion for independent axis
- m No migration path from SLC 500

n What to take care of ?

- m Axis modules for interpolated axis
- m Totally Integrated architecture
- m RS 5000
- m RS Studio ... but so oversized for the mid-range market

Face to Face Synthesis *vs Mitsubishi*



n What to push ?

- m Built-in port on the CPUs
- m Data Memory size
- m File storage : Standard format
- m Web capabilities
- m Battery
- m Just Enough Soft Motion for independent axis
- m Nothing new since it was launched (2000)

n What to take care of ?

- m Speed
- m Motion CPU
- m C module
- m E-mail

