

SOLUTION OVERVIEW

Temperature monitoring and control is critical for many applications across a wide range of industries. To meet tighter process controls, customers need tools that perform to exacting standards. The AE TEGAM 900-series calibrators were specifically designed and engineered to meet these unique challenges. Featuring laboratory-grade accuracy, environmental compensation, and ISO 17025 certification, these models are the highest performing handheld calibrators in the industry.

They are also built to last, designed to meet stringent military specifications for shock, drop, and vibration tests. User convenience was also a factor in our design. Each model offers one-key 10%/90% calibration, while a separate key increments 0/25/50/75/100% for rapid 5-point checks. Constantly replacing batteries is definitely not convenient, so we gave these models 10X the battery life of competitor models.



TEGAM 948A
Wireless Datalogging Temperature
Calibrator

Target Markets/Customers

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

Anywhere thermocouple calibration is required, or where temperature measurement control and accuracy 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:
 - Q1 of calendar year is key opportunity when new expense budgets are established for many companies.
 - Q4 of calendar year when excess budgets are used and/or early draft planning for next year.

Business Benefits

- Ability to keep heating and cooling equipment at peak performance.
- More accurate settings and measurements increase business efficiency by

improving yields and reduces downtime.

- Meeting regulatory requirements (e.g., HACCP or HARPC in Food Safety)

Differentiators

- Laboratory-grade accuracy
- Supports up to 14 thermocouple types + mV
- Bluetooth LE Connectivity (948A only)
- Seamless integration with any software (948A only)
- Free iOS/Android app (948A only)
- Intuitive one-hand operation
- Long battery life

TEGAM TEMPERATURE CALIBRATORS

INTERNAL CONTACTS



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Qualifying Questions

- Do you need to calibrate temperature control or monitoring devices?
- Do you need high accuracy measurements?
- 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 support for multiple thermocouple types? How many?

Product Family

- 940A Temperature Calibrator; 4-Thermocouple
- 945A Temperature Calibrator; 14-Thermocouple
- 948A Wireless Datalogging Calibrator; 14-Thermocouple



Customer Challenges

Ever evolving industry standards and regulations, along with tighter process controls and enhanced quality systems, drive the need for improved accuracy of temperature settings and measurements.

Greater accuracy means better process controls and better parts, which reduces defective parts, and improves efficiency and the bottom line.



Key Features & Specs (high-level differentiators)

1. Bluetooth® LE connectivity (948A only)
2. Seamless integration with any software (948A only)
3. Free iOS/Android app (948A only)
4. Superior accuracy: $\pm(0.005\%+5\mu V)$
5. Resolution: 0.01
6. Supports up to 14 thermocouple types + mV
7. One-key calibration increments
8. Long battery life (500 hours)
9. 1-yr calibration cycle
10. 3-yr warranty
11. ISO 17025 calibration comes standard

TEGAM TEMPERATURE CALIBRATORS

COMPETITIVE ANALYSIS

Competitor	Their Positioning & Selling Points	Our Differentiation	Comparative Positioning
Fluke 714B Temperature Calibrator	<ul style="list-style-type: none">■ Lab-grade accuracy■ Supported with optional FlukeView Forms for PC software	<ul style="list-style-type: none">■ Bluetooth connectivity and free iOS/Android app for seamless integration to any software vs. IR port and Fluke software only■ Competitively priced■ Less expensive to purchase	<ul style="list-style-type: none">■ Meets or exceeds on critical features: accuracy, thermocouple support, datalogging, battery life■ Superior wireless communication and software integration.■ ISO 17025 calibration comes standard; AMS 2750™ option available
Flir/Extech PRC30 Multifunction Process Calibrator	<ul style="list-style-type: none">■ Precision source and measurement for 8 thermocouple types, mA, mV, and V devices	<ul style="list-style-type: none">■ Superior accuracy■ Additional TC support■ Bluetooth connectivity	<ul style="list-style-type: none">■ Superior device for true temperature calibration■ Does not try to be a “multifunction” device■ ISO 17025 calibration comes standard; AMS 2750™ option available

