

Company	Offering	Product Line Strengths	Product Line Weaknesses	UL Listed	IP Rating	Company	How to win	When to walk away
Grace Technologies	GracePort®	- The original panel interface connector, manufacturing for over 30+ years - Has the most component and housing combinations - Ship in 1-2 days - Customize logos and special text with no MOQ - Round housings use conduit knockouts vs. machining	- Premium-priced	Yes	Up to IP69K for MagView™ and ThruView™ 360	USA based, privately held company with a factory in Davenport, Iowa	- SPA pricing, we will not lose to a competitor	N/A
Panduit	Data Access Port	- Well-known brand that can pull Data Access Ports through with other panel products - Round housings use conduit knockouts vs. machining - Part of the overall Panduit distributor rebate program	- Fewer data and power options - 3-4 weeks for customization, likely a minimum order quantity - Round housings only	Yes	IP65/IP66	~\$2B privately held company with an HQ near Chicago, Illinois	- Fast delivery of any combination - No minimum for customization, including customer info on the label	- Don't walkaway. Go after their customer base with a SPA if needed.
Mencom (Automation Direct)	Panel Interface Connector	- Low pricing with many data/power/enclosure options	- Longer customization lead-time - No round housings	Yes	IP65	Privately held company based near Atlanta, GA	- Fast delivery of any combination - No minimum for customization, including customer info on the label	- Don't walkaway. Go after their customer base with a SPA if needed.
Murrelektronik	Modlink	- Broad combinations of housings and components (100k claimed)	- Longer customization lead-time - No round housings	Yes	IP65	~\$600M German company	- Fast delivery of any combination - No minimum for customization, including customer info on the label	- Don't walkaway. Go after their customer base with a SPA if needed.
Phoenix Contact	HEAVYPORT	- Phoenix Contact is a well-known brand with strong channel reach - Many component/housing size options	- UL listing not specified - Lead-times and MOQ for customization - No round housings	No	IP65	~\$4B German company	- Fast delivery of any combination - No minimum for customization, including customer info on the label	- Don't walk away. Go after their customer base with a SPA if needed.
Weidmuller	FrontCom Vario FrontCom Micro	- Very nice online configurator - Claims 5000 combinations of housings and components	- UL listing not specified. - Longer lead times than Grace and likely larger MOQs for customization - No round housings	No	IP65	\$1B+ family owned German company with broad connectivity, electronics, and automation offerings	- Fast delivery of any combination - No minimum for customization, including customer info on the label	- Don't walk away. Go after their customer base with a SPA if needed.

