

Value Proposition

For (target customer)

ROLE: **Industrial**

INDUSTRY: **System pressure monitoring, primarily in HVAC, refrigeration, air compressor, pump, valve systems**

APPLICATIONS: **Compressor inlet/outlet pressure, rooftop chillers, compressor rack rooms, refrigerant recovery, oil pressure, filter pressure drop, system pressure, fluid power, flow & level, factory automation, pneumatics, pumps, valves**

... that need (problem to be solved)

Readily-available, durable, configurable, affordable, high- performance heavy duty pressure transducers without up-front NRE engineering or tooling charges

... Honeywell's

Heavy Duty Pressure Transducers, PX3 Series

... provides



CUSTOMER BENEFITS

HOW HONEYWELL DELIVERS

NEXT-BEST ALTERNATIVE

Delivers high efficiency

★ Proven, tight ± 1.0 %FSS TEB accuracy promotes system uptime and efficiency

- **Great customer value**
- Economical choice for design and production implementation

★ Extremely flexible with multiple configuration possibilities with right combination of features and broad media compatibility

Durability promotes system uptime

★ Enhanced performance in tough, noisy and high current environments to promote overall system quality, reliability and warranty

Fast availability

- Short delivery lead time
- Global support

- ★ **High efficiency:** Due to proven, tight ± 1.0 %FSS TEB accuracy (smaller error promotes system energy efficiency and lower energy costs),
- ★ **Affordability with configurability:** On standard ports, pressure reference type, media seal type, pressure range with no upfront NRE (non-recurring engineering) or tooling charges
 - **Affordability with fully calibrated and temp-compensated output:** No OEM or field calibration process / components needed
 - **Affordability with broad media compatibility:** Compatible, by design, with common HFC (hydrofluorocarbon) refrigerants and many next-generation low global warming refrigerants (GWP) such as R32 and R1234ZE as well as petroleum oils, lubricants, air, water, and hydraulic fluids
 - **Affordability with lower-cost, efficient platform and building-block production methods:** Helps customers minimize design implementation and production costs
- ★ **Durability:** High insulation resistance and dielectric strength (protects sensor and operator from hazardous current), freeze-thaw resistance (promotes system uptime and reduces maintenance cost), high EMC radiated immunity (allows robust signal output near wireless signals and antennas), and shock and vibration tolerance over a wide operating temperature range
- **Fast availability:** Platform design/engineering/supply chain expertise result in Honeywell's ability to ship samples and production parts to the customer within four weeks of receiving order; global and regional sales, distribution, and application support are available to assist customers throughout their design, manufacturing and after-sales process

- MSI, Sensata, and Kavlico are less likely to provide customization/configurability except for very high volume applications, or they may require up-front NRE or tooling costs
- PX3 Series provides better insulation resistance than MSI, Sensata and Kavlico; better dielectric strength than MSI and Kavlico; better TEB accuracy than Kavlico; PX3 Series is likely to provide better freeze/thaw protection than MSI, Sensata, and Kavlico who do not specify, and better EMC radiated immunity than MSI, Sensata, and Kavlico

We do this by our platform-based, flexible design, and manufacturing approach as demonstrated by proven testing and product range.

