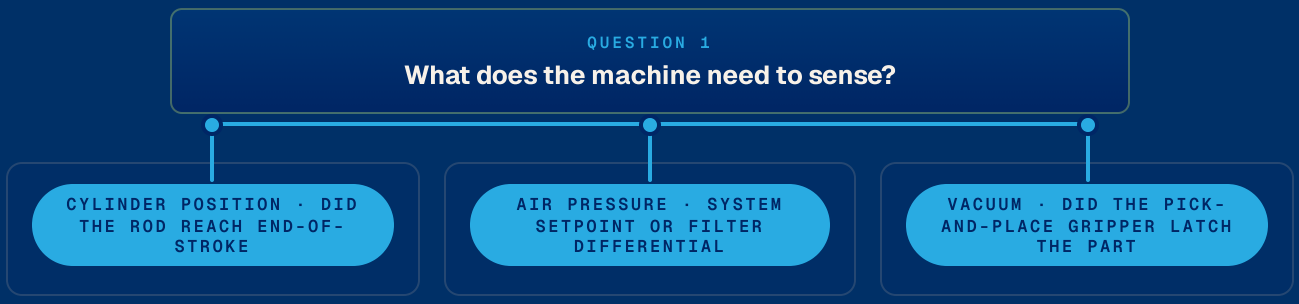
One question, three options “Funnel the Spec” to one product type.

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



The root question: **what physical variable does the machine need to confirm**; picks the device cleanly; the three don't substitute for one another. The call that actually breaks at commissioning is electrical, and it's the same for all three: **match the output type to the PLC input card** (PNP vs. NPN, switched vs. analog vs. IO-Link, and the supply voltage). Pull the input card spec before quoting any sensor on this page.