



See the New

ConsoliDator+ Demo Unit

Plus New Features &
Sample Application
Programming

Presenter



Joe Ryan
VP of Sales & Marketing

“The goal of this webinar is to help you sell this amazing NEW product!”

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Agenda



- What's included with the demo unit
- See real application screens
- Where and how to sell the ConsoliDator+
- Ways to get the ConsoliDator+ Demo in front of your customers
- How to get your own ConsoliDator+ Demo
- Other ways to show and sell the ConsoliDator+

Takeaways

- Be *excited* to sell this NEW product to your customers – in almost any industry
- Reach out to get a ConsoliDator+ to *show* your customers
- Have the skills to sell the ConsoliDator+ and recognize opportunities you have *now*

Intelligent
Monitoring
& Control

Quick Overview



- Multi-channel controller for process display, alarm and control applications
- The Power of a PLC+HMI without writing any code
- Accepts 4-20 mA inputs, flow meter pulse inputs, digital inputs, and Modbus RTU
- Displays numeric and bargraph format on a large, 5.7" color display
- Multiple relays with user-definable actions, 4-20 mA outputs, digital outputs, Modbus RTU, and Ethernet Modbus TCP/IP
- Field expandable with new I/O modules
- 32 timers to control many processes or events
- Free Consolidator+ configuration software



What's Included

What's Included with the ConsoliDator+ Demo



PD9000 ConsoliDator+
Multi-Channel Controller



PD9502
Signal Generator



PDA-LH
Light / Horn



USB and Ethernet
Cables



Easy-to-Carry
Protective Storage Case

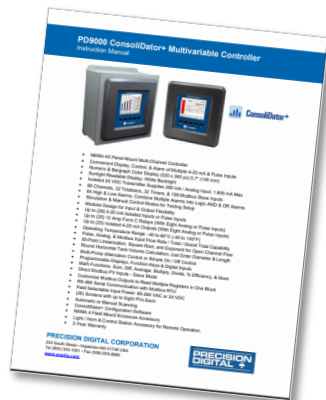


What's Included with the ConsoliDator+ Demo

All the literature and documentation you need to help you show it!



Solutions Guides



Instruction Manual



ConsoliDator+
Actual Size Poster



Real Application Setup Examples



How and Where to Sell the ConsoliDator+

How and Where to Sell the ConsoliDator+

- **WHO** do you look for?
- **WHERE** do you find them?
- **WHAT** are you providing?
- How do I **WIN** these opportunities?

Intelligent
Monitoring
& Control

WHO do you look for?

- Engineers
- I&C Technicians
- Maintenance Managers
- Project Planner/Managers
- Automation Specialists
- Plant Operators

These are the people you talk to already!



WHERE are the opportunities?

- In the plant!
- Replacing Older, Inferior Equipment
- New or Existing Systems
 - Tanks
 - Lift Stations
 - Sumps
 - Fill Stations
 - Influent/Effluent Flow...
- All Your Current Customers
- Cold Calls / Places You Have Never Been
- Anywhere there is a 4-20 mA Signal or flowmeters

You can create the need!



WHAT are you providing?



- **Convenient Process Information**
- Process Visibility
- All-in-One Solution
- Safety
- System Redundancies
- Process Control / Automation
- Faster Setup
- Alternatives to PLC/HMI, Bargraph Meters, Annunciator Panels, & Walls of Panel Meters
- Cost Savings

How do I **WIN** these opportunities?

LOOK for them at...

Water/Wastewater plants, refineries, engineering firms, panel shops, power plants, system integrators, chemical plants, paper mills, pipelines, tank farms, breweries/distilleries, skid manufacturing, asphalt plants... all your best customers!





Ways to Get the Consolidator+ in Front of Customers

Ways to Get the ConsoliDator+ in Front of Customers



50% OFF*
Normal Distributor Price

The PDD9000 ConsoliDator Demo

- Borrow one from Precision Digital
 - Agree to a video call to review.
 - Agree to show it to 10 good people in one week. Coworkers, engineers, plant technicians, etc...
 - You just pay the shipping. No other costs!
- Buy your own ConsoliDator+
 - Web meeting special!
 - *Now offering a price of \$1835 to anyone attending this web meeting and placing a PO before the end of October. That's 50% off the normal distributor price. It's yours to keep and use whenever you wish. Offer expires 10/31/20.

How to Get Your Own ConsoliDator+ Demo



- Visit predig.com/demos for price and details
- Call: (800) 343-1001 or (508) 655-7300
- Fax: (508) 655-8990
- Email: sales@predig.com

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Other Ways to Show
the ConsoliDator+

ConsoliDator+ Two-Sided Poster

Introducing The New

ConsoliDator+ Multivariable Controller

DISPLAY, CONTROL, & ALARM OF MULTIPLE 4-20 mA & PULSE INPUTS

- RACK-MOUNT or Field Mount
- Numeric & Graphical Color Display
- (20) Screens with up to Eight PWA Each
- Inputs & Outputs Modular Design
- Isolated 24 VDC Transceiver Power Supplies for Analog Inputs, 1600 mA Max
- RS-485 Modbus RTU Standard & Ethernet Modbus TCP/IP Options
- Operating Temperature Range: -40 to 60°C (-40 to 140°F)
- Up to (20) 4-20 mA Isolated Inputs, 20 to 100 Pulse Inputs
- Up to (20) 16 Amp Form C Relays (With Eight Analog or Pulse Inputs)
- Up to (20) Isolated 4-20 mA Outputs (With Eight Analog or Pulse Inputs)
- Pulse or Analog Input Flow Rate / Total Cost (500 Capacity)
- Multi-Pump Alternation Control or Simple On/Off Control
- ConsoliDator+ Configuration Software

Go to PREDIG.COM/PO9000 for more details.

New ConsoliDator+ OVERVIEW

The ConsoliDator+ is a multi-variable controller that is unique in its ability to monitor and control multiple pumps, tanks, and other process variables. It is designed for use in a wide range of applications, including water treatment, industrial process control, and building automation. The controller is highly flexible and can be configured to meet the specific needs of your application. It features a large, high-resolution color display that provides clear and concise information about the system's status. The controller is also highly reliable and can operate in a wide range of temperatures and humidity levels. For more information, visit www.predig.com.

CONTROL LEVEL IN MULTIPLE SUMPS with 1 ConsoliDator+

In this application, an owner has fully automated an industrial facility. The 20-line system from the manufacturer is installed in a control room. The ConsoliDator+ controller is the central component of the system. It monitors and controls the flow rate in multiple sumps. The system is highly reliable and can operate in a wide range of temperatures and humidity levels. For more information, visit www.predig.com.

ConsoliDator+ ACCESSORIES

These are several accessories available for the ConsoliDator+ controller. The rack-mounting kit allows the controller to be installed in a standard 19-inch rack. The power supply provides a stable and reliable power source for the controller. The communication module allows the controller to be connected to a network or other devices. For more information, visit www.predig.com.

ISOLATED & POWERED 4-20 mA INPUTS

The ConsoliDator+ has 20 isolated and powered 4-20 mA inputs. These inputs are designed to provide accurate and reliable measurements of flow rate, pressure, and other process variables. The inputs are isolated from each other and from the controller's power supply, ensuring that the measurements are not affected by noise or other electrical interference. For more information, visit www.predig.com.

MULTIPLE INPUTS, OUTPUTS, AND RELAYS

The ConsoliDator+ has 20 multiple inputs, outputs, and relays. These inputs and outputs are designed to provide accurate and reliable measurements of flow rate, pressure, and other process variables. The relays are used to control pumps, tanks, and other process variables. For more information, visit www.predig.com.

Go to PREDIG.COM/PO9000 for more details.

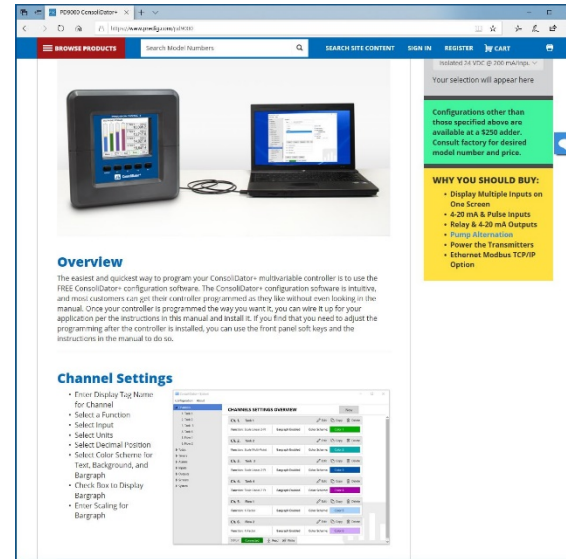
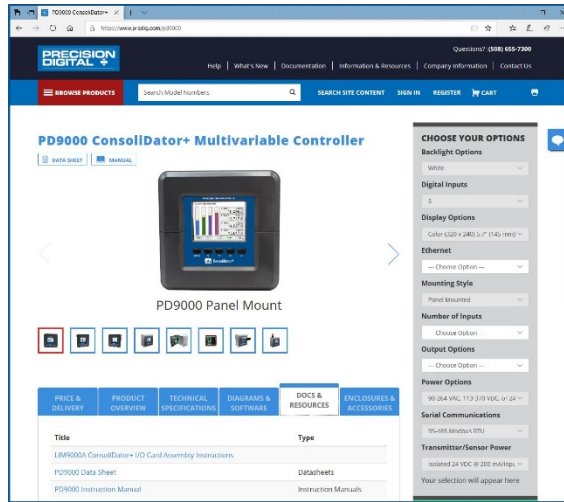
An impressive colorful, two-sided poster with an actual size ConsoliDator+ shown that is filled with information about features, specifications, and accessories. Hand one out to all your customers! Request copies in the chat, end of meeting survey, or online at www.predig.com in your distributor resource center.

4-20 mA Solutions Guide



A great leave-behind piece for every visit. The solutions guide is filled with lots of information on a variety application solutions and products that can be utilized for them including the ConsoliDator+. Request copies at predig.com/contact/literature.

Predig.com Website



Visit the ConsoliDator+ web page on predig.com. This will give you a complete overview of all the latest new features, specifications, software, and more. Direct all your customers to **predig.com/PD9000** so they can learn more about the ConsoliDator+ Multivariable Controller.

Dream Offer for Today's Salesperson



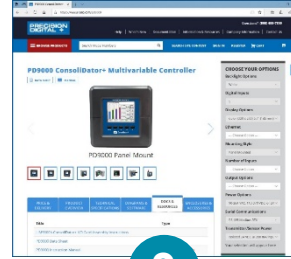
1

We bring our knowledge and products to your customer – Virtually!



2

We can set up the video call with GotoMeeting



3

We can bring the discussion topics, products, and answers



4

We can even call your customer and arrange the time

Do you have customers you want us to help you reach?

We will *literally* do all the work to help you make the sale!

Thank You



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