# Competitor Research and Project Update

## 1. Project Updates Since Last Meeting

- Began integrating AWS Kinesis for data streaming, though full build not yet successful. - Encountered missing dependencies and compilation issues (still debugging). - Plan: continue troubleshooting until next meeting with Kais tomorrow.

## 2. Competitor Pricing Models

### TagoIO

| Model | Details |
|-------|---------|
| Free Tier | Basic usage with limited devices |
| Subscription | $29–$119 / month |
| Enterprise | Custom pricing |

### ErgoTech Cloud OPC Server

| Model | Details |
|-------|---------|
| License | Perpetual license model |
| Subscription | Not explicitly listed |
| Focus | Secure tunneling of OPC UA over cloud |

## 3. Our Plan to Stand Out

- Offer flexible pricing: annual subscriptions AND pay-as-you-go for message volume. - Simplify onboarding with one-click deployment templates (AWS/GCP/Azure agnostic). - Emphasize developer experience: modern dashboards, monitoring, and APIs. - Enterprise focus: strong compliance (ISO, NIST, SOC2) from day one.