

EnviroKIT™



A **NIBE** GROUP MEMBER

**UNLEASH GROWTH POTENTIAL IN  
THE REPLACEMENT HVAC MARKET**

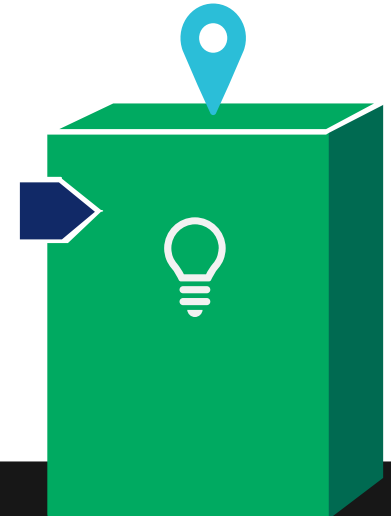
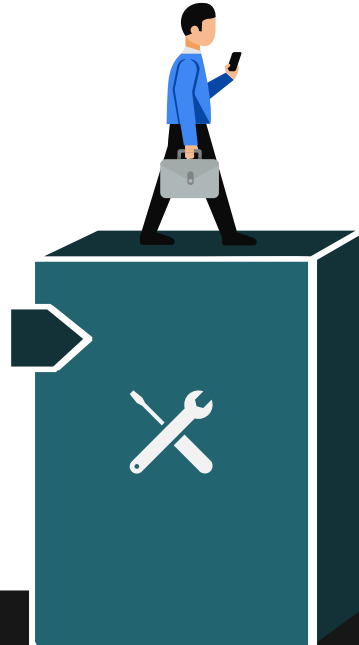
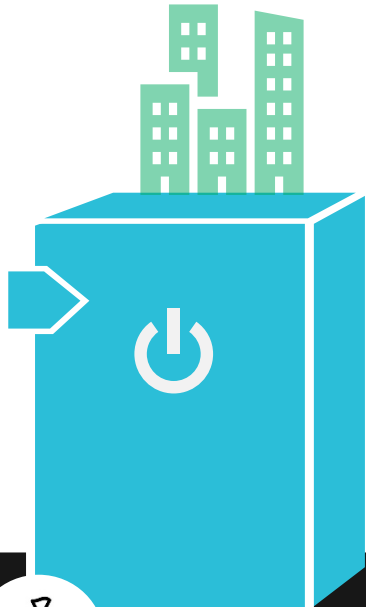
# LEGACY VIEW OF THE EQUIPMENT LIFE CYCLE JOURNEY

ASHRAE Product Lifecycle ranges from 20 years

DESIGN/BUILD

PARTS/  
MAINTENANCE

REPLACEMENT



CAPEX

OPERATE / MAINTAIN (OPEX)

CAPEX



Worn  
component  
parts??



# SCENARIO

Let's refurbish rather than replace between 120,000 to 150,000 Fan Coil units together over the next year.

# SUSTAINABILITY POTENTIAL

*\*Source: Stopwaste Partnership GHG Calculator*



Galvanized metal from cabinets can **AVOID LANDFILLS**

Recycled or Repurposed Copper, Aluminum or galvanized metal from drain pans

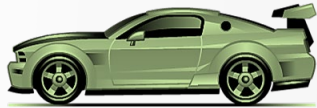
## SCENARIO

Let's refurbish rather than replace over 100,000 Fan Coil units together over the next year.

# SUSTAINABILITY POTENTIAL

*\*Source: Stopwaste Partnership GHG Calculator*

## EQUIVALENT TO



10,000 to 15,000 cars removed from the roads MONTHLY



50,000–75,000 Metric Tons of Avoided CO2e Emissions ANNUALLY



# HOSPITALITY MARKET CHALLENGES

Challenge

## OWNER / OPERATOR

- Cost of Capital \$
- Reducing OpEx
- Increasing RevPAR
- Sustainability Pressures
























Challenge

## CONTRACTORS

- Labor Challenges
- Access to bundled solutions
- Access to Actual Decision Makers
- Differentiated Value Proposition



# EnviroKIT™ Comparison Matrix

EnviroKIT™ Inclusions & Options		EnviroKIT™ Energy	EnviroKIT™ Energy+	EnviroKIT™ Comprehensive	EnviroKIT™ Custom Engineered
COMPONENTS	EC Motor				YOU CHOOSE
	Blower Assembly				YOU CHOOSE
	Control Integration				YOU CHOOSE
	Replacement Coil				YOU CHOOSE
	Double-Sloped Stainless Steel Drain Pan				YOU CHOOSE
	Valve Package				YOU CHOOSE
	Closed Cell Foam Insulation		OPTIONAL		YOU CHOOSE
	Factory Assembled Casing				YOU CHOOSE
SERVICES	Engineering Support & Bench Testing			OPTIONAL	
	Custom Engineering Support & Design	OPTIONAL	OPTIONAL	OPTIONAL	
	Survey & Assessment	OPTIONAL	OPTIONAL	OPTIONAL	YOU CHOOSE



# EnviroKIT™

## PARTS KITTED INTO A CHASSIS OR

EnviroKIT™		EnviroKIT™
Inclusions & Options		Comprehensive
COMPONENTS	EC Motor	
	Blower Assembly	
	Control Integration	
	Replacement Coil	
	Double-Sloped Stainless Steel Drain Pan	
	Valve Package	
	Closed Cell Foam Insulation	
	Factory Assembled Casing	



**OR**

# PARTS KITTED TO YOUR NEEDS

**FOR FIELD INSTALLATION**

EC Motor

Blower Assembly

Control Integration

Replacement Coil

Double-Sloped Stainless  
Steel Drain Pan

Valve Package

Closed Cell Foam Insulation

Factory Assembled Casing



# EnviroKIT™ CASE STUDY IN PROGRESS

BEFORE



# EnviroKIT™ CASE STUDY IN PROGRESS

3 HOURS AFTER





# EnviroKIT as the Solution

Challenge

**OWNER / OPERATOR**

- ❑ Cost of Capital \$
- ❑ Reducing OpEx
- ❑ Increasing RevPAR
- ❑ Sustainability Pressures

**EnviroKIT Value**

- ✓ Impact more rooms w /same \$ amount
- ✓ Better than new unit performance potential
- ✓ Increased room comfort
- ✓ Measurable CO2 avoidance



# EnviroKIT as the Solution

Challenge

## CONTRACTORS

- ❑ Labor Challenges
- ❑ Access to bundled solutions
- ❑ Differentiated Value Proposition

## EnviroKIT Value

- ✓ Ease of installation
- ✓ Complete Solution
- ✓ Extending Capital \$ to better align you with Decision Maker



Can you improve Fan Coil  
Performance with little to  
no room downtime?

Yes.

EnviroKIT™

by



CLIMATE CONTROL GROUP







CLIMA COOL



ClimateCraft

YES. We would love to follow up with you.

We know you couldn't make it to all of our presentations, it's a busy week! We hope you enjoyed your time. Let us know which content you'd like us to send you and we will reach out to you next week!



# Let's Talk

Scan me





YOUR PRESENTER TODAY

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