

**CONNECTING  
EXPERTS.**

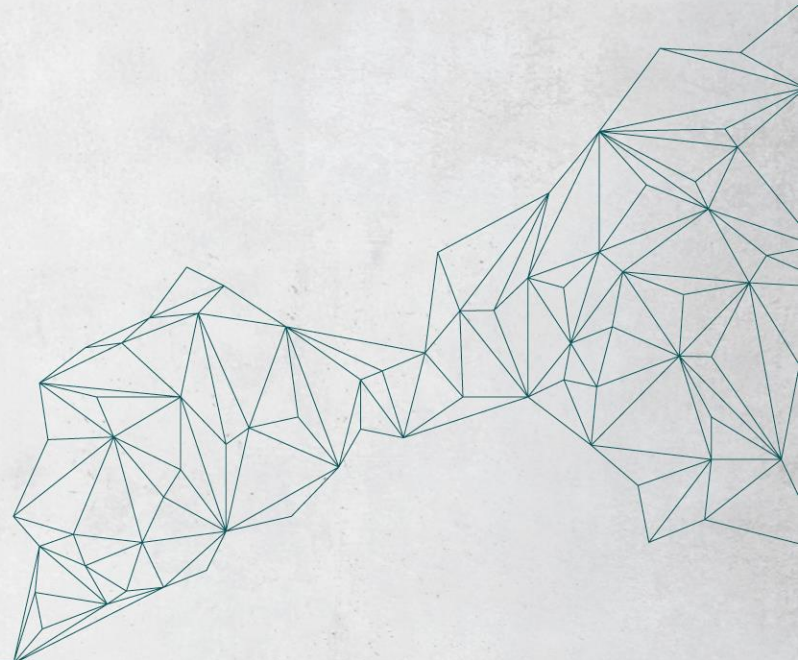
## How can you use digitalization in industrial refrigeration to reduce carbonization and the total cost of ownership?

**Lars Pasgaard**

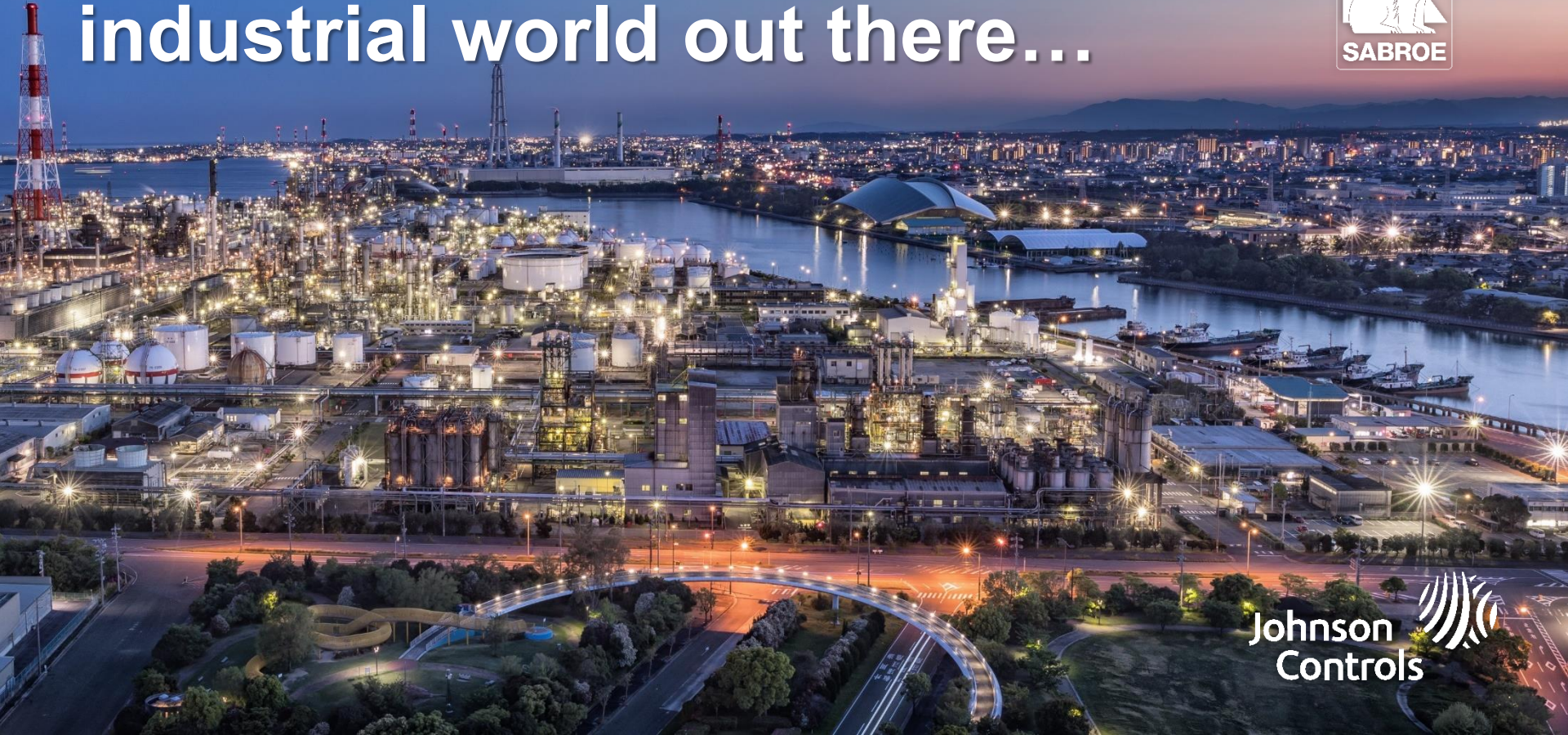
Product Manager for controls  
Industrial Refrigeration, Johnson Controls

**Jorge de la Torre**

Global Director of Digitalization  
Industrial Refrigeration, Johnson Controls



# There's a big and complex industrial world out there...



Johnson  
Controls





So how do you even  
know where to start?





**We strongly believe  
that digitalization is  
the tool that can  
help Ops. teams  
know best their IR/H  
plants**





## Lars Pasgaard

Product Manager for controls  
Industrial Refrigeration, Johnson Controls



## Jorge de la Torre

Global Director of Digitalization  
Industrial Refrigeration, Johnson Controls







**However,...**

**we live in a big analog world...**

**The challenge is how to find digital solutions that are:**

- **Highly secured & robust**
- **Cost-effective**
- **Easily scalable**



**Johnson  
Controls**





**Digitalization  
starts by**



**Having great  
controls at the  
edge!**

**The right  
technology  
partner!**



# But what does great controls at the edge mean?

## Controls that:

- Secures the operation (up-time)
- Secures the yield accuracy
- Ensures the highest possible energy efficiency
- Ensures the longest possible service intervals
- Provides great UX for ops teams on the ground.
- That can be easily fitted into legacy units, protecting investments already made
- That is open to the future... not just supporting open communication protocols and allowing easy integrations, but also that can easily connect to forward-looking cloud-enabled technologies, such as OpenBlue.

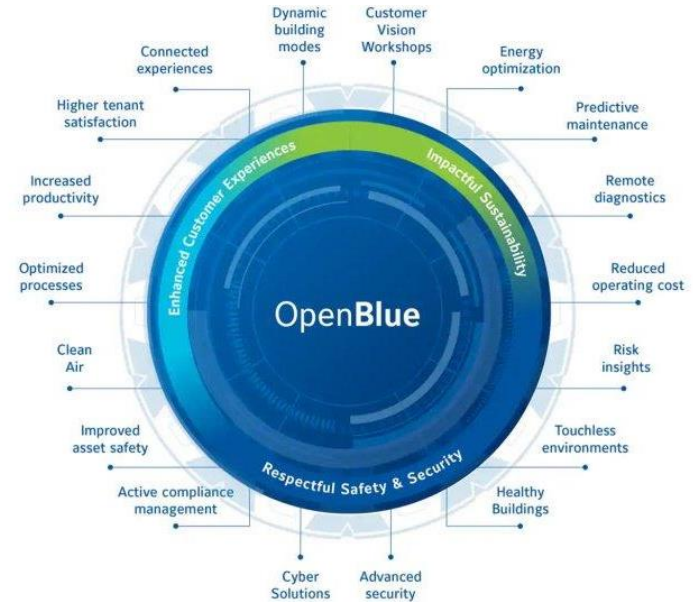




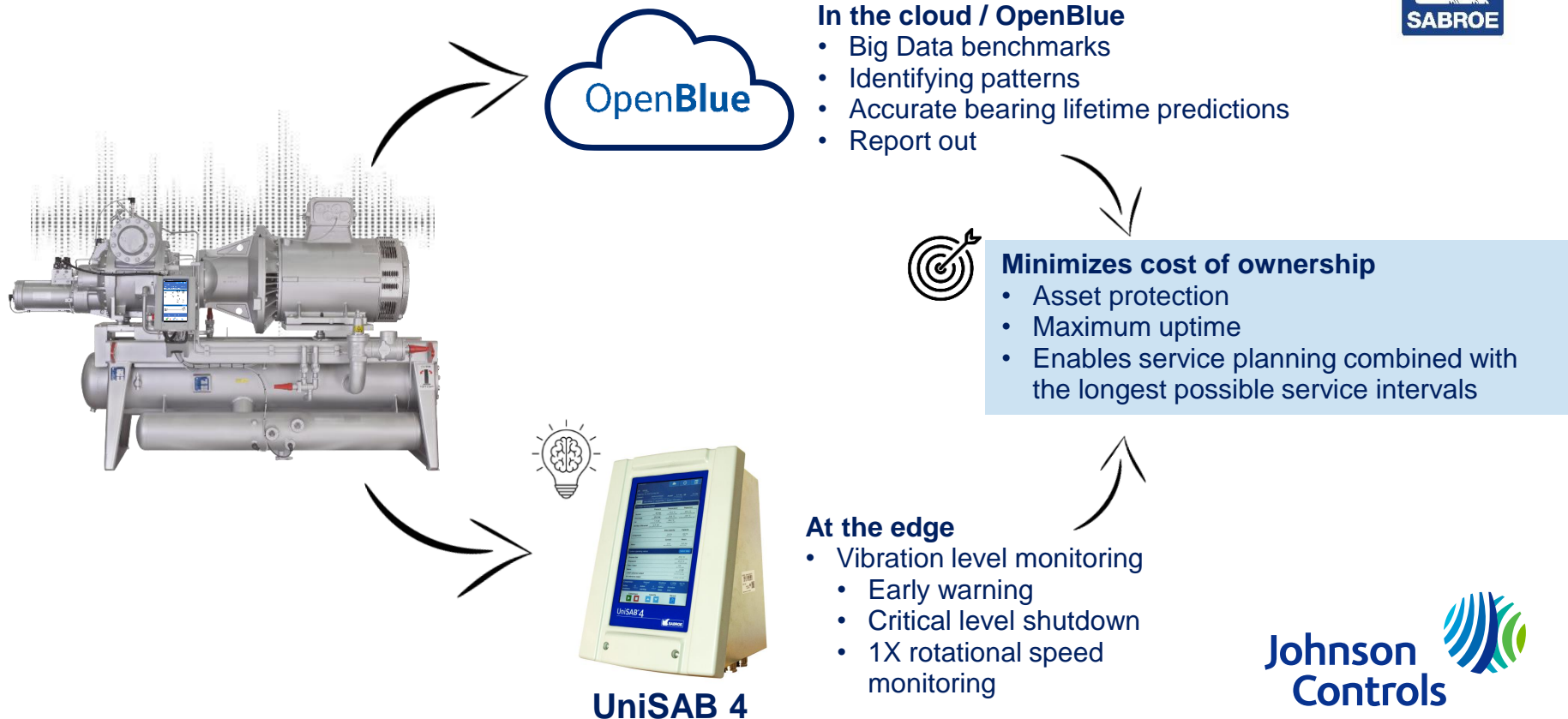
# What makes a great technology partner?

## A partner that:

- Is assertive and transparent all the time
- Has a track record implementing IoT solutions
- Has experience with the physical assets/equipment you are trying to connect
- Knows how to listen
- Whose technology stack is scalable, not custom-made, or requires complex & custom integrations each time.
- Technology that is meant to be user-friendly.

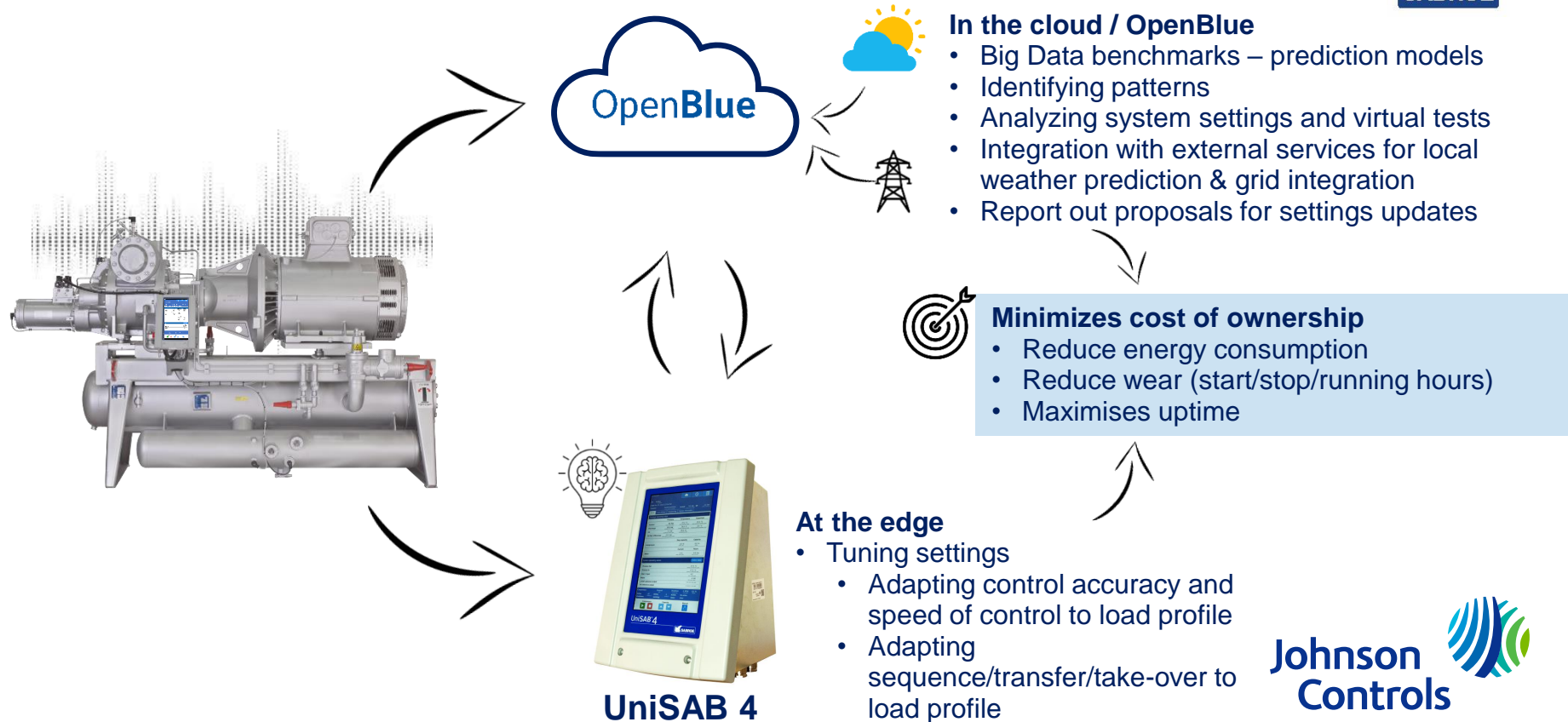


# Case 1: Reducing the cost of ownership with condition-based service



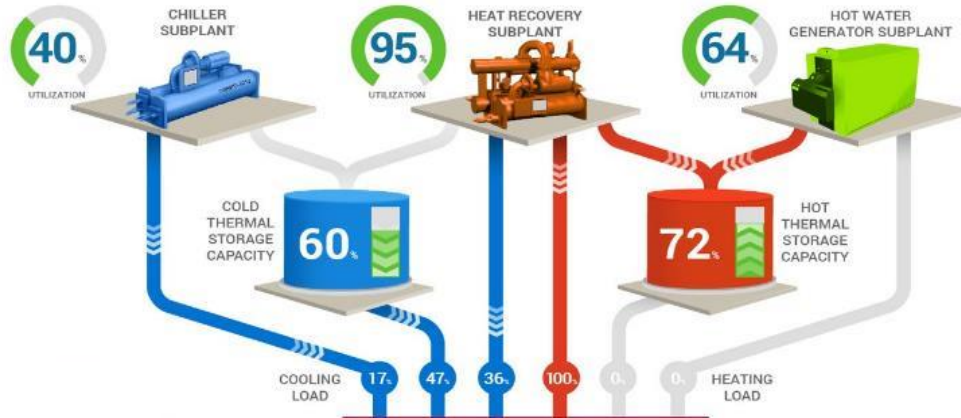


# Case 2: Tuning settings to minimize energy consumption and service cost





“The highest priority for the Stanford Central Energy Facility (CEF) is ensuring that the hospitals have sufficient chilled water for their operations.”



### Impactful Results

- Plant serves 360 buildings totaling 12 million square feet, including **Stanford University Medical Center**
- **Cooling load:** 75 million ton-hr/year, peak 25,000 tons
- **Heating load:** 2.2 million MMBtu/year, peak 300 MMBtu/hr
- 7,500 ton heat pumps + 12,000 tons centrifugal chillers + 490MWh thermal storage

- 7.3MW (17%) reduction in peak demand
- **\$500,000/year cost savings**
- 102% average efficiency over 2016-2017

Link to International District Energy Association Paper (IDEA)

[https://sustainable.stanford.edu/sites/default/files/IDEA\\_Stagner\\_Stanford\\_fourth\\_Gen\\_DistrictEnergy.pdf](https://sustainable.stanford.edu/sites/default/files/IDEA_Stagner_Stanford_fourth_Gen_DistrictEnergy.pdf)



# Wrap up



## Great controls at the edge combined with the right technology partner can:

- Significantly reduce the cost of ownership
- Secure the operation
- Significantly reduce the carbon footprint

**Let's Talk! - Booth 329 Hall 7**



# **Chillventa Specialist Forums 2022**

## **Chillventa Fachforen 2022**

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