



Supermarket Refrigeration Control via the Web Comparison Chart



Prepared by Zero3 Controls, Inc., maker of the XLT and web-based interface.

Feature	Lantronix on existing controllers	ComTrol CWeb	Danfoss AKC255	CPC Einstein	Zero3 Control's XLT
Replace modem w/ LAN connectivity	Yes (1)	Yes	Yes	Yes	Yes
Effective communication speed	Serial 9.6-38.4K	Ethernet	Serial 9.6-38.4K	Ethernet	Ethernet
Bandwidth (bidirectional) to store	100 kb/s	500 kb/s	100 kb/s	500 kb/s	100 kb/s
Server architecture/orientation	Software on PC	Server in store	Under Dev	Software on PC	Central server
Business architecture/orientation	Modem-centric	Controller-centric	Controller-centric	Controller-centric	Store-centric
Hardware in store	MSS-100	Linux box	AKC255	Einstein	Rabbit SBC
Firewalls/VPN	Open	Open	Narrow	Narrow	Closed (2)
Data from controller to Server	Telnet on your	Fox	AKA65 runs on	UltraSite on your	Proprietary
Data from Server to Web	PC	HTML	your PC	PC	HTML, SSL
Expansion architecture, management by OEMs, Monitoring, Energy-mgt, etc.	No	Some, Crystals Enterprise	No	No	Yes, SOAP/XML
Support for Legacy Controllers	Most	ComTrol only	Danfoss AKC255	Einstein only	ComTrol, EIL, RMCC, etc (All).
Support for concurrent users	None	Limited	None	None	Unlimited
Authentication authorization for users	At site	At site	At site	At site	Global
Support for Global Commands (ex: change schedules across all stores)	No	ComTrol only	Under Development	Under Development	Yes, all controllers
Support for Global Queries (ex: what probes are in override, or high-offset?)	No	ComTrol only	Under Development	Under Development	Yes, all controllers
Enabler for upgrading controller systems	No	ComTrol only	Danfoss only	Einstein only	Yes, <u>gradual</u>
Enables extension for modernization (ex: CT metering, head probes, etc.)	No	No	No	No	Yes, mixes new equipment
Professional install and configuration time	1 hour	6 hours	Unknown now	1 hour~	1 hour
Cost per store (or per controller, as appropriate), not including installation	\$300	~\$6,000 up (3)	Unknown now	Unknown now	~\$2,500 (4)
Integrated metering into task structure	No	No	Unknown now	No	Yes

- (1) Power-cycle failure mode has caused a 7% failure rate in one current chain, with two major product losses
- (2) Stores only talk thru private networks/VPN to central server. Authenticated users only talk to central server.
- (3) Not including CWEB central server and licensing.
- (4) Monthly hosting fee approximately \$30/store (dependent on exact services desired).