

TROLEXX

**ONE LIFE.
PROTECT IT.**



XKD1+

COMPETITOR

ANALYSIS

It's important to note that we do not view the following products/companies as direct competitors to the **XKD1+**.

We are positioning **XKD1+** as an easy-to-use, low maintenance, truly wearable, reliable and accurate personal dust monitor – more like a PPE product as opposed to a high-maintenance particulate detector or analyser.

However, it is inevitable that the **XKD1+** will sometimes be compared to the only products currently available in the market, and there will be some applications and tenders in which we do come into competition with these products, so knowing their critical and comparative weaknesses is important. Where relevant we've listed any strengths compared to **XKD1+**, though in truth they're hard to find.

Comparative subjects

We've focused on 6 areas of comparison.

- 1) Size
- 2) Weight
- 3) Simplicity
- 4) Daily maintenance (abbreviated as 'DM')
- 5) Long-term maintenance (abbreviated as 'LTM')
- 6) Cost

Summary

- Competitor units in general are about 2 to 3 times bigger than **XKD1+** and anywhere between 4 and 10 times heavier.
- **XKD1+** is a self-contained unit with no required spare parts. Most competitor units deploy in multiple parts and have up to 20 accessories required for full function.
- Typical competitor product maintenance will require daily calibration, cleaning and set-up, which can take around an hour and then regular weekly, monthly or quarterly full maintenance cycles. Most competitor units require an annual return-to-base service. By contrast, **XKD1+** requires only a 5-second automatic daily self-test and a compliance test every 3 months that can be done in 2 minutes. No return-to-base service is required.
- **XKD1+** is around 25% of the purchase price of most competitor units, and will offer a similar level of discount on costs-of-ownership.

Companies / Products included

We have included the following companies/products based on their profile in the international market. We may add other companies/models in due course.



Product	Size (mm)	Weight (g)	Simplicity	DM	LTM	Cost
XXD1⁺ 	112 x 64 x 25	170	Single button / unit	5 seconds (auto)	2 minutes / month	£949
TSI SidePak AM520/520i 	130 x 94 x 78	620	Circa 20 parts	30 minutes	2 to 3 hours / month Annual return-to-base	£3,200
SKC HAZ-DUST IV 	229 x 89 x 64	1,400	Circa 20 parts	1 hour	2 to 3 hours / month Annual return-to-base	£6,000
Casella Apex 2 	112 x 37 x 102	490	Circa 10 parts	20 minutes	2 to 3 hours / month Annual return-to-base	£1,400
Nanozen DustCount 9000 	130 x 100 x 50	500	Circa 10 parts	1 hour	2 to 4 hours / month Annual return-to-base	£3,500
TM Data II 	201 x 101 x 51	600	Circa 10 parts	1 hour	2 to 3 hours / month Regular return-to-base	£3,500
Thermo Scientific PDR 1500 	181 x 143 x 84	1,200	24 parts	1 hour	2 to 3 hours / month Annual return-to-base	£4,000

At Trolex, we save lives.

We believe that no person should risk their life to earn a living.

We aim to become the world's leading name in health and safety technology through pioneering products that provide real-world benefits to our customers whenever workers operate in hazardous environments.

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