

Chillventa Specialist Forums 2024

Chillventa Fachforen 2024

**CONNECTING
EXPERTS.**



Complex made simple – how and why sales and selection tools helps you select the best products

Simon Stubkier, Product Manager
Johnson controls Denmark



Johnson Controls at a glance

Nearly

140 Years

of innovation experience

100,000

experts globally

150 countries offering
a local service from

2000 locations

More than

9,200

active patents

4+ million

customers globally

\$78 million

in charitable contributions
in the past 5 years

Named in

40+

leading sustainability

More than

+35.2M

metric tonnes of CO₂e reduced
for our customers since 2000

+1.86 million

volunteer hours
in the past 5 years

We are in

90%

of the world's most
iconic buildings

Customers saved more than

\$7.2 billion

in energy and operational
savings since 2000

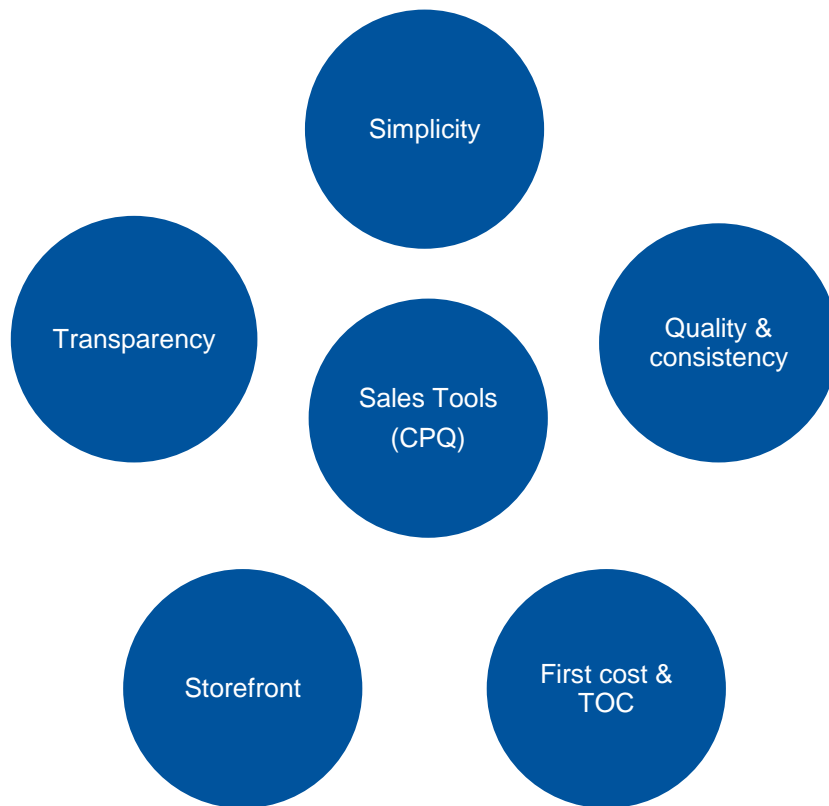
100% increase

in energy productivity since 2022

Sales and Selection Tools

- Why do we need them?

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Sales and Selection Tools

- The link between products and client demands

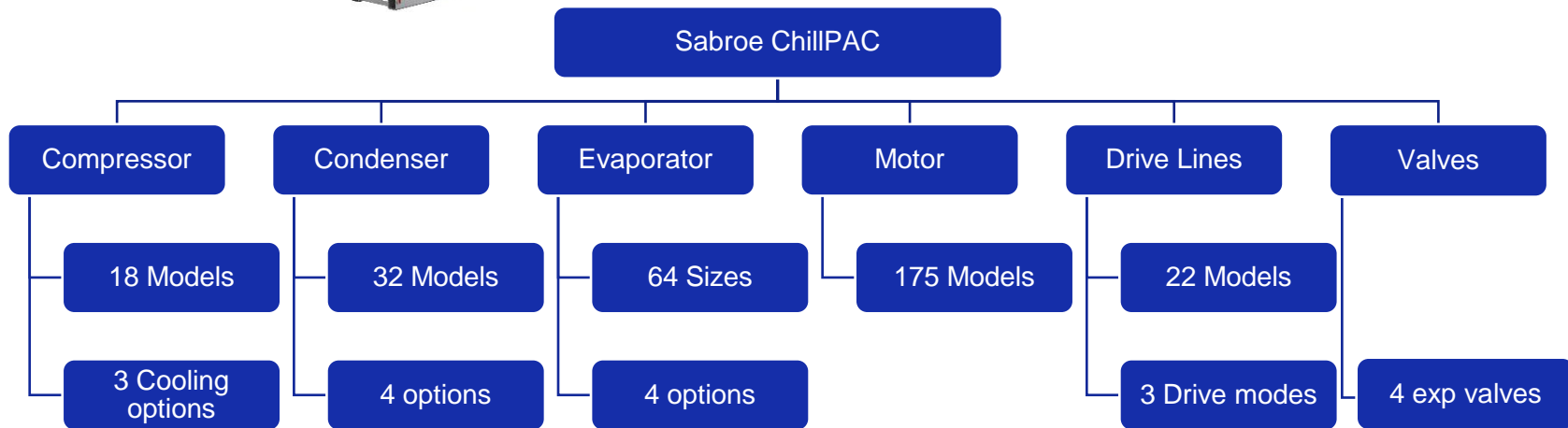
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Sales and Selection Tools

- Product Complexity

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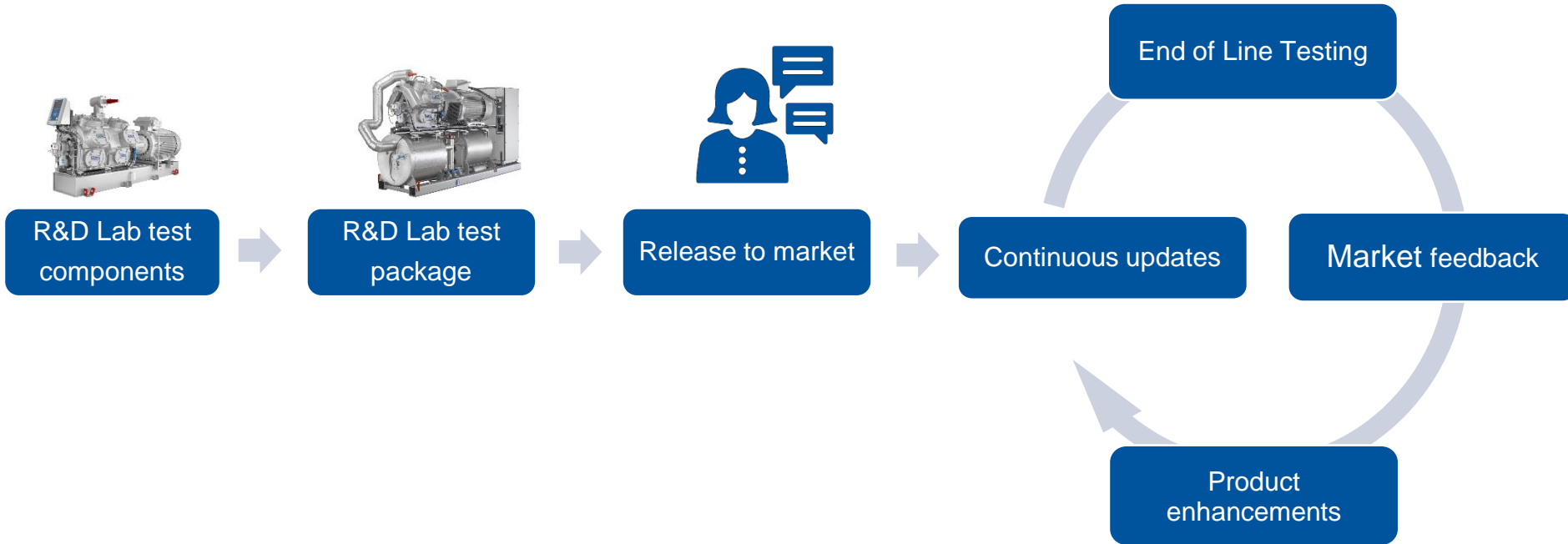


+1.000.00.000.00 Possible Configurations

Sales and Selection Tools

- Feedback and updates

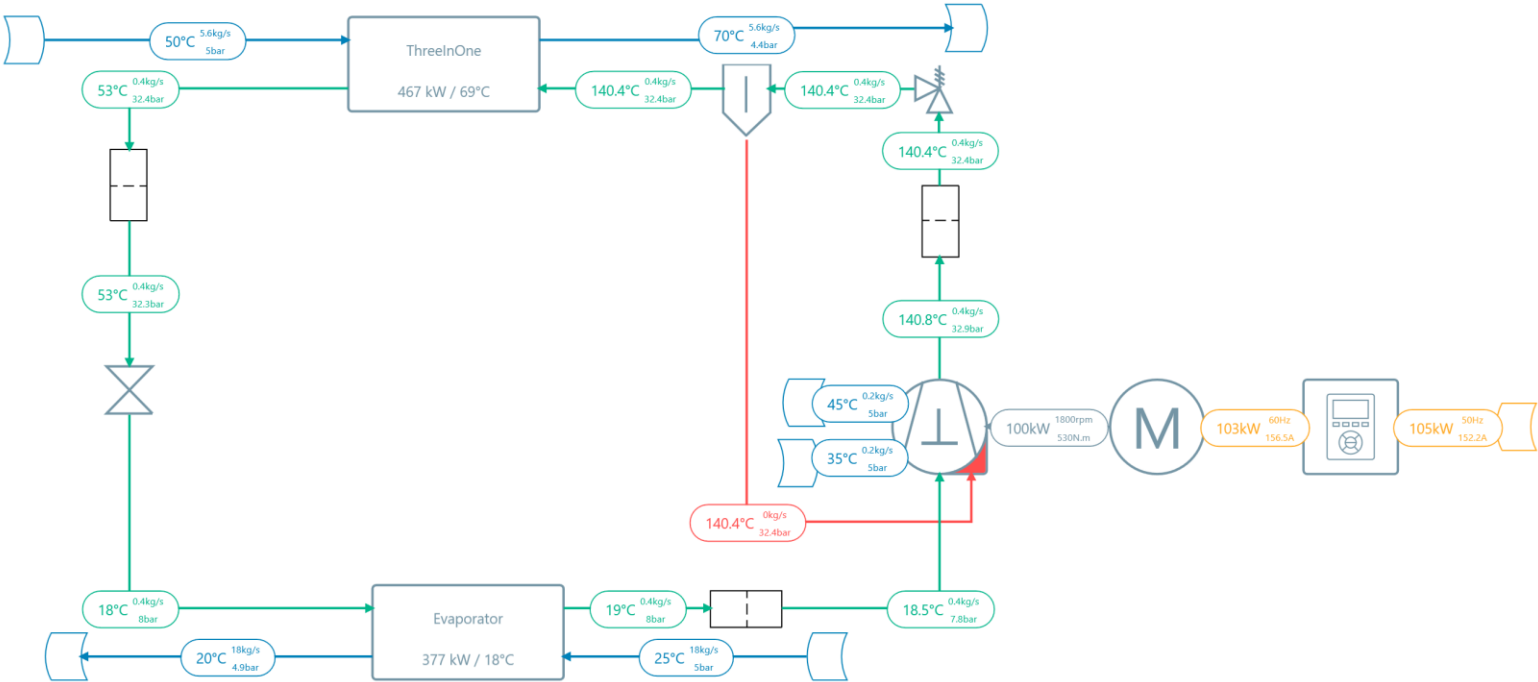
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Sales and Selection Tools

- Getting all components to agreed

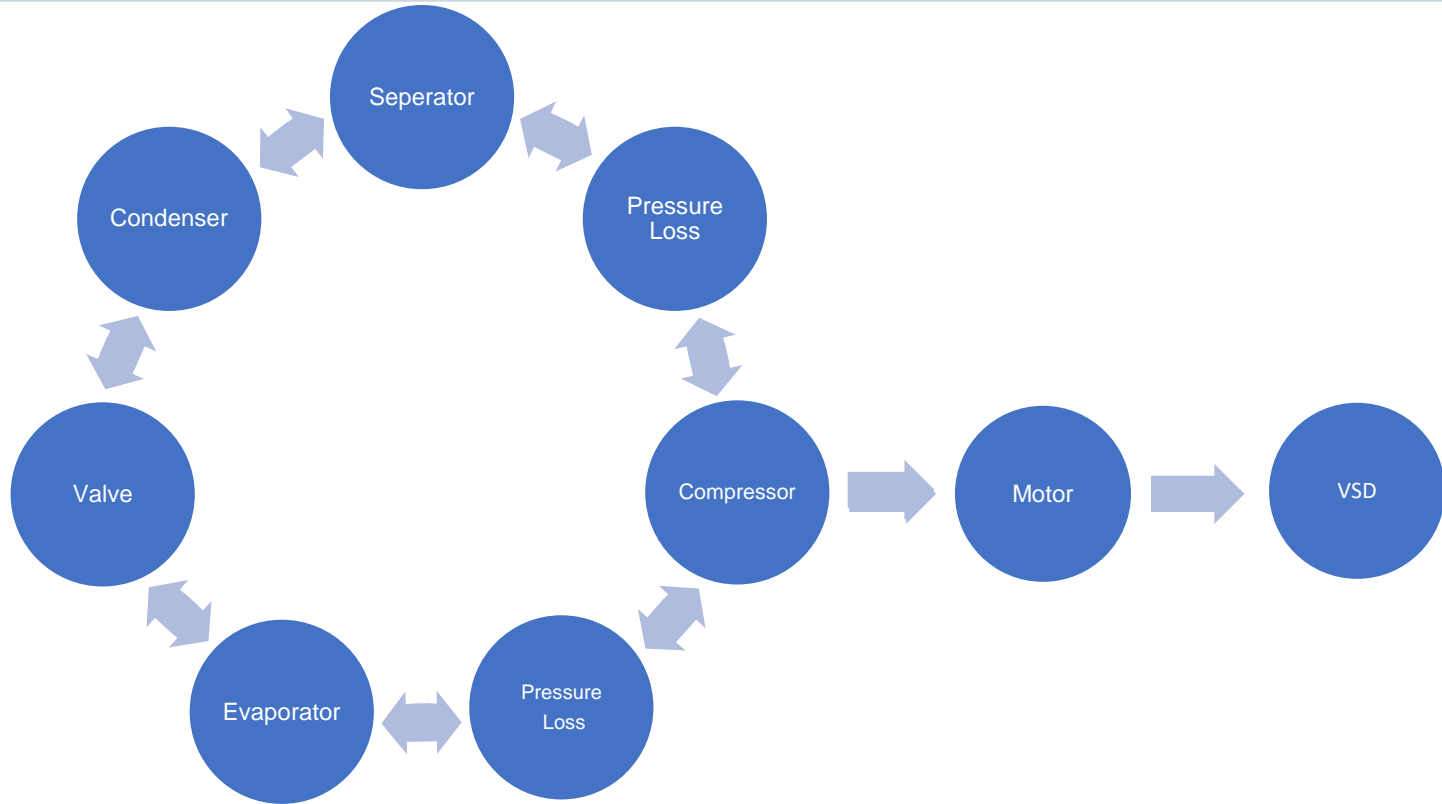
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Sales and Selection Tools

- Getting all components to agreed

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Sales and Selection Tools

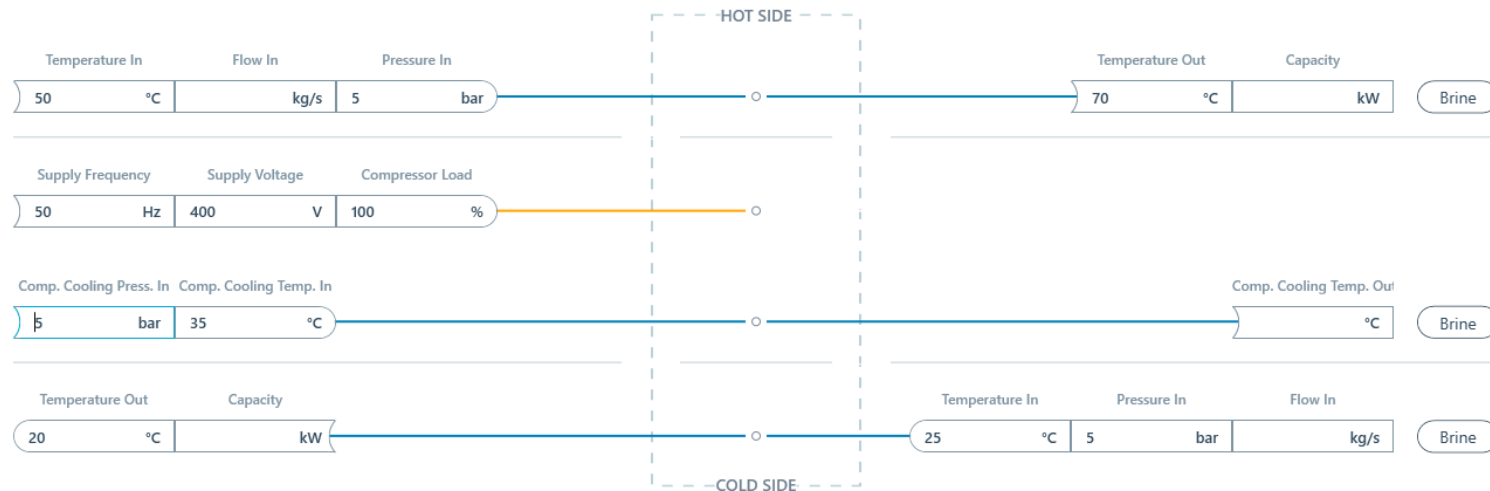
- The link between products and client demands

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PORT CONFIGURATION

Chiller and Heat pump applications. Ext Comp. cooling



BACK

[Reset diagram](#)

CONFIGURE PORTS

DONE

Sales and Selection Tools

- The link between products and client demands

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PRODUCT	MAIN GROUP	TYPE	MODEL
<input checked="" type="checkbox"/> Sabroe Heat	<input checked="" type="checkbox"/> HeatPAC	<input checked="" type="checkbox"/> HeatPAC HPO	<input checked="" type="checkbox"/> HeatPAC 24
<input type="checkbox"/> Sabroe Hex	<input type="checkbox"/> HeatPAC Cascade	<input checked="" type="checkbox"/> HeatPAC HPC	<input checked="" type="checkbox"/> HeatPAC 26
<input type="checkbox"/> Sabroe Customised	<input type="checkbox"/> DualPAC	<input checked="" type="checkbox"/> HeatPAC HPX	<input checked="" type="checkbox"/> HeatPAC 28
	<input type="checkbox"/> HicaHP		
	<input type="checkbox"/> HyePAC		
	<input type="checkbox"/> HitemHP		

Sales and Selection Tools

- The link between products and client demands


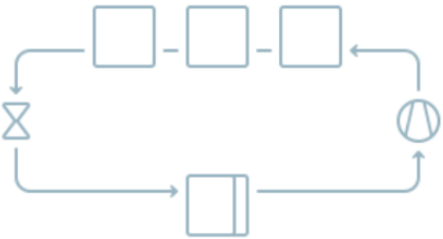


CHILVENTA

STATUS	PRODUCT	LAYOUT	HEATING	COP (HEATING)	COOLING	COP (COOLING)	CONSUMPTION
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 708	1 Stage, 3i1 Cond	467 kW	4.43 -	377 kW	3.57 -	105 kW
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 712	1 Stage, 3i1 Cond	701 kW	4.42 -	565 kW	3.57 -	159 kW
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 706	1 Stage, 3i1 Cond	350 kW	4.41 -	282 kW	3.56 -	79 kW
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 716	1 Stage, 3i1 Cond	935 kW	4.4 -	753 kW	3.55 -	212 kW
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 704	1 Stage, 3i1 Cond	234 kW	4.37 -	189 kW	3.53 -	54 kW
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 712	1 stage, 2i1 CondSub	699 kW	4.23 -	559 kW	3.38 -	165 kW
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 706	1 stage, 2i1 CondSub	349 kW	4.22 -	279 kW	3.38 -	83 kW
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 708	1 stage, 2i1 CondSub	464 kW	4.21 -	371 kW	3.37 -	110 kW
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 716	1 stage, 2i1 CondSub	932 kW	4.2 -	745 kW	3.36 -	222 kW
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 708	1 Stage, 2i1 CondDes	438 kW	4.17 -	348 kW	3.31 -	105 kW
<input type="checkbox"/> <input checked="" type="radio"/> Completed	HeatPAC 712	1 Stage, 2i1 CondDes	659 kW	4.17 -	523 kW	3.31 -	158 kW

Sales and Selection Tools

- The link between products and client demands

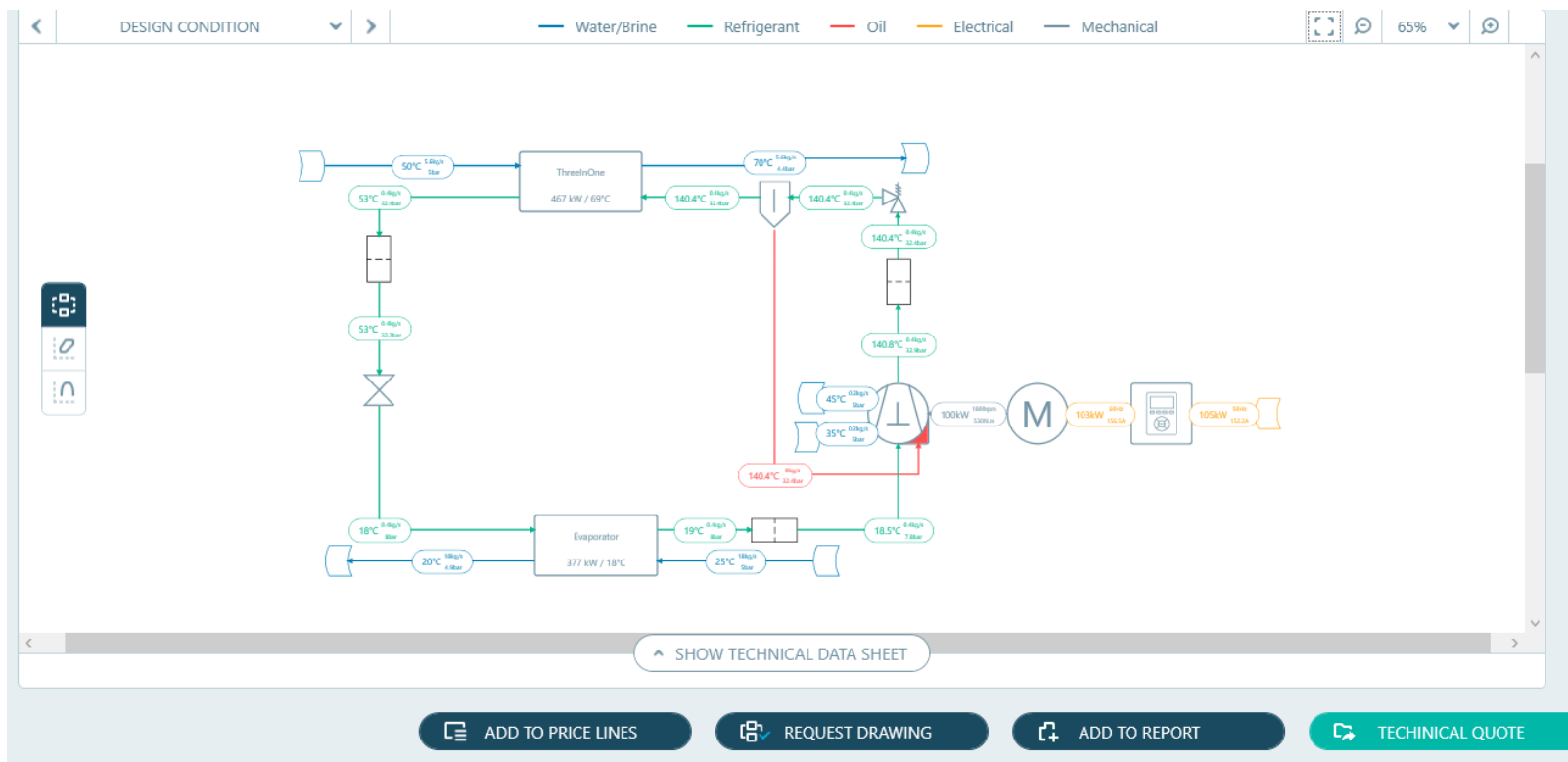
CHILLVENTA

PLANT	HeatPAC 716	HeatPAC 708	HeatPAC 704
<div>  PLANT DIAGRAM </div> <div> <input checked="" type="radio"/> </div>			
<div>  PLANT OPERATING RANGE </div> <div> <input type="radio"/> </div>			
<div>  REFRIGERANT LOG(P)-H </div> <div> <input type="radio"/> </div>			
SUMMARY			
COOLING CAPACITY	753 kW	377 kW	174 kW
HEATING CAPACITY	935 kW	467 kW	219 kW
POWER CONSUMPTION	212 kW	105 kW	53 kW
COOLING POWER RATIO	3.55 -	3.57 -	3.26 -
HEATING POWER RATIO	4.40 -	4.43 -	4.09 -
COOLING BRINE FLOW	36 kg/s	18 kg/s	8 kg/s
COOLING BRINE PRESSURE DROP	21 kPa	13 kPa	11 kPa
HEATING BRINE FLOW	11 kg/s	6 kg/s	3 kg/s
HEATING BRINE PRESSURE DROP	41 kPa	62 kPa	28 kPa
	SELECT	SELECT	SELECT

Sales and Selection Tools

- The link between products and client demands

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Sales and Selection Tools

- Complex Made Simple

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PORT CONFIGURATION

Chiller and Heat pump applications. Set Comp. cooling

HEAT SIDE

Temperature In: 30 °C, Flow In: 100 l/s, Pressure In: 5 bar, Temperature Out: 70 °C, Capacity: 50 kW, [Edit]

Supply Frequency: 50 Hz, Supply Voltage: 400 V, Compressor Load: 100 %, [Edit]

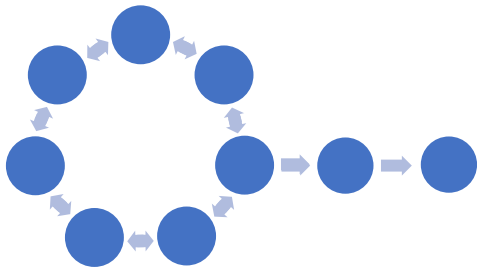
Comp. Cooling Pwr. In: 30 kW, Comp. Cooling Temp. In: 35 °C, Comp. Cooling Temp. Out: [Edit]

COLD SIDE

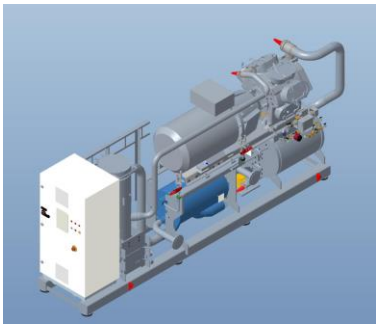
Temperature Out: 20 °C, Capacity: 50 kW, Temperature In: 25 °C, Pressure In: 5 bar, Flow In: 100 l/s, [Edit]

[BACK] [Reset display] [COMPLETE PORTS] [SAVE]

PRODUCT	MATN GROUP	TYPE	MODEL
<input checked="" type="checkbox"/> Sabroe Heat	<input checked="" type="checkbox"/> HeatPAC	<input checked="" type="checkbox"/> HeatPAC HPD	<input checked="" type="checkbox"/> HeatPAC 24
<input type="checkbox"/> Sabroe Hex	<input type="checkbox"/> HeatPAC Cascade	<input checked="" type="checkbox"/> HeatPAC HPC	<input checked="" type="checkbox"/> HeatPAC 26
<input type="checkbox"/> Sabroe Customised	<input type="checkbox"/> DualPAC	<input checked="" type="checkbox"/> HeatPAC HPX	<input checked="" type="checkbox"/> HeatPAC 28
	<input type="checkbox"/> HicatP		
	<input type="checkbox"/> HybPAC		
	<input type="checkbox"/> HybHP		



NAME	HEATING 100	HEATING 150	HEATING 200
HEATING CAPACITY	100 kW	150 kW	200 kW
HEATING CAPACITY	100 kW	150 kW	200 kW
POWER CONSUMPTION	200 kW	300 kW	400 kW
COOLING POWER RATIO	0.50	0.50	0.50
HEATING POWER RATIO	0.50	0.50	0.50
COOLING BRINE FLOW	10 l/s	15 l/s	20 l/s
COOLING BRINE PRESSURE DROP	10 kPa	15 kPa	20 kPa
HEATING BRINE FLOW	10 l/s	15 l/s	20 l/s
HEATING BRINE PRESSURE DROP	10 kPa	15 kPa	20 kPa
BRINE FLOW	10 l/s	15 l/s	20 l/s



The power behind your mission



Want to know more? Visit us at booth 7-240 in hall 7

CHILVENTA



**Maximizing Heat Pump Potential:
Empowering Steam Generation with
MVR Technology**

**Specialist forum: Tue 13:40-14:00
Hall 4A Booth 4A-419**



**Unveiling the Cyber Security
Challenges in Industrial Controllers:
Stay Informed and Protected!**

**Specialist forum: Wed 12:00-12:20
Hall 8 Booth 8-516**



**Overcoming the obstacles to achieve
temperature above 100 °C with
hydrocarbon-based Heat Pumps**

**Specialist forum: Wed 12:20-12:40
Hall 4A Booth 4A-419**



**Future developments in refrigeration
technology - thinking about heat**

**Specialist forum: Thu 11:00-11:20
Hall 8 Booth 8-516**



**Unlocking the potential of absorption
heat transformer. The path to de-
carbonization of steam generation**

**Specialist forum: Thu 13:20-13:20
Hall 8 Booth 8-516**



**Complex made simple – how and why
sales and selection tools helps you
select the best products**

**Specialist forum: Tue 11:40-12:00
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