

Is proprietary security limiting your market growth?

Device manufacturers face hidden costs from lock-in.

The challenge

Proprietary security systems divert engineering resources while creating customer friction that actually reduces market appeal.

The solution

TEIA's open standards reduce development costs, expand market access, and position devices for ecosystem participation.

4 key steps to break vendor lock-in



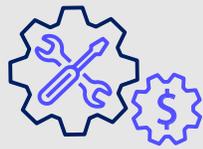
1. Assess engineering resource allocation

Are you diverting 6%+ of IT budgets to security outside your core competencies?



2. Evaluate market access impact

Do utilities screen your devices for vendor lock-in during procurement decisions?



3. Calculate maintenance cost burden

Are proprietary security stacks requiring continuous updates throughout decade-long product lifecycles?



4. Review ecosystem participation readiness

Can your devices integrate seamlessly into virtual power plants and demand response programs?

Transform your position with TEIA's open interoperability standards today.

[Learn more](#)

