Up to two questions “Funnel the Spec” to one product type.

Start at the top, follow the path down, end on the recommendation. Designed for distributors to send a customer ahead of a quote call.

QUESTION 1

Do you need rotary motion the air can drive, or precision positioning the air can't?

ROTARY MOTION · TWO-POSITION BOUNDED ANGULAR TRAVEL

PRECISION POSITIONING · MULTI-POSITION OR PROFILED MOTION

QUESTION 2B

Replacing an existing pneumatic cylinder, or designing a new servo build?

IF DROP-IN RETROFIT OF AN EXISTING CYLINDER INSTALL

RECOMMEND

Electric Actuator (SMC LEY)

SMC LEY drops in on the existing cylinder mounting at the same stroke length: no machine rework. Air-loss savings pay back the capex in 18-36 months on multi-shift duty. Lead the conversation here.

IF NEW MACHINE · CLEAN-SHEET SERVO DESIGN

RECOMMEND

Electric Actuator (SMC LEY + LEC controller)

Full servo system: actuator, LEC controller, power supply, fieldbus to PLC. Spec'd around closed-loop positioning, programmable profiles, and multi-axis coordination. Higher capex but right architecture for precision automation from the start.

This category sits on top of the explicit **Electric Actuator Migration Sub-System** story (per IA Model §Layer 6). The pneumatic-rotary vs electric-servo choice isn't a tie; it's a hand-off; pneumatic rotary is the right answer for bounded two-position rotation, and electric is the right answer for everything more complicated than that. The retrofit conversation (SMC LEY drop-in) is the door-opener for customers on existing cylinder installs who are tired of paying for compressed air the actuator only uses 10% of the time.

“Pneumatic rotary is the cheap, reliable answer for two-position work. Electric is the migration path for everything that needs more than two

positions: and it pays back faster than most customers expect."