

PULSE™

FLUID MANAGEMENT

PULSE™ FLUID MANAGEMENT VS. MATRIX® TOTAL FLUID MANAGEMENT SYSTEM™

Transforming Fluid Management in the Modern Shop

This battlecard gives our sales and distributor teams a quick, easy-to-use reference guide when discussing our fluid management systems with customers, prospects and other stakeholders. We've addressed the key technology demands of fluid management in the modern shop – via a side-by-side chart that details how Matrix and Pulse compare in resolving them.

Why choose Pulse Fluid Management?

We recently redesigned the Matrix Total Fluid Management System – based on thousands of hours of testing and customer feedback – transforming it into Pulse Fluid Management. Now more than ever before, customers can know precisely what type of fluid and how much is used, where it goes, when it's dispensed and who's performing the work, so they can simplify operations, capture previously lost or unassigned costs and uncover hidden profits.

VALUE PROPOSITIONS

Matrix Total Fluid Management System

Matrix gives you control over your fluid inventory and service operations to help you reduce costs and increase your profitability.

Pulse Fluid Management

Pulse Fluid Management provides forward-thinking service operations with the insight, control and analytics to simplify decisions and drive profitability in the modern shop.

Why Pulse?

Access critical data easier from more places to simplify fluid management and decision-making in your shop.

	Solution	Matrix Total Fluid Management System	Pulse Fluid Management	Why Pulse?
Architecture	Hub Device	Software is deployed on Windows® to gain access to Matrix software.	Simply connect the Pulse Hub directly to your local network. <ul style="list-style-type: none"> • No PC. • No transceiver. • No software installations. • No Windows updates, firewalls or security concerns. 	Easier to set up and use, the self-contained Pulse Hub includes wireless receivers and software, so users can access monitoring and reporting tools from any network-connected device – including a PC, tablet or smartphone.
	Updates	Manual process to update each PC with Matrix software.	<ul style="list-style-type: none"> • Pulse automatically checks for updates. • Users receive alert when updates are available. 	Users no longer have to search for updates. They can install them quickly and easily without technical support.
	Extenders	<ul style="list-style-type: none"> • Transceivers wired to Matrix server. • Specialty RS422 cable or additional client PC required for larger installations. 	Simply add a Pulse Extender to maintain signal strength. For secondary buildings, the Remote Extender can use the shop's LAN to maintain a signal.	Use Pulse in larger shops, even in multiple buildings, without the added expense and hassle of hardwired connections.
	Mobile Accessibility	Access software only from dedicated PC(s) with Matrix software.	Access software from any network-connected device's web browser – including PCs, smartphones and tablets.	Stakeholders have faster access to important information from anywhere. No software installation and support required.
Dispense Meter	NFC Tag Reader	Users must enter PIN on meter keypad.	Flash an NFC tag to begin. PIN is tracked directly to the dispense meter and technician instantly.	Access work orders immediately to improve efficiency on the shop floor while reducing keying delays and errors.
	Order Entry	<ul style="list-style-type: none"> • Cumbersome and time-consuming work-order entry process. • Interface screen difficult to see in low or bright lighting. • Limited to 8-digit work order. 	<ul style="list-style-type: none"> • Enter work order and data quickly on the redesigned large and intuitive meter interface. • Improved contrast for low and high ambient light visibility plus improved resolution. • Supports up to 20-digit work order. 	<ul style="list-style-type: none"> • Users spend less time entering data and searching for work orders. • Churn through more jobs in less time, with fewer keying errors.
	Valve	<ul style="list-style-type: none"> • Service of valve requires training. 	<ul style="list-style-type: none"> • More robust design with longer-life seal. 	<ul style="list-style-type: none"> • Fewer costly replacements. • Easier to repair. • Long-lasting, superior performance.

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Dispense Meter (continued)	Programming	Meter has a 5-minute sleep timer and allows only 3 programmable presets.	Meter has a configurable sleep timer and up to 5 programmable named presets.	Set up meters based on your shop workflow.
	Flow Rate	<ul style="list-style-type: none"> • Standard-flow meter rated to 5 gpm. • High-flow meter rated to 14 gpm. 	<ul style="list-style-type: none"> • Standard-flow meter rated to 8 gpm. • High-flow meter rated to 18 gpm. 	Improved flow rate for low- or high-flow applications, enabling shops to accept more types of jobs and improve profitability.
	Battery Mounting	Battery compartment exposed.	Batteries mounted inside the bezel for protection and sealing.	Compact, integrated design promotes customer satisfaction.
PAC	Automatic Network Connection	Manually set the network and transceiver IDs.	No need to define network or transceiver IDs.	System can be set up quickly, reducing installation time.
	Design/ Mounting	Difficult to mount on wall.	Slimmer and easier to install on pump and remotely on wall.	Designed to fit in a wider range of locations with small-form-factor and versatile mounting bracket.
Tank Level Monitor	Compatible Tank Shapes	Vertical, cylinder and obround tanks.	Compatible with almost any size or shape of tank.	User can monitor fluids in more types of applications.
	Environmental	Difficult-to-install gasket.	Battery compartment completely sealed to prevent exposure to electronics.	<ul style="list-style-type: none"> • Seal remains intact. • Electronics are not exposed to harsh elements. • Fewer replacements and delays.
	Automatic Network Connection	Manually set the network and transceiver IDs with dip switches.	No need to define network or transceiver IDs.	System can be set up quickly, reducing installation time.

	Solution	Matrix Total Fluid Management System	Pulse Fluid Management	Why Pulse?
Software	Language	Supports English, Spanish, French, German, Polish and Italian.	Supports English, Spanish, French, German and Italian – as well as Russian, Portuguese, Polish and Chinese.	<ul style="list-style-type: none"> Complements global expansion into new regions. Supports regional installations for customers in 9 languages.
	Advanced Reporting	Manual reports for history and automatic reports for tank level.	<ul style="list-style-type: none"> More dispense, volume and consolidated usage reports and charts. Easy to understand. All reports available automatically. 	Charting capability and enhanced reporting gives key stakeholders more details for more-informed decisions.
	Diagnostic Tools	Diagnostics not readily available for users.	Improved log files and new diagnostic tools are easily accessible.	Users can diagnose issues and troubleshoot quickly to resume dispensing.
	HTML Interface	<ul style="list-style-type: none"> Dependent on computer and server hardware. OS, application and hardware updates can impact performance. 	HTML interface via popular web browsers.	<ul style="list-style-type: none"> Accessible from any web browser, including from your network-connected computer, tablet or smartphone. More mobility and versatility to monitor performance from any location at any time. No dedicated computer needed.
	Alerts	Alerts available only for a subset of alert conditions.	Customize alerts to share specific information with select audiences via email or software notifications.	Ensure key stakeholders have critical information quickly to take proactive action and make informed decisions.
	Interface Design	Legacy interface has not changed in almost 10 years.	New design is clean and intuitive.	Users can access important information quickly via the new simplified and more intuitive design.

► **QUESTIONS?** Please contact your Graco representative for more information.