

ENGINEERING TOMORROW

Welcome to Danfoss Heating

### **Grow your business** and discover the value of working **with one partner**



### Working together to beat the toughest challenges

**Danfoss Heating covers far** more than you may think. With the industry's leading range of products, application expertise, technical knowledge and project experience, there is not limit to what we can achieve together.

The commercial environment for successfully realizing heating projects has never been more competitive than it is today.

#### **Energy efficiency**

Increasing political focus on energy efficiency, use of renewable resources, and reducing emission levels has led to even tighter regulations.

#### Higher demands from building owners

At the same time, owners and end-users are demanding increased comfort while expecting lower energy bills.

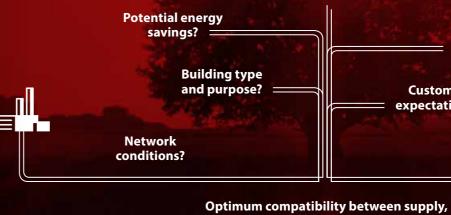
#### **Return on investment**

Added to that are the commercial pressures of achieving a rapid return on investment, which means that renovations and new buildings need to be operational faster than ever before.

Against this background, we can provide you with a decisive competitive and commercial advantage. From the earliest tendering stages to technical specification, commissioning, and after-sales support, we offer you an unrivalled level of expertise under one roof.



Which application solution do you need to achieve client satisfaction?





### Huge business potential in choosing integrated solutions

The current mega-trend in reducing energy use and creating more sustainable national infrastructures is opening up enormous commercial opportunities. From single domestic new builds to major renovations of former industrial sites, every project offers potential for innovative heating solutions.

The key to exploiting these opportunities is having a partner at your side with the expertise, integrated solutions and sheer scale to enable you to react quickly.

#### Millions of apartments worldwide

are renovated every year. Improved heating and cooling systems, insulation on roofs and facades, new windows and doors can reduce the energy requirements of an apartment building by up to 83%. Achieving

**Total cost** of ownership?

Customer expectations?

> Integration of renewable energy sources?

distribution, control, and comfort?

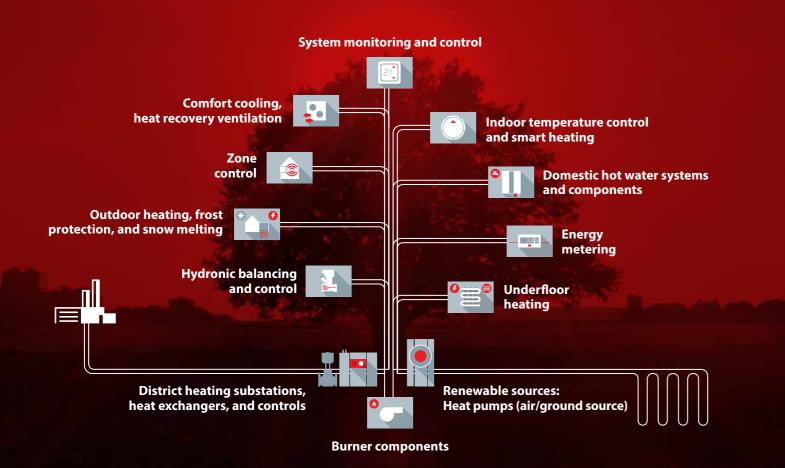
energy savings of this scale – including potentially integrating renewable energy sources – requires innovative integrated energy concepts for both renovations and new buildings.

Source: DENA/The German Energy Agency

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### You tell us what you need. Our application expertise and product portfolio make it a reality

Heating and cooling systems in a building are like a tree. The system applications are connected from the deepest root to the tip of the smallest leaf.





### www.heating.danfoss.com/products

You can find all the information you need about our comprehensive range of components and complete systems on our website. We have individual products to suit the precise requirements of every scale of project, from a small domestic installation to the largest commercial construction.

Discover the benefits of having Danfoss as your single provider.

## Your application or building type is key to our recommendations

Drawing on decades of experience and the industry's most comprehensive product portfolio, we design individually integrated solutions for every single project. We can also support you during the design, specification, and documentation stages, as well as providing ongoing technical support after commissioning. **All from a single partner.** 



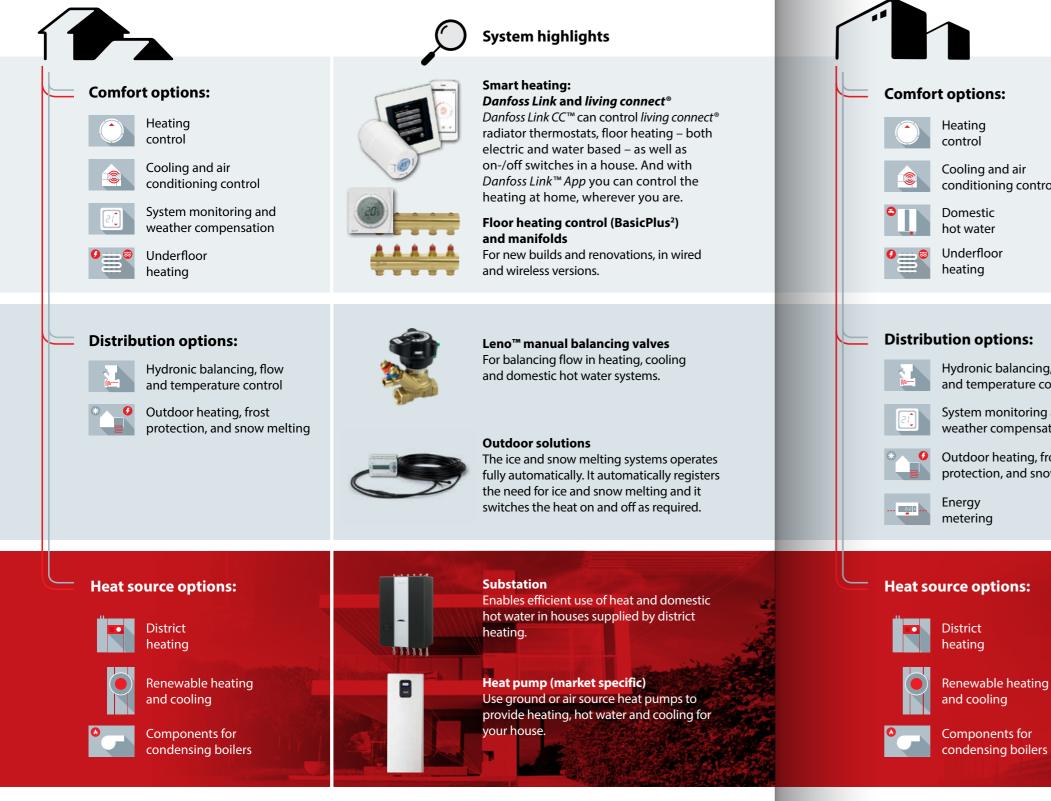
### Residential multi-family building applications

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District energy network applications

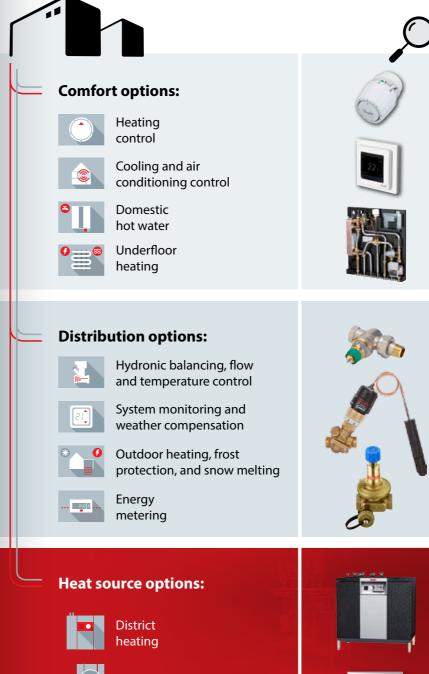
### **Residential 1-2 family house applications**

Whether client, homeowner, or building user, everyone benefits from increased comfort with reduced energy consumption. Our complete portfolio of residential heating component and systems allows you to integrate the right mix of energy-efficient products within the heating system. Designed to work seamlessly together, they create both comfort and economic value.



### **Residential multi-family building applications**

Danfoss aims to bring the full benefits of efficient heating systems to everyone involved in apartment block living. This means achieving better return on investment, lower overall costs, greater comfort and safety, and reduced environmental impact. Multiple application design options are available for all types of projects, from renovations to new builds.



### System highlights

**RA self-acting radiator thermostats** With TELL certificate for high energy efficiency and comfort.

#### **ECtemp™ Touch**

Intelligent floor heating control, designed to provide optimum comfort, exactly when and where you need it.

#### **EvoFlat™** stations

For efficient heat distribution and hygienic safe production of domestic hot-water in new buildings.

#### Dynamic or automatic balancing valves

Fitted in one-or two-pipe radiator heating systems in renovation projects, for balanced flow, improved indoor temperatures and energy efficiency.

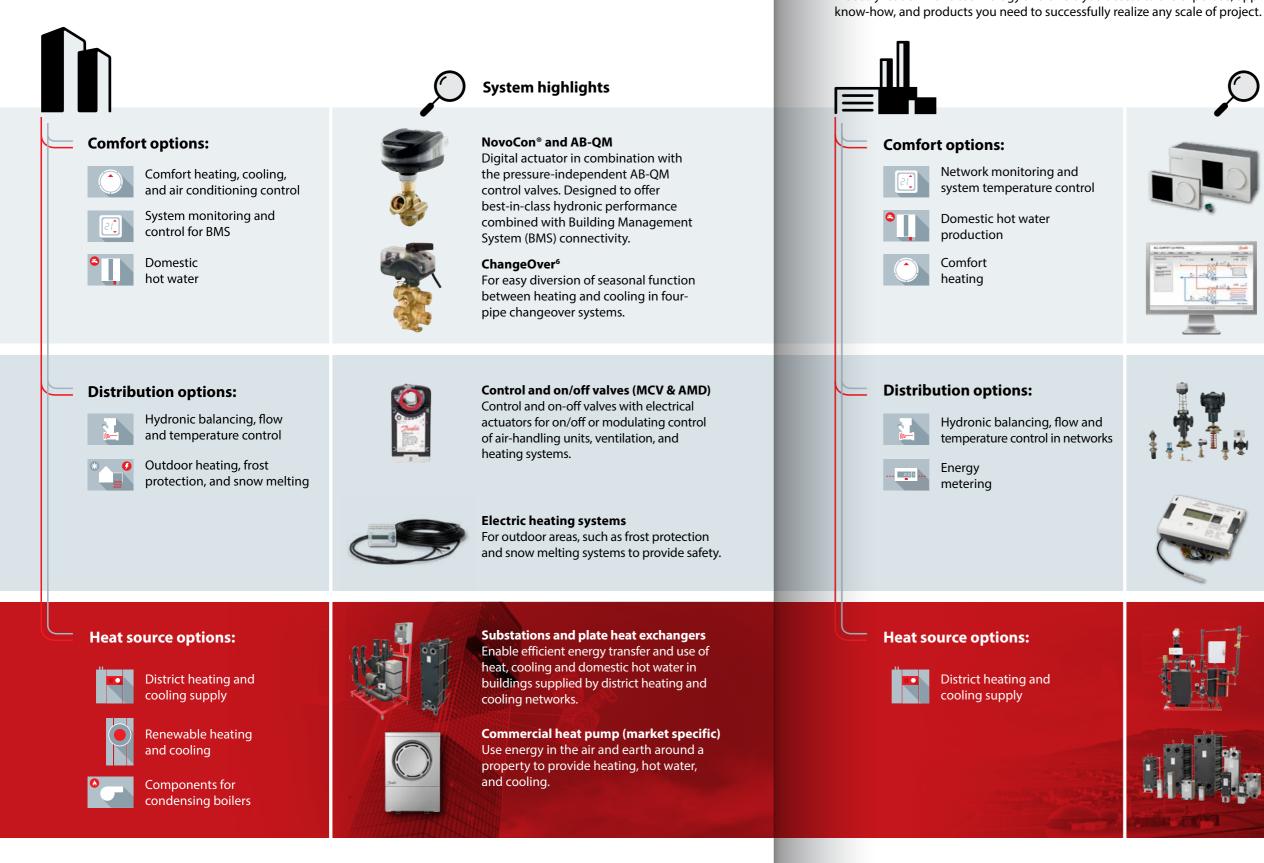
Substation Enables efficient use of heat and domestic hot water in buildings supplied by district heating.



Heat pump (market specific) Use energy in the air around a property to provide heating and hot water for your building.

### **Commercial building applications**

From offices, hotels, and public buildings to supermarkets and industrial facilities, commercial buildings serve a vast array of purposes. What they all share in common is the need for their HVAC systems to be specified and designed to be as efficient, versatile and economical as possible. Here are just some of our many specialist products for achieving optimum comfort, efficiency and economy.



### **Quarters heating and district** energy network applications

District heating and cooling is the ideal option for economically viable, climate-friendly heating and cooling of buildings in urban areas and city districts. Danfoss is the industry leader in this technology and offers you access to the expertise, application





Electronic ECL Comfort controllers For temperature and weather compensation, ensuring comfort and convenience for heating, cooling and domestic hot water systems.



### ECL Portal

The effective turnkey SCADA tool for service personnel to streamline service, commissioning, maintenance and control tasks of the heating system.



Self-acting pressure, flow and temperature controllers Secure, safe and reliable operation of heating systems.



Ultrasonic SONOMETER<sup>™</sup> energy meters Guarantee highly accurate and reliable measurement of energy consumption and performance of any heating, district heating or cooling system.



Substation and DHW systems Enables efficient use of heat and domestic hot water in buildings supplied by district heating networks in cities of any size.



Plate heat exchangers For efficient transfer of heat or cooling water to buildings connected to district energy networks.

# **Dedicated support center resources**

# One-point of access to:



### Expert knowledge and support to devise the optimum solution to your challenges.

- Comprehensive commercial and technical consultancy at all levels:
- Sales engineers, product and application experts
- Design support centers
- Application expertise based on recommended application designs
- Proof-of-concept: application designs are supported by references and case studies from various markets, enabling you to evaluate total cost of ownership (OPEX, CAPEX) based on actual projects



### **Unique solution based** on experience: innovative systems and components.

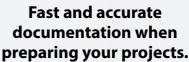
Industry novelty examples:

- Thermostatic radiator valves
- Smart heating: Danfoss Link<sup>™</sup> App
- Dynamic Valve<sup>™</sup>
- NovoCon<sup>®</sup> and AB-QM
- MicroPlate<sup>™</sup> heat exchangers





Efficient services to support the successful completion of your project.



- Easy ordering via eCommerce platform (market-specific)
- Just-in-time deliveries according to project phases
- Track-and-trace for your shipments
- Complete product documentation from a single supplier
- Efficient quality testing and customer claim handling processes
- Service support related to installation, commissioning, warranty, and repair (marketspecific)









## All from one partner

## Danfoss Heating

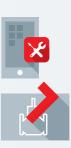


Technical documentation of multiple types

Complete product information and data for ordering

Catalogs and price lists

Tender text







Software, dimensioning and selection tools

2D/3D drawings for project documentation

Application design, product specification examples

Training material, FAQ, and "how-to" guides

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### **Discover the benefits** at www.heating.danfoss.com

Our website offers you a comprehensive range of support resources. These tools will help you identify and select the most suitable products for all your projects, check dimensions and specifications, and make your job on site easier. You can also access the latest technical knowledge, explore different case stories, watch training films, **and much more.** 

### What you will find:



#### Documentation

Our comprehensive collection of commercial and technical documentation will help you explain our products and solutions to your customers and identify the best products for specific projects.

You will find a wide range of useful and informative leaflets, case stories, technical datasheets, and instructions.



#### Tools

Videos and educational animations help build your knowledge of our products and the technologies behind them. Calculation tools and software help you prepare the on-site commissioning process.



#### **Social media**

Follow us on social media. For example you will find all our videos on our YouTube channel at www.youtube.com/DanfossHeating.

Danfoss quality management system certifications:			
✓ ISO9001	✓ ISO14001	✓ PED	✓ TS 16949 compliant
We also comply with all EU directives and product approvals			

### **Danfoss A/S** $\cdot$ Heating Segment $\cdot$ 6430 Nordborg $\cdot$ Denmark

Tel.: +45 74 88 22 22 · Email: heating@danfoss.com · www.heating.danfoss.com

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