

TCO analysis	Inventia	Alternative solution (to be completed by the client)	Areas of interest
Device	PLC controller, LTE modem and extensive I/O in a single enclosure. No additional communication cables, smaller cabinet.		CAPEX: Cost of purchasing additional components, a larger control cabinet, and additional time spent on configuration and installation. OPEX: Complexity/number of procurement procedures, warehouse handling.
Essential accessories	Everything you need is included: memory for the recorder, connection terminals, I/O resources.		CAPEX: Hidden cost: check the price of memory cards, additional I/O and LTE modules to achieve the same functionality.
Software and licences	Licences included: CODESYS®, MTManager, MTLib, MTDataProvider – no set-up fees or subscriptions, updates provided, including in the area of cybersecurity.		CAPEX: Initial licence purchase. OPEX: Recurring licence costs, scope of product update rights.
Implementation time	Integrated telemetry: Data and alarm transmission functions (including SMS) are configurable (set up in minutes) rather than programmed from scratch. In Inventia, connecting the communication module to the PLC takes 0 seconds – it's already done.		OPEX: Calculate the cost of a programmer's working time.
Continuity of expertise	Market standard: Partner availability, full documentation, backed by 25 years in the market.		OPEX: What will you do if the author of the current solution leaves the company? How much will it to find a replacement?
Service and diagnostics	Single point of access: PLC and modem diagnostics via a single IP address and a single tool (MTManager). Faster remote diagnostics = fewer service call-outs by field teams.		OPEX: Extra time for diagnose complex solutions, as well as for service call-outs.
Cybersecurity (NIS2)	System compliance: An ecosystem built entirely in accordance with NIS2 recommendations.		OPEX: The cost of adapting of a 'custom-built' solution to NIS2 requirements after a few years may exceed the value of the solution.
Scalability	Ready-made Template: Deploying the 10th and 100th sites takes the same amount of time thanks to standardisation. No unforeseen issues or sudden increases in maintenance time as the project scales up.		OPEX: Will scaling the implementation affect your costs in terms of working hours and purchasing additional licences, and if so, how?