One question, one option “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

Does the machine need diagnostics, fieldbus, or electronic pressure control?

PLC SIGNAL · DIAGNOSTICS, FIELDBUS, IIOT SCOPE

IO-Link is the pivot question on every modern machine quote. If the customer is moving toward predictive maintenance, MES integration, or smart-factory diagnostics, the directional-control answer is an IO-Link terminal: and that single choice cascades the rest of the spec. The terminal hosts IO-Link pressure switches, vacuum switches, and position sensors on the same gateway, so the manifold conversation expands into a sensor conversation. If the customer isn't there yet, quote the standardized sub-base manifold today (SMC SY or AIGNEP 01V on ISO 5599 / 15407) and the IO-Link upgrade path as a swap-the-gateway-module future option: same physical valves, same base, same mounting. Most customers buy the standard manifold first on wiring-savings alone, then upgrade to IO-Link 1-3 years later when the smart-factory budget lands.