CHILLVENTA

Chillventa Specialist Forums 2022
Chillventa Fachforen 2022

CONNECTING
EXPERTS.

Danfoss' leadership in delivering IoT solutions for Food Service & Food&Beverage markets

Michela Michielan – Sales Driver CR

ENGINEERING
TOMORROW

Strong Domain knowledge

15,000 connected supermarkets

300,000+ connected shops through equipment

1 Million connected equipment

1.6 Million alarms processed monthly

10+ Services available

Alsense™

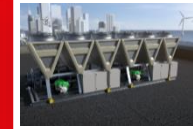Microsoft Azure
PostgreSQL
Microsoft Power BI

Food Retail

Commercial Refrigeration

Food Service

HVAC

IoT SERVICES ECOSYSTEM

Asset Performance

Operational Efficiency

Energy Efficiency

Sales And Marketing Performances

Temperature Management

Alarm Management

HACCP
Haccp Certifications

Logistic

Cold Chain

Energy Management

Sales Management

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Heterogeneus equipment, one IoT platform

Food Service & Food&Beverage applications > **Connected Solutions** > **Cloud Portal** > **Productivity**
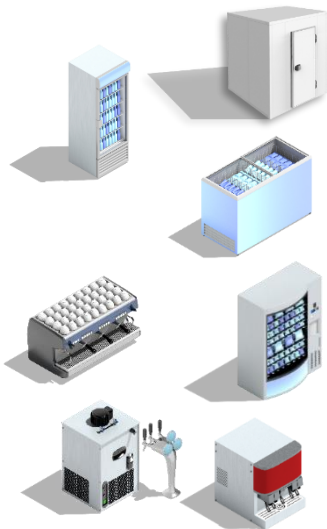
Food Service & Food&Beverage applications	Connected Solutions	Cloud Portal	Productivity
Cold room		**Equipment control**	**Operators**
Bottle/can cooler			Call center / Support service
Ice cream freezer	**IoT Enablers**	**Service monitoring**	Technical center / Maintenance
Vending machine			Equipment logistics
Draft beer dispenser	**XG/LTE Bluetooth WiFi**	**Sales / Inventory management**	OEMs
Soft drink dispenser			Sales / Supply chain
Espresso coffee machine	**Equipment Controllers**	**Consumer engagement**	Sales / marketing managers / Decision makers
			POS worker and consumer

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Connectivity: Always-on solution

- Our IoT solutions support a wide range of technologies:
  2G, 4G, LTE-M, CAT-M1, and **NB-IoT**

- Global SIM included and already active

- WiFi

- Bluetooth

- Bi-directional communication

- Data compression for cost-efficiency

ENGINEERING **TOMORROW**

PR-SC4K - Food Service Applications
Cold Rooms, mobile cases, display cabinets

PR-SC4K^{Modbus}
300B4327

PR-SC4K^{Direct}
300B4325

PROSALINK APP

FUNCTIONALITIES

- **FULLY CONFIGURABLE** via the App itself (iOS and Android)
- **4 EQUIPMENT** DIRECT – **1 CONTROLLER** MODBUS
- **REMOTE MONITORING & PRE-DIAGNOSIS**: ROOM TEMPERATURE ALARMS BY PUSH NOTIFICATION, AUTOMATIC DATA LOGGING
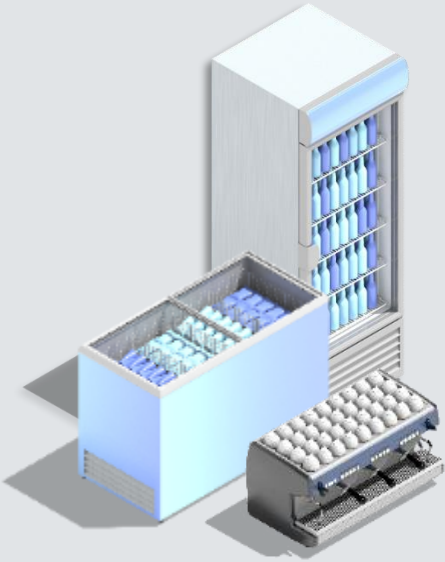- **SERVICE SUBSCRIPTION VIA APP**

VALUES

FOOD LOSS AVOIDANCE

HACCP REPORT

MAINTENCANCE COST REDUCTION

QUALITY CONTROL

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OCTO: Food Service and F&B applications
Coolers, Freezers

Information and operations managed by the thermostat

ERC111/112 controllers or 3rd party controllers

- **TEMPERATURE** notification
- **ALARMS** notification
- **FAN** management
- **LIGHT** management

- **POWER** management
- **DOOR** management (for stock and sales management)

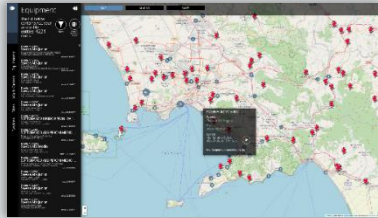**Information and operations managed by the IoT Enabler**

PR-OCTO 300B5071

- **REMOTE ALARMS NOTIFICATION**
- **HACCP REPORT**
- **REMOTE SETTINGS**

- **LOCATION** and **lost** cooler notification
- **STOCK** and **SALES** management

Classified as Business

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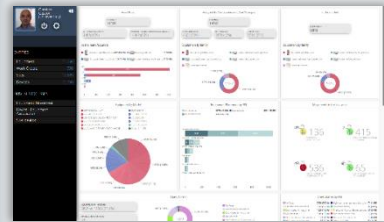*Danfoss*

A complete Asset Management System

LOGISTIC AND ASSET EFFICIENCY SERVICES

Logistic and geofencing support
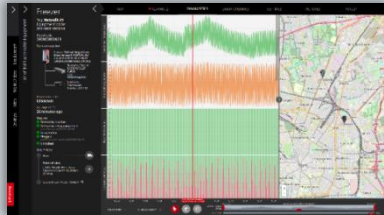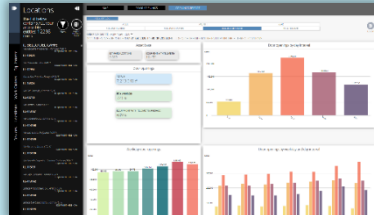

Not Authorized Movement Alarms

Productivity dashboard

SALES AND MARKETING SERVICES

Sales trends

Sales reports
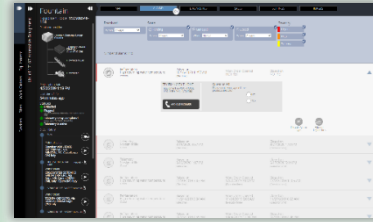

Worst performing locations

TECHNICAL ANSD ASSISTANCE SERVICES

Diagnostic (telemetry) dynamic charts

Alarm Monitor

Alarm Expert System (analysis and fixing)

VALUES

REDUCE LOSS OF EQUIPMENT

- Asset traceability
- Alarms on unauthorized movement

INCREASE SALES

- Monitor sales performance
- Engage consumers
- Manage stock remotely
- Improve equipment productivity

REDUCE MAINTENANCE COSTS

- Reduce technical visits
- Predictive maintenance
- Remote settings
- Real-time performance monitoring & equipment health

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ProsaLink App

ENGINEERING **TOMORROW**
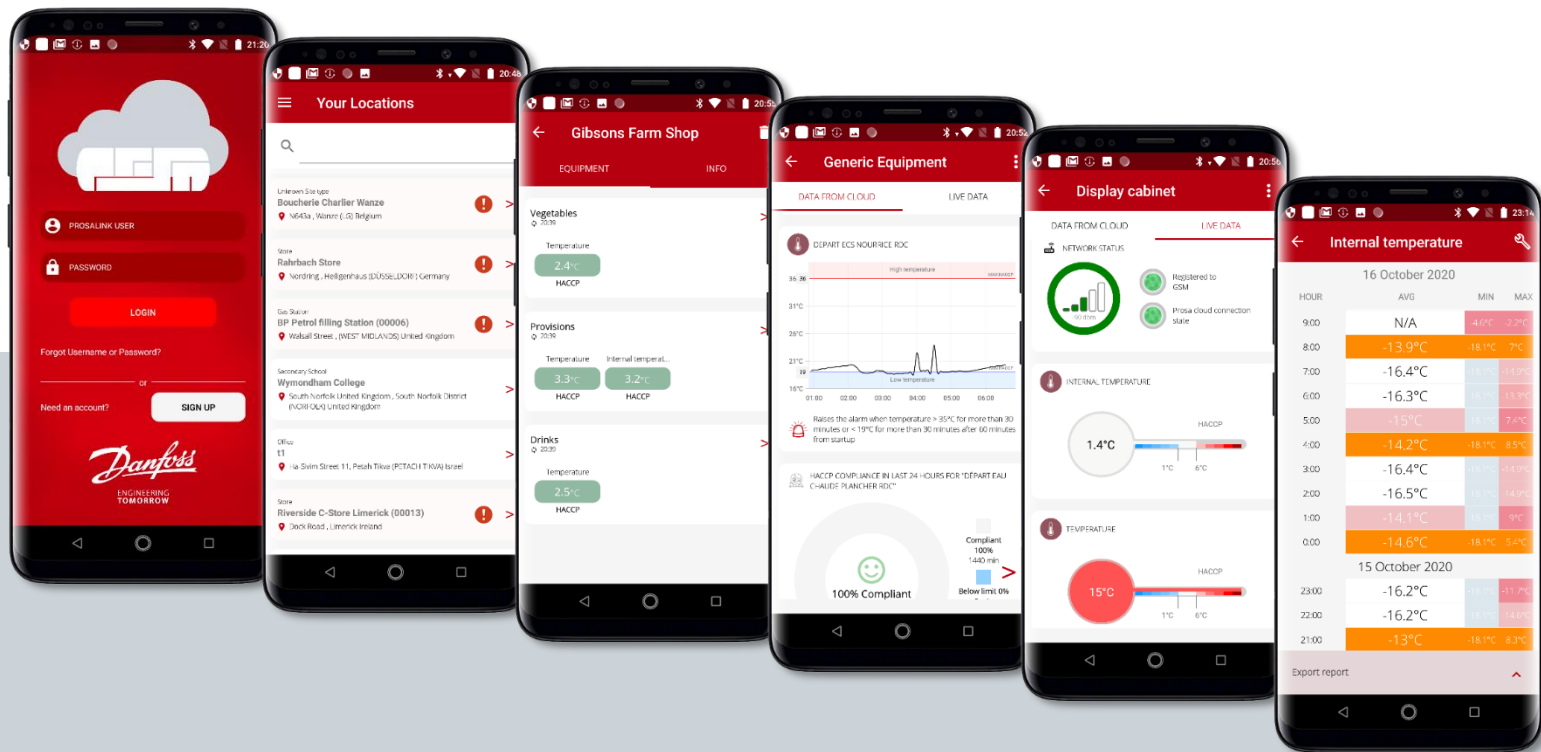
PR-OCTO - Food Service via OEMs

ORIENTED TO OEMs:

TO IMPROVE AND DIFFERENCIATE THE OFFER TO THEIR CUSTOMERS

TO MONITOR THE EQUIPMENT PERFORMANCE DURING THE ENTIRE LIFETIME ALLOWING, A CONTINUOUS QUALITY IMPROVEMENT

TO OPEN NEW BUSINESS LIKE: EXTENDED WARRANTY, EQUIPMENT RENTAL, MAINTENANCE SERVICES

IOT WITHOUT COMPLEXITY OF SERVICE MANAGEMENT

ACTIVATION BY PROSALINK APP

SERVICE SUBSCRIPTION BY APP

SERVICES FOR SMALL END-USERS:

Independent

☑ **Small end-users who want to safeguard their products**

→ Food Producers, food service, specialists

FOOD LOSS AVOIDANCE

HACCP REPORT

FULL REMOTE MONITORING (TEMP. AND CONTROLLER PARAMETERS)

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Alsense™ - A strong and agile Partner on Your digital journey

HARDWARE

- Designed for our customers refrigeration environment
- Lifecycle management
- Secure access

CONNECTIVITY

- Global
- Flexible modes
- Intelligence on Data Representation
- Domain Essential Data

INFRASTRUCTURE & DATA STORAGE

- Safe
- Secure
- Fail-safe
- 7x24 with highest SLA
- Data ownership is with our customers

REMOTE FUNCTIONS ON WEB PORTAL

- Intuitive
- Big data oriented GUI
- Domain Processes already implemented
- Logistics process control
- User Profile oriented
- Domain Profiles already mapped

LOCAL PORTAL AND USER ENGAGEMENT

- Intuitive
- Secure
- Sales processes oriented
- Technical & logistics process control
- User Profile oriented
- Domain Profiles already mapped

DOMAIN KNOWLEDGE

- Thermostat and cabinet integration
- Retrofit
- Prediction and analytics models / engines

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