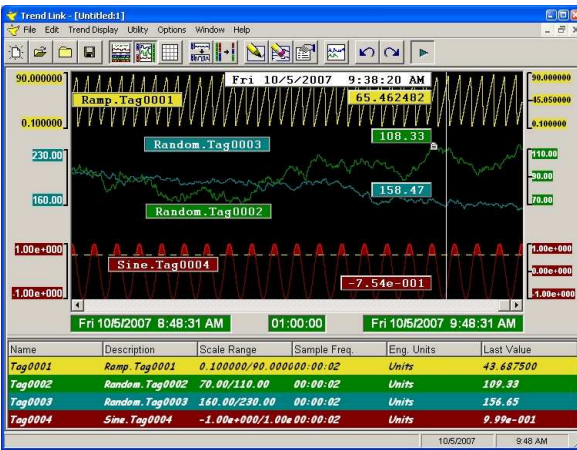




# Top Reasons to Choose Canary over All Other Historians



*"As a trending tool, we like the flexibility in how it's configured and the ease of use. Users can drag and drop to add trends to the chart and save charts for later recall. The speed is a big plus, allowing users to quickly scan and find historical data they want to see. Users can access overview charts and then quickly drill down to see detailed data. The biggest advantage is the ease of use. The user doesn't have to be a genius to figure things out."*

- Delaware City Refinery

## The Canary Advantage

- Reliability
- Performance
- No Loss of Data
- Features
- Ease of Use
- Low Cost
- Extensible
- Customer Support

## 1. No Loss of Data

At Canary, we believe your data is your data - *period*. That's why we never discard any of YOUR data and then talk about why you should like compression algorithms that do throw data away. Other historians "compress" their archive which creates gaps or voids in your time series data resulting in the loss of time, value and quality parameters (TVQs) vs. the Canary method of storing all data. To reduce the impact on storage space we use intelligent engineering techniques, but we never get rid of any TVQs!

## 2. The BEST Trend Viewer on the Market – BAR NONE

It starts with presentation of data that is easy to understand. This idea sounds like it should be easy to accomplish, but in reality it is quite difficult. By working together with our customers we have established the following principles of data presentation:

- Data must be accurate and reliable.
- Requested data must be presented as fast as possible. The user's time is very valuable, don't make them wait!
- Software must be responsive to the user at all times. A user should never be "locked out" while the program "computes" data.
- Charts must show real-time data along with the historical data.
- Screen real-estate is premium space so use it effectively.
- Users should have flexibility in arranging the display layout and formatting.
- The user interface must follow standard conventions. It must be simple, obvious and easy to learn.
- Users should not be required to press a refresh button to see accurate data after changing a display setting.

## 3. Reliability

Solid, reliable software - it just works. Our software is so reliable and consistent - you might ask, "why do I need the expensive maintenance contract other vendors are hitting me up with?" Canary software has a long life and proven history of reliability; some of our oldest systems have been running for more than 15 years, which is more than a century in "computer years".

## 4. Performance

We think fast is important for scalable applications. Our products are designed from the top to the bottom to gather, store and display times series or process data. The Enterprise Historian stores large volumes of process data fast and our Trend Link viewer shows the trends to the user quickly. When running on a typical server class computer, we support over 3.6 million TVQs per second for logging and about 9 million TVQs per second for retrieval. That's fast!

Canary's approach does not try to "pump up" a general purpose database and then "shoe horn" the data into it. Relational databases were not designed to handle the 24/7 data loads that occur in process monitoring. Generally speaking, our Historian is at least 10 (or more) times faster than any general-purpose database for these applications.

**10,000 Implementations in over 24 Countries, and growing.**  
[www.canarylabs.com](http://www.canarylabs.com) Sales 814.793.3770



## 5. Extensive Customer Base

Since our founding in 1985, we have accumulated over 10,000 implementations in over 24 Countries. We are proud to have passionate customers such as Canadian Forest Products, Kinder Morgan, PXP, City of Boca Raton Water, Pactiv, Valero Energy, BP and Merck ... to name a few.

## 6. Ease of Use

Our software is EASY to install, setup and use. The installation of the product takes only a few minutes. It's easy to setup and configure data collection and retrieval. Step by step instructions are provided that illustrate how to browse and select the tags to log and how to perform data retrieval and analysis ... just click and go. It simply does what you expect and gives you access to powerful tools without getting in the way.

## 7. Lower Cost, Lower Cost of Maintenance, Lower Cost of Total Ownership

Do we need to say more? Unless you like spending more money for less functionality! In today's competitive global market, you need an edge to stay ahead. One important aspect is to make Data Driven Decisions that are right on target. We have many customers telling us that they need relief from expensive historians and maintenance contracts from their current vendors. We have even developed an "Upgrade to Canary" program for these users. The Canary Labs Historian is faster to get up and running, less costly to maintain and support, and less expensive to purchase and own. It's a Win-Win-Win!

## 8. Great Extensibility

We have so much built-in capability you might never need to extend your application. But just in case, our InfoLink product has built-in C# scripting to let you do exactly what you want. Other competing historian and trending products tend to have older scripting languages or in some cases none at all!

## 9. Cooler Sounding Name (and Story)

Come on! Why put your data in a product that sounds like a dessert? When we founded our company in 1985 it was based on keeping an accurate and complete record of what was happening with our customer's process and other information. We wanted to provide an early "alert" to things going awry, just like the faithful canary bird would for folks working hard in the mines long ago. For over 20 years, our products have provided the foundation of data that you need to perform analysis and to be alerted to "out of the normal" conditions.

## 10. The Technology Leader

We don't believe in technology for its own sake, but we do think market leaders should employ the best technology available to deliver benefits to their customers. Some examples include our superior and full OPC compliance. Our leading capabilities include providing OPC HDA support, VMware support, Microsoft Vista support, support for Windows 64 bit Operating Systems, C# scripting and much more.

## 11. Focus on Customer Support

Historians are the one-thing we do. This singular focus enables and drives us to provide outstanding customer support and service. Outstanding support is always one of the top reasons our customers tell us that they have picked us. We always respond with knowledgeable historian and trending support. You don't get the run around (that's not my department), you don't get someone that doesn't know the topic and you don't get off-shored!

## 12. No Loss of Data

Ok, we admit it, we're repeating #1, but we think it is that important. At Canary, we believe your data is your data – *period*. That's why we never discard any of YOUR data and then talk about why you should like compression algorithms that do throw data away.

With reasons like these, you owe it to yourself to check us out!  
Prove it to yourself by contacting Canary Labs and "test drive" our software.

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