![Advanced Energy logo]

BATTLE CARD

TEGAM® WIRELESS DATALOGGING THERMOMETERS
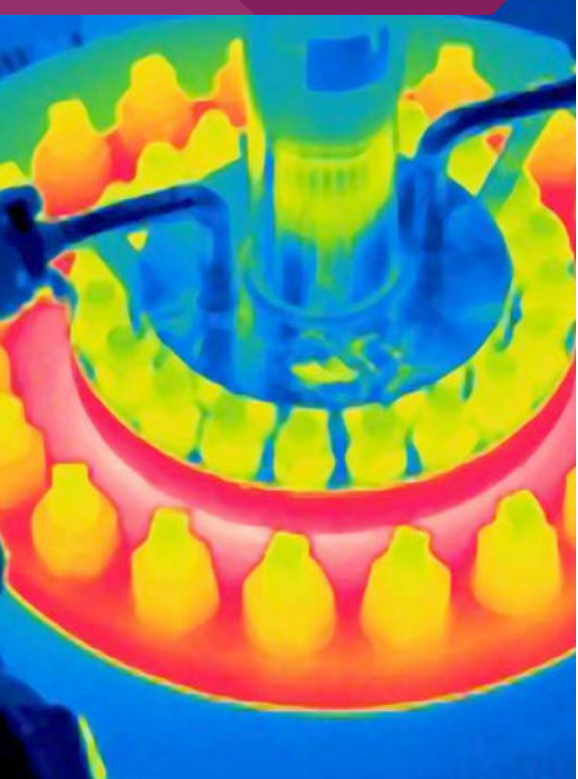
SOLUTION OVERVIEW

The AE TEGAM 900-series thermometers were designed to meet the increasing demands of regulatory and competitive requirements in food, pharmaceutical, and materials applications where process temperature measurement is critical. Superior instrument accuracy and an innovative "probe offset feature" combine to make the "system" accuracy of 900-series models unmatched in the industry.

For added data capture and recording convenience, the 931B/932B models feature Bluetooth® LE connectivity and a free iOS/Android app download to provide seamless data integration into virtually any software running on iOS, Android, or Windows platform.

TEGAM 931B
Datalogging Thermometer

Target Markets/Customers

- Manufacturing
- Heat Treat
- Food Processing
- Food Service & Restaurant
- Aerospace
- Automotive
- Pharmaceutical
- Life Sciences

Anywhere temperature measurement accuracy and documentation are critical.

Customer Roles

Process engineers, metallurgists, QA managers, scientists, lab technicians, plant/operations managers.

Audience – who to engage and when

- Engage influencers and decision makers responsible for accurate capture and recording of critical temperature data.
- Engage process engineers, metallurgists, technicians, QA personnel, and other persons responsible for heating or cooling operations.

- Timing will vary by industry and company, but Q1 of calendar year is key opportunity when new expense budgets are established for many companies.

Business Benefits

- Ability to capture and record highly accurate temperature readings
- Seamless integration into virtually any software without the need for additional programming or 3rd-party software, saving time and cost.

Differentiators

- Bluetooth LE Connectivity
- Seamless integration with any software
- Free iOS/Android app

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Qualifying Questions

- Do you need to log temperature measurements?
- Do you want wireless flexibility?
- Is seamless data integration into departmental or QMS software important?
- Do you need high accuracy measurements?
- Do you need support for multiple thermocouple types?

Customer Challenges

Industry standards and regulations, such as HACCP and HARPC in the Food industry, or AMS 2750™ in Heat Treat, and many other others, require precise control, monitoring, and documentation of temperature data over time. This creates a need for highly accurate measurements that can be quickly captured, and the error-free recording and transfer of these measurements into company or 3rd-party quality management systems (QMS).

Product Family

- 931B Wireless Datalogging Thermometer; 1-Ch
- 932B Wireless Datalogging Thermometer; 2-Ch

Key Features & Specs

1. Bluetooth® LE connectivity
2. Seamless integration with any software
3. Free iOS/Android app
4. Superior accuracy (+/-0.04%+0.3 C)
5. Probe offset function improves accuracy
6. Supports 8 thermocouple types
7. Automatic and manual storage modes
8. Long battery life (up to 1000 hours)
9. 2-yr calibration cycle
10. 3-yr warranty
11. ISO 17025 calibration option
12. Single and dual-channel models available

TEGAM WIRELESS DATALOGGING THERMOMETERS

COMPETITIVE ANALYSIS

Competitor	Their Positioning & Selling Points	Our Differentiation	Comparative Positioning
Fluke 53 II and 54 II	- Lab-grade accuracy - Supported with optional FlukeView Forms for PC software	- Bluetooth connectivity and free iOS/Android app for seamless integration to any software vs. IR port and Fluke software only - Competitively priced	- Meets or exceeds on critical features: accuracy, thermocouples supported, datalogging, battery life - Superior wireless communication and software integration - ISO 17025 calibration option
Flir/Extech EA15	- High accuracy general purpose industrial thermometer with datalogging capability	- Bluetooth connectivity and free iOS/Android app for seamless integration to any software vs. RS-232 connection and proprietary software	- Meets or exceeds on critical features: accuracy, thermocouples supported, datalogging, battery life - Superior wireless communication and software integration - 8X battery life will cover price differential over time - ISO 17025 calibration option
ThermoWorks Saf-T-Log ThermaData	- Targets restaurant and food preparation industry in addition to home consumers - Custom software to support datalogging	- Superior accuracy and designed for multiple industrial uses (8 TC support vs. only 1) - Bluetooth wireless and free apps allow seamless integration to any software	- Our models are designed for wide range of industrial uses, including food industry - Flexible apps do not lock customer into only one software program
Amprobe TMD-56	- High accuracy general purpose industrial thermometer with datalogging capability	- Bluetooth connectivity and free iOS/Android app for seamless integration to any software vs. USB connection and proprietary software that is not user friendly	- Meets or exceeds on critical features: accuracy, thermocouples supported, datalogging, battery life - Superior wireless communication and software integration - 8X battery life will cover price differential over time