

THE AI COMPARISON

'Can't I Just Use ChatGPT?'

We get it. General AI is powerful. But here's what it can't do for your security business.

CATEGORY	GENERAL AI (CHATGPT, CLAUDE, ETC.)	DESIGN RIGHT AI
Product Database	✗ No product database. Hallucinates model numbers, invents specs	✓ 195K+ verified products with real distributor pricing
Pricing	✗ Can't access distributor pricing. Makes up numbers	✓ Real-time MCP pricing from Panduit, Leviton, CommScope, Corning, Belden
NDAA Compliance	✗ May recommend banned manufacturers (Hikvision, Dahua) without warning	✓ Every product flagged for NDAA 889. Banned manufacturers auto-filtered
Compliance Frameworks	✗ General knowledge, may be outdated. No citations	✓ 25 frameworks with specific citations, auto-applied per project
BOM Generation	✗ Text-only lists. No quantities, no pricing, no formatting	✓ Complete BOMs with quantities, unit pricing, labor, tax, margin
Bid Package Analysis	✗ Can't read drawings, limited PDF parsing, no addenda tracking	✓ 6 AI agents parse specs, drawings, device counts, addenda in 90 min
Camera Design	✗ No map integration, no field-of-view, no site awareness	✓ AI placement on satellite imagery with FOV visualization
Proposals	✗ Generic text output. No branding, no e-signatures	✓ Branded PDFs with SOW, BOM, pricing, compliance docs, e-signatures
Revisions	✗ Start over each conversation. No memory of your project	✓ "Add 5 cameras" updates BOM, SOW, and pricing instantly
Multi-Trade	✗ No understanding of shared infrastructure, cable paths, or rack space	✓ Unified Security + AV + IT + Fire with shared infrastructure calculations
Pipeline Tracking	✗ No deal tracking whatsoever	✓ Visual Kanban with pipeline value and win-rate analytics
Team Collaboration	✗ Single-user chat. No shared workspace	✓ Multi-user platform with role-based access

⚠ The Real Risk

When ChatGPT recommends a Hikvision camera for a federal project, there's no compliance flag. No NDAA warning. No liability protection. One wrong recommendation can cost you the contract — and your reputation.

✓ Best of Both Worlds

Design Right AI uses AI (including large language models) under the hood — but with guardrails. Every recommendation is backed by real product data, verified pricing, and compliance checks. You get AI speed with industry accuracy.

See the Difference Live at Booth 8122

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