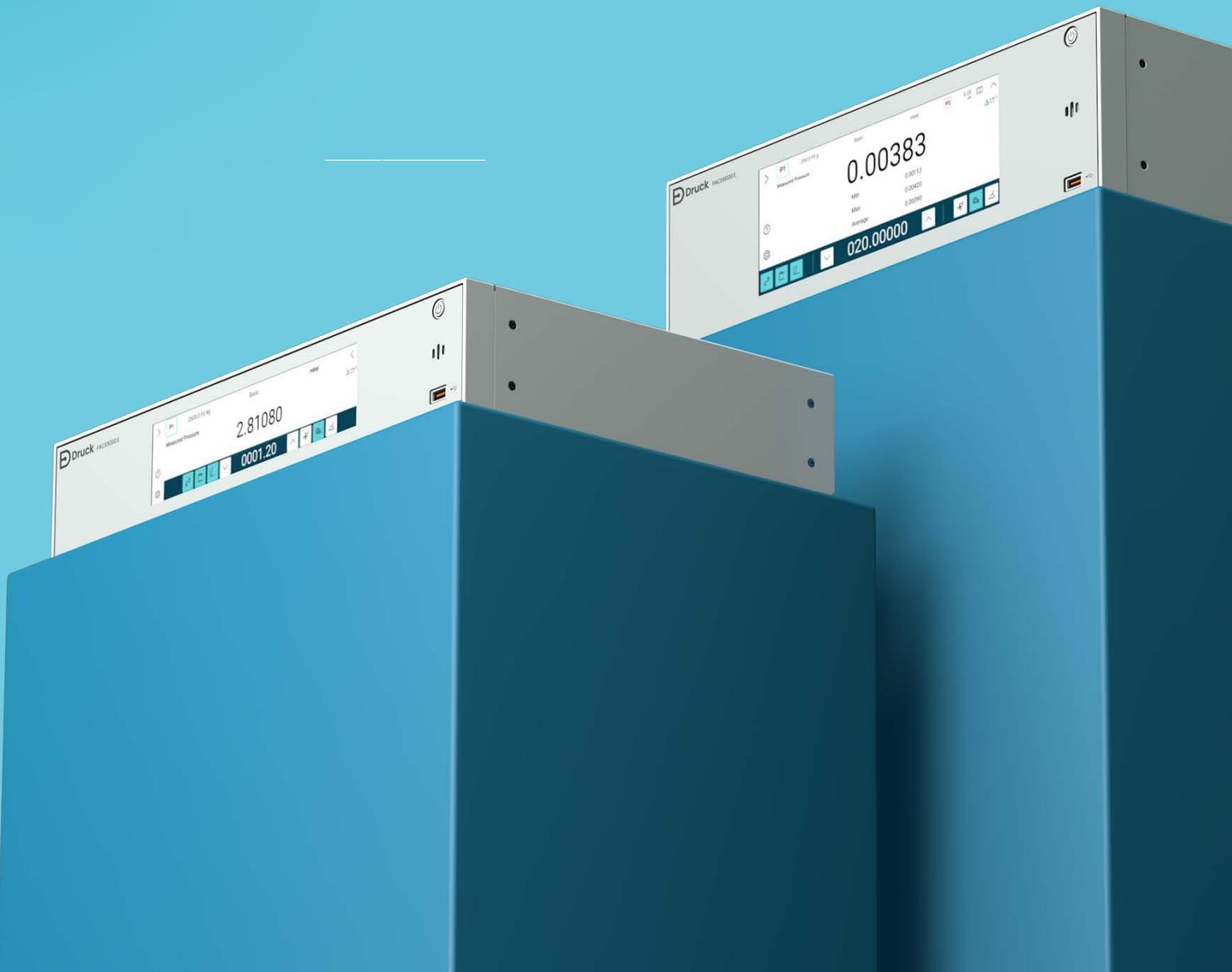


Displacing the competition with Druck's PACE Pressure Controller



The landscape of pressure controllers is highly competitive. Suppliers are quick to promote their controller as “market leading” or “light-years ahead of the competition”, often misleading customers. Maximising speed, accuracy or stability is causing suppliers to compromise in other aspects of performance, meaning users are not getting what they expect.

➤ Maximising speed, accuracy or stability is causing suppliers to compromise in other aspects of performance.

Recently, Druck’s commercial team replaced a competitor’s pressure controller due to significant discrepancies between the claimed capabilities and its actual performance in the field. The customer was sold “the fastest” pressure controller on the market, but when used in operation, the customer quickly remarked that the competitor’s claims on speed were unfounded compared to Druck’s PACE5000 E when utilised for their application.

This case study outlines how Druck’s PACE5000 E pressure controller truly leads the market in terms of performance and range flexibility, meaning users do not have to make compromises.



Background

The competitor sold its pressure controller to the customer, promoting its speed and efficiency. The marketing for this controller centred around its speed to setpoint, citing that it's the "fastest controller" on the market.

Upon implementation of the pressure controller, the customer realised that the unit's performance was oversold which opened the door for Druck's commercial team to showcase the PACE5000 E pressure controller.



50%

faster in the same parameters.

x3

times better control stability.

How Druck's solution wins

The minimum expectation of customers is for their equipment to perform to the quoted specification. To achieve high speeds, competitor's pressure controllers often compromise on the accuracy or stability – meaning their pressure controllers must sacrifice one of those in pursuit of the other two.

When working with the customer, Druck's commercial applications engineer shared rigorous testing data, detailing the performance of PACE5000 E versus the competitor unit under identical operating conditions.

The results were clear: Druck's PACE5000 E was over 50% faster in the same parameters. In addition to this, PACE's control stability was as least 3x times better, and the accuracy also superior.

In short, without having to sacrifice any aspect of the pressure controller's performance, Druck's PACE5000 E pressure controller was superior to the incumbent.

➤ PACE5000 E pressure controller's superior performance has set a new standard in the market.

What do our customers think?

The response from the customer was overwhelmingly positive. Through transparency and by providing accurate specifications, Druck was able to secure orders for the PACE5000 E pressure controller to replace the competition.

Working with Druck's commercial, product management and customer care team, the process to upgrade controllers was smooth; with delivery and installation achieved quickly and ahead of customer's expectations.

By delivering a product that truly performs as promised, Druck was able to displace an incumbent competitor and gain the trust and satisfaction of our customer.

Druck PACE5000 E pressure controller's superior performance has set a new standard in the market, reinforcing Druck's commitment to quality and innovation.

Find out more

PACE Pressure Controllers are the latest advancements in pressure controllers from Druck, a Baker Hughes business, leaders in the pressure measurement industry.

Building on the decades of customer success, PACE5000 E and 6000 E deliver market-leading performance in terms of speed, accuracy and stability – without compromising.

Find out more about the PACE portfolio on the website: druck.com/PACE

To get in contact, or book a free demonstration of PACE, please visit druck.com/contact

