

A quick self-check for anyone evaluating SCADA, historian, or industrial data platforms in light of the shifting market.



The industrial software market is consolidating around a single idea: whoever owns the data layer beneath your operations will define what's possible for the next decade. Before you sign your next platform agreement, it's worth pressure-testing your vendor — and your own roadmap — against a few strategic questions.

1 Who owns your data layer five years from now?

Applications change. Dashboards get redesigned. But the data foundation underneath is what determines whether your next AI investment actually works. Ask your vendor where that foundation lives — and whether they control it, or are renting it from someone else.

2 If your systems don't talk to each other today, is that a roadmap item or a research project?

"We're working on integration" can mean two very different things. One is a near-term deliverable. The other is a permanent state of custom consultants and one-off bridges. Get specific about timelines.



3 Can your current setup actually support agentic AI — or just dashboards?

There's a real difference between software that tells you a pump might fail and software that checks inventory, orders the part, and books the technician on its own. Ask what's required — technically and organizationally — to move from the first to the second.

4 How much of your team's time goes into piecing information together vs. acting on it?

If the honest answer is "most of it," that's not a people problem — it's a data architecture problem. Worth naming explicitly before evaluating any new tool.

5 Is your vendor investing in the foundation, or just the features?

Feature roadmaps are easy to promise. Sustained investment in the underlying data infrastructure is harder to fake — and it's the better predictor of who'll still be solving your problems in 2030.

Not sure how your current setup stacks up? Speak to our team to find out.

Contact us

