

# PLC and PLC-based PAC Selection Guide

## TECHNOLOGY SELECTION GUIDANCE WITH COMPREHENSIVE EVALUATION CRITERIA

### MAKE INFORMED, FACT-BASED TECHNOLOGY SELECTIONS

You are undertaking one of the most important decisions to impact your business: choosing the Programmable Logic Controller (PLC) or Process Automation Controller (PAC) Control System supplier and technology to operate your plant for years to come.

If you are unsure about any of the key trends in the market or are in need of purchasing criteria, then you need the assistance that ARC Advisory Group has to offer.

ARC is the industry leading provider of market knowledge, trends, and supplier information for PLC/PAC systems worldwide. Our products and services integrate hands-on experience with global market research to deliver the intelligence you need.

In recent years, many PLCs have evolved into PACs, which integrate logic, motion, and safety control with cyber security, and even energy management functionality within a common platform.

Today, the majority of PLC revenues worldwide come from PLC-based PACs and these revenues are growing at a faster rate than for traditional PLCs. Thanks to the success of PLC-based PACs, PLC technology has further penetrated the process industries, where they now often replace large distributed control systems (DCS). This trend is stronger in emerging markets, as PLCs are easier to maintain and engineers are scarce.

For more information, please visit us at [www.arcweb.com/technology-evaluation-and-selection/](http://www.arcweb.com/technology-evaluation-and-selection/).

### STRATEGIC ISSUES

ARC has been researching the PLC/PAC systems market for many years, and we understand the challenge companies have in selecting and implementing a solution that will meet their simple unit, machine, or plant-wide requirement. These include:

- Compatibility with current installed base of technology
- Integration with business systems
- Breadth and depth of supplier's applications and safety systems solutions
- Support, training, and spares
- Understanding the total cost of ownership for OEMs and end users
- Architecture based on object models
- Architecture based on standards
- Designs for maximum reliability
- Supplier long term viability
- Identify long term visions

### STUDY CONTENTS

#### EXECUTIVE OVERVIEW

- Major Trends
- Status Quo of the Market
- Challenges and Solutions
- Market Players and Competencies

#### SCOPE

#### ADOPTION STRATEGIES

- Factors Contributing to Adoption
- Factors Inhibiting Adoption
- Strategies for Successful Adoption

#### EVALUATION AND SELECTION CRITERIA

- Key Criteria Analysis
- Fact-based Selection Process
- Consider Best Practices by Suppliers
- Selection Process Tools Available
- Criteria List

#### LEADING SUPPLIER ANALYSIS

- Market Shares of the Leading Suppliers
- Market Shares by Region
  - North America
  - Europe, Middle East, Africa
  - Asia
  - Latin America
- Market Shares by Industry
  - Automotive
  - Buildings

- Cement & Glass
- Chemical
- Electric Power Generation
- Electric Power T&D
- Electronics & Electrical
- Fabricated Metals
- Food & Beverage
- Machinery
- Metals
- Mining
- Oil & Gas
- Pharmaceutical & Biotech

- Pulp & Paper
- Refining
- Semiconductors
- Water & Wastewater

#### LEADING SUPPLIER PROFILES

Profiles for 28 of the major suppliers servicing this market are included. Each profile reviews the company's business, products, and services as it applies to this market segment.

The Worldwide PLC & PLC based PAC Market

