2 inputs determine the right valve terminals & regulator.

A distributor-facing pre-quote checklist. If the customer answers most of these at the first call, the second call is the quote.

01

Is the plant doing, or planning, predictive maintenance, MES integration, or smart-factory diagnostics?

The IO-Link pivot question. **Yes = IO-Link terminal, full diagnostic package, fieldbus gateway matched to the PLC's network protocol** (EtherNet/IP for Allen-Bradley / Rockwell; PROFINET for Siemens; EtherCAT for motion-heavy machines). No, but they want to reduce wire count = IO-Link sold on wiring savings, diagnostics as latent value. Neither = standard sub-base manifold with the IO-Link upgrade path mentioned as future option.

02

What's the fieldbus protocol on the PLC network?

Only matters if the answer to the IO-Link question is yes: but then it matters absolutely. **The gateway is firmware-locked to one protocol** (EtherNet/IP, PROFINET, EtherCAT, DeviceNet, Modbus TCP). A PROFINET unit cannot be reconfigured to EtherNet/IP in the field. Get the protocol confirmation in writing from the customer's controls engineer: do not infer from the PLC brand alone (Rockwell plants sometimes have legacy PROFINET lines).