Initial Business Case

Part 3 – Competing Systems Survey

The big name in VOC monitoring systems is RAE Systems. Founded in 1991 RAE Systems has a firm handle on the VOC monitoring market with a large selection of handheld and fixed location devices. The UltraRAE 3000 is a one of RAE’s flagship handheld systems with a particle detection range of 0.05 to 10,000.00 ppm in VOC mode a range of 0.05 to 200 ppm in benzene specific mode.  To contrast this high end system RAE offers the MiniRAE lite with ranges of 0 to 5000 ppm in VOC mode. RAE’s fixed location systems. For more permanent installations RAE offers the RAEGuard 2 PID with a range of 0.1 to 1000 ppm. The all inclusive MeshGuard Gas Detection system is by far the most extensive of the VOC systems and is comprised of an FMC 2000 Multi-Channel Controller and several MeshGuard Monitors. Unfortunately for small communities affected by VOCs a MeshGuard Gas Detection System costs around $29,000. In fact, the least expensive of the previously mentioned VOC devices is the MiniRAE lite at $2,570.

Sentient seeks to offer an affordable alternative for small communities at risk of being affected by VOCs. A Sentient VOC Mesh system consisting of five VOC units is estimated to cost $1,000 and have a monthly maintenance fee of $156.8. The Sentient VOC system is the only VOC system engineered around small communities and the design of the VOC units draw no influence from other VOC units. Because small communities are not as concerned about the precise measurement of any given VOC as they are about those VOCs reaching hazardous levels the Sentient VOC unit has streamlined its hardware design. The minimalistic hardware design is centered around reliability ease of maintenance so the VOC units can remain operational 24/7. The Sentient VOC unit is aims to give small communities peace of mind they can afford.

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Competing Survey Systems

The Competing Survey System is divided into 4 sections: Competing Systems Explained, Feature Comparison, Cost Comparison, and Improvements. Competing Systems Explained will present 3 competing technologies for the VOC Monitoring Market. Features Comparison will compare the features of these systems with the features of the Sentient product, Cost Comparison will compare the cost of these systems with the cost of the Sentient product. Lastly, Improvements will depict what about our system is an improvement over the competition.

Competing Systems Explained

(explain of the above, what they look for, their range, there target audience )

Feature Comparison

(we have a website and an alert system, I don’t think they do. Remember to compare to all 3)

Cost Comparison

( our system provides 5 VOC monitors for a down payment 200 dollars and a monthly payment of 100. Remember to compare to all 3 )

Improvement

(The biggest improvement we give is that our system is much much cheaper because we make each VOC monitor unique to a customer’s needs and they have a continuation of service through the website)