GraceSense IIoT vs. KCF Vibration Equipment

Quick Reference Sales Comparison Guide

Criteria	GraceSense IIoT Vibration Monitoring	KCF Vibration Equipment
Data & Hardware Ownership	Customers own all sensors, gateways, and data outright. Cloud services are optional and additive—data remains customer-controlled.	KCF hosts and manages data within their platform; access is tied to an ongoing subscription.
Integration Options	Native EtherNet/IP™ and Modbus TCP/IP; supports PLC, SCADA, DCS, historian, or cloud architectures. Rockwell Studio 5000 AOP supported.	Primarily cloud-centric architecture; limited direct PLC/HMI/SCADA integration, driving reliance on KCF's hosted platform.
Data Accessibility & Latency	Near real-time access to vibration and temperature data via Maintenance Hub or local control systems. Customers control alarming and visibility.	Data access is mediated through KCF's platform; customers often experience delays between collection and actionable insight.
Cost Structure	One-time hardware purchase. Optional annual cloud subscription per sensor. Pilot includes hardware refund guarantee to reduce risk.	Subscription-based model bundles hardware, analytics, and access; cumulative cost increases as systems scale.
Monitoring Philosophy	Designed for progressive monitoring maturity: high-frequency sampling when needed, lower-frequency trending once baselines are established.	Designed for continuous, high-resolution diagnostic monitoring by default.
Sampling & Battery Strategy	Configurable sample intervals and conditional monitoring modes allow teams to balance insight and battery life as assets stabilize.	Continuous monitoring model can drive higher battery consumption on intermittently running assets.
Deployment & Installation	Tool-free magnetic mounting; battery-powered sensors; typical pilot install completed in ½ day with local FAE support and training.	Installation often coordinated through KCF or third parties; less flexible for rapid redeployment during pilots.
Scalability	Built to scale gradually: start small, expand by asset, area, or site without re-architecting or re-engaging a third party.	Expansion typically requires platform provisioning and subscription changes through KCF.
Support Model	Regional Field Application Engineers provide on-site and remote support, pilot reviews, and expansion guidance.	Centralized support model; limited local familiarity with customer assets or processes.
Core Capabilities	Triaxial vibration + surface temperature; ISO-aligned defect indicators; configurable alarming; open APIs for CMMS, BI, historians.	Deep vibration analytics and broad sensor catalog; strong diagnostic depth when expert interpretation is available.
Typical Customer Feedback	"We had meaningful data the same day. We could see what was healthy, not just what was broken."	"The analysis is strong, but access and workflow didn't fit how our plant operates day-to-day."

Key Positioning Differences

1. Ownership and Architectural Freedom

- GraceSense allows customers to choose where data lives—PLC, historian, cloud, or all three.
- KCF centers analytics and access within their cloud ecosystem.

2. Designed for Scale, Not Just Diagnostics

- GraceSense assumes most assets move from high-resolution sampling to lower-frequency trending over time.
- KCF excels when continuous diagnostic depth is required and specialist bandwidth is available.

3. Real-Time, Plant-Floor Control

- GraceSense supports local alarming and historian overlays so engineers can answer: *"Is this an equipment issue or just the process?"*
- KCF customers often rely on platform alerts that may arrive after operating conditions have changed.

4. Battery and Maintenance Discipline

- GraceSense emphasizes configuration discipline—sampling rates and alarm logic matched to asset criticality and run behavior.
- KCF's always-on model can be inefficient for batch or intermittently running equipment.

5. Cost Transparency and Risk Management

- GraceSense pilots are structured to prove value before scale, with clear expansion paths.
- KCF subscriptions bundle value but can obscure long-term cost as deployments grow.

How to Position GraceSense Against KCF

- Ownership & Control
  "GraceSense lets you decide where your data lives and how it's used—no forced platform dependency."
- Operational Fit
  "If your team isn't staffed to analyze vibration every day, GraceSense is built to surface what matters without noise."
- Scalable Entry Point
  "Start small, learn your equipment, then expand deliberately—without re-installing or re-architecting."
- Battery & Maintenance Reality
  "Monitoring shouldn't create new work. GraceSense is designed so battery management aligns with how assets actually run."
- Integration First
  "GraceSense fits into PLCs, historians, and CMMS systems you already trust."