VERDIGRIS

7 Ways Verdigris Helps You

Avoid Vendor Lock-In Risks

Don't stifle innovation, limit flexibility, and risk costly transitions.

You need to stay competitive and adaptable in today's rapidly changing, technology-driven market. Here are seven ways Verdigris helps you avoid the traditional trappings of vendor lock-in.

	Verdigris	Traditional Solutions
1. Service Quality & Support Ensure consistent, top-tier service, support, and reliability.	• Continuous, over-the-air updates • Real-time diagnostics • Remote support	• On-site service calls • Scheduled updates • Additional costs for upgrades
2. Innovation and Agility Be ready to adapt quickly and stay competitive.	• Continuous innovation with a strong emphasis on customer feedback • Rapid deployment of new features with over-the-air software updates	• Slower innovation cycles, leading to higher risk of service disruption • Slower adoption, reliance on hardware updates, more rigid service models
3. Flexibility and Control Ensure your infrastructure aligns with your evolving needs.	• Infrastructure-agnostic • Self-serve remote device management (IoT governance)	• Service representative-driven business model • Limited self-service options
4. Costs Avoid unexpected price hikes and costly transitions.	• Software-defined models • Transparent data policies • More stable, predictable pricing • Lower TCO	• Service-defined models • Opaque data policies • High price instability • Significant transition costs
5. Data Portability Access and move your data freely, without the usual hurdles.	• Open data architecture • Open data format (csv, json)	• Proprietary formats • Costly data export and complex migration
6. Interoperability Connect across systems and avoid the inefficiencies of siloed data.	• Seamless interoperability • Open API • BACnet / Modbus standards	• Limited integration capabilities • Siloed data and inefficiencies
7. Long-Term Implications Future-proof your technology so it can evolve with your business.	• Flexible, future-proof architecture	• Locked into long-term contracts with limited flexibility to adapt