

Industrial Ethernet Switch Selection Guide

HARDWARE SELECTION GUIDANCE WITH SPECIFIC EVALUATION CRITERIA

MAKE INFORMED, FACT-BASED TECHNOLOGY SELECTIONS

No longer just a network accessory, the industrial Ethernet switch has evolved from its origins as a simple factory data acquisition device. Today, these switches serve a continually broadening spectrum of applications and end user industries.

This evolution includes industrial Ethernet cementing its position as a key platform in both automation and infrastructure architectures, including the core architectures embodied in the Industrial Internet of Things (IIoT), Industrie 4.0, and IT/OT convergence.

Escalating use in these and other segments continues to drive new product configurations, new supplier entries, and overall expansion beyond the traditional industrial base.

Potential switch buyers need a sound roadmap to guide them through the maze of new configuration options. ARC's *Industrial Ethernet Switch Selection Guide* is designed to help organizations make informed choices when selecting industrial Ethernet switches.

Extracted from ARC's most recent industrial Ethernet switch market update, and drawing on our years of industrial Ethernet switch market coverage, this guide will reduce your RFP development time and provide a sound foundation for expediting your product and supplier selection process.

For more information, please visit us at www.arcweb.com/technology-evaluation-and-selection

STRATEGIC ISSUES

The profile definition for an industrial Ethernet switch has the potential to evolve drastically over the coming years. This selection guide highlights key issues, such as:

- How best to evaluate both hardware and suppliers for support of your application and industry requirements?
- What tools and standards are available to address industrial security concerns?
- How will emergence of the Industrial Internet of Things, Industrie 4.0, and IT/OT convergence impact selection choices?
- Who are the leading suppliers and innovators by industry and application?
- Which suppliers have been acquired by who, and for what purpose?

GUIDE CONTENTS

EXECUTIVE SUMMARY

Major Trends
Industry Trends
Regional Trends

IE SWITCH ADOPTION STRATEGIES

Factors Contributing to Adoption
Factors Inhibiting Adoption
Strategies for Adoption

SCOPE

TECHNOLOGY AND SUPPLIER SELECTION CRITERIA

Key Criteria Analysis
Fact-based Selection Process
Consider Best Practices by Suppliers
Selection Process Tools Available
Selection Criteria Table

MARKET SHARES ANALYSIS

Market Shares by Region
North America
EMEA
Asia
Latin America
Market Shares by Industry
Aerospace & Defense
Automotive
Building Automation
Chemical
Electronics & Electrical
Electric Power Generation - Fossil

Electric Power Generation - Renewable
Electric Power Transmission & Distribution
Food & Beverage
Intelligent Transportation Systems
Machinery Manufacturing
Mining & Metals
Oil & Gas
Pulp & Paper
Pharmaceutical & Biotech

Semiconductors
Water & Wastewater

SUPPLIER PROFILES

Profiles for the major industrial Ethernet switch suppliers serving this market are included. Each profile concisely reviews the company's business, products, and services as it applies to industrial Ethernet switches.

Defining Characteristics of Industrial Ethernet Switches

DIN rail, rack mount, panel mount, embedded

Extended operating temperature range

Designed for passive cooling

Industrially rugged design, especially the case

Industrial connectors in addition to RJ45

Higher International Protection (IP) Rating

Redundant Components (Power Supplies, etc.)

Marketed via automation equipment channels

Support for industrial network protocols

Deployed at the network edge

Protection from Electromagnetic Interference (EMI)

