



A **NIBE** GROUP MEMBER

# SPECIFYING SIMPLIFIED

Inspire your engineers to design with IEC Fan Coils



Organizations

Person

Quotes

Orders

Ratings

Opportunities



Quick Rate

Selection Tool

Working Unit List (0)

Schedules

Documentation

# SPECIFYING IEC FAN COILS JUST GOT EASIER.



SOFTWARE UPDATES YOU  
WILL ACTUALLY BE EXCITED ABOUT



YOUR PRESENTER TODAY

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**WE NEED TO TALK.**



## **What is IEC's Fan Coil Ratings Software?**

- History
- New Features
- SureFlow Loop

## **Who uses it and how?**

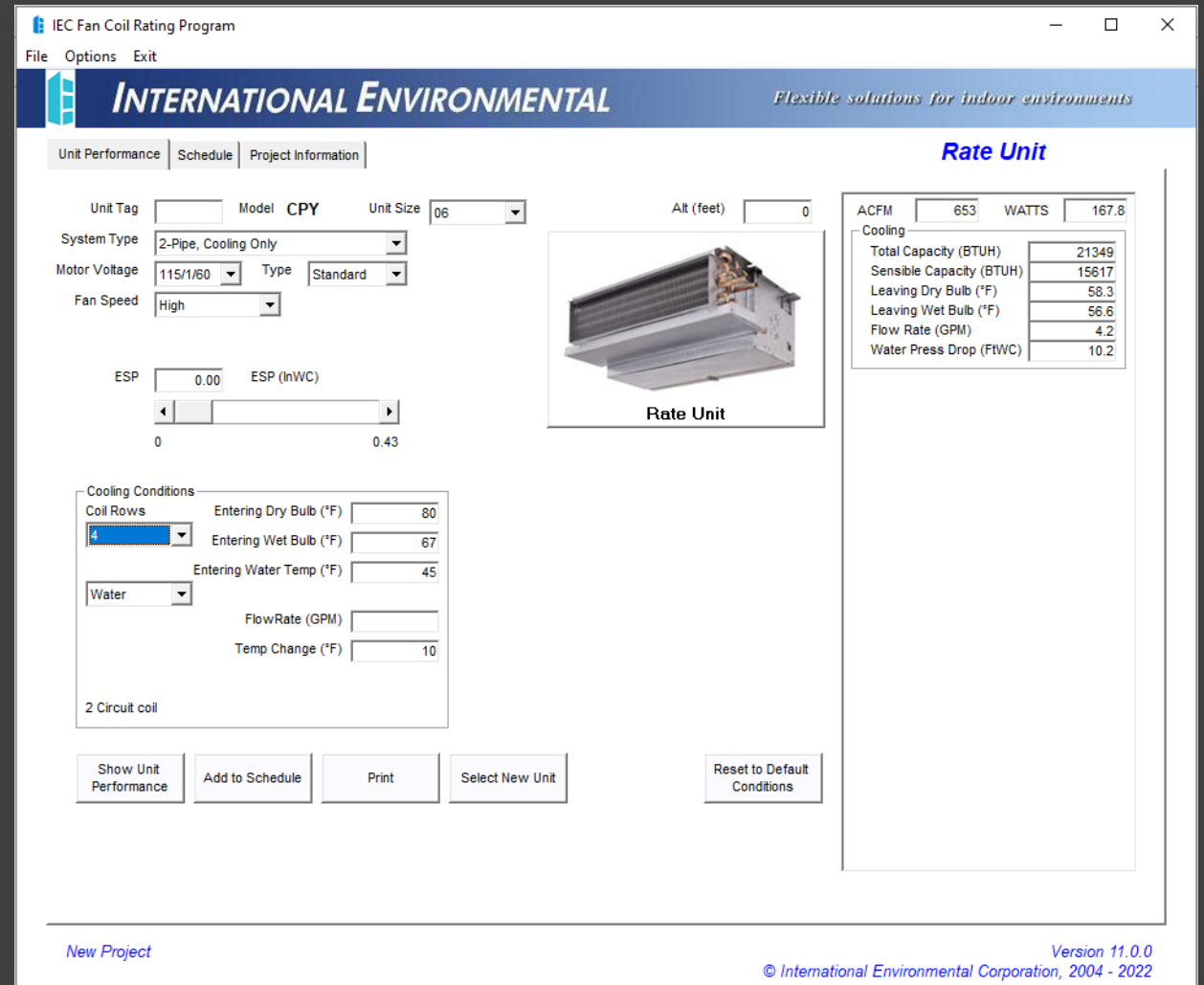
**How do we get field engineers engaged ?**

**What Next?**

## A brief history

### Previous Desktop Version

- Select and quickly rate IEC fan coils
- Adjust performance inputs to build schedules
- Available to share with field engineering partners
- Design SureFlow Loops





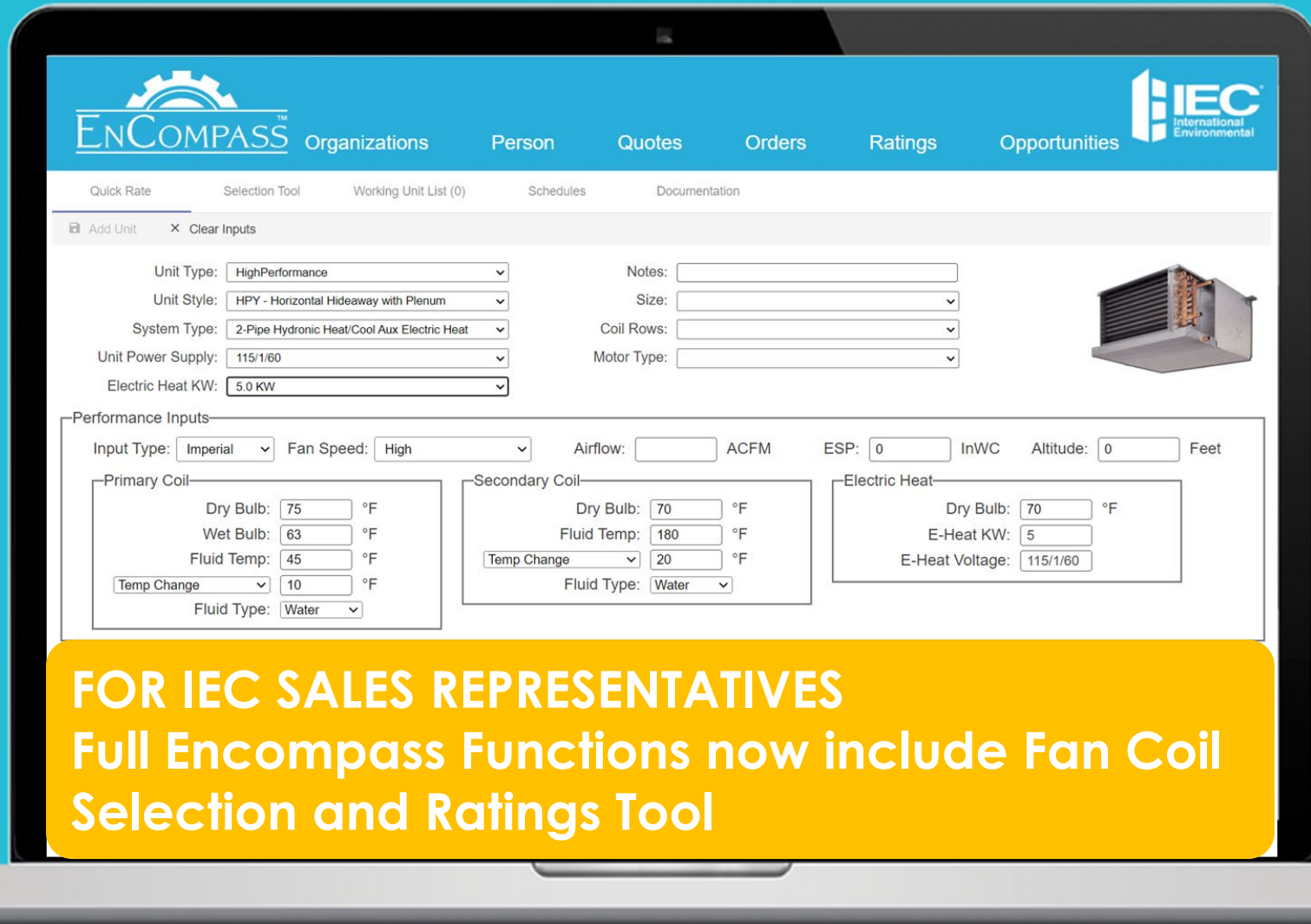
What's new?

New Online Platform



**Our new program now lives in EnCompass with added features**

- Fan coil selection tool
- Schedules are easy to share with team members & engineers
- Eliminate entry errors, because now you are converting from a desktop schedule to an EnCompass quote
- Improve Field Engineer engagement
  - Separate and simple EnCompass login (no pricing!)
  - Transfer their schedules to you, the Rep, to start a quote



The screenshot displays the ENCOMPASS software interface for Fan Coil Selection and Ratings. The top navigation bar includes the ENCOMPASS logo and menu items: Organizations, Person, Quotes, Orders, Ratings, Opportunities, and IEC International Environmental. Below the navigation bar, there are tabs for Quick Rate, Selection Tool, Working Unit List (0), Schedules, and Documentation. The main content area features a form for adding a unit, with fields for Unit Type (HighPerformance), Unit Style (HPY - Horizontal Hideaway with Plenum), System Type (2-Pipe Hydronic Heat/Cool Aux Electric Heat), Unit Power Supply (115/1/60), and Electric Heat KW (5.0 KW). A 3D model of a fan coil unit is shown on the right. The Performance Inputs section includes fields for Input Type (Imperial), Fan Speed (High), Airflow (ACFM), ESP (0 InWC), and Altitude (0 Feet). The Primary Coil section has fields for Dry Bulb (75 °F), Wet Bulb (63 °F), Fluid Temp (45 °F), Temp Change (10 °F), and Fluid Type (Water). The Secondary Coil section has fields for Dry Bulb (70 °F), Fluid Temp (180 °F), Temp Change (20 °F), and Fluid Type (Water). The Electric Heat section has fields for Dry Bulb (70 °F), E-Heat KW (5), and E-Heat Voltage (115/1/60).

**FOR IEC SALES REPRESENTATIVES**  
Full Encompass Functions now include Fan Coil Selection and Ratings Tool

Quick Rate

1

Selection Tool

Working Unit List (15)

Schedules

Documentation

SureFlow™ Loops

FOR THE IEC SAVVY ENGINEER WHO LIKELY KNOWS WHAT THEY NEED

Add Unit

Clear Inputs

Unit Type:

- BeltDriveRate
- CabinetUnitHeater
- DirectDriveBlowerCoil
- HighPerformance
- Horizontal
- HorizontalCabinetUnitHeater
- MegaMod
- Modular
- ModularQuickShip
- RestoraMod
- VerticalFloorA
- VerticalLowboy

Notes:

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[Quick Rate](#)[Selection Tool](#)[Working Unit List \(15\)](#)[Schedules](#)[Documentation](#)[SureFlow™ Loops](#)**2****FOR THE ENGINEER WHO NEEDS MORE CONTEXT**

Product Location \*

Ceiling

Product Family \*

Cabinet Unit Heater

Altitude (Feet) \*

ESP (InWC) \*

 Metric Input

System Type \*

2-Pipe Hydronic Heat Only

Width (in)

Height (in)

Length (in)

Unit Power Supply \*

230/1/60

Motor Type \*

Fan Speed

Max Pressure Drop (FtWC)

Unit Style

Get Candidates



Heating Conditions

Entering Dry Bulb: 70 °F

Entering Fluid Temp: 180 °F

Fluid Type: Water

Temp Change: 20 °F

Leaving Air Temp: °F

[Quick Rate](#)[Selection Tool](#)[Working Unit List \(15\)](#)[Schedules](#)[Documentation](#)[SureFlow™ Loops](#)


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Copy  Delete  Move Up  Move Down  Mass Update  Edit Columns

[+ Create Schedule](#)

Items per page: 25 1 - 1 of 1

Navigation icons: first, previous, next, last

<input checked="" type="checkbox"/>	Edit	Sequence	Model	Size	Fan Speed	Airflow	ESP	Primary Total Capacity	Primary Sensible Capacity	Primary Entering Dry Bulb	Primary Entering Wet Bulb	Primary Leaving Dry Bulb	Primary Leaving Wet Bulb	Primary Entering Fluid Temp	Primary Leaving Fluid Temp	Primary Fluid Flow Rate	Primary Fluid Pressure Drop	Secondary Total Capacity	Secondary Entering Dry Bulb	Secondary Leaving Dry Bulb	Secondary Entering Fluid Temp	Secondary Leaving Fluid Temp	Sec Fluid Rate
<input checked="" type="checkbox"/>		1	FSA	06	H	602	0.1	8660	8380	75	63	61.6	58	45	55	1.717	1.1						

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YOUR FAN COIL SELECTION SANDBOX

[Quick Rate](#)
[Selection Tool](#)
[Working Unit List \(15\)](#)
[Schedules](#)
[Documentation](#)
[SureFlow™ Loops](#)










## CREATE A FAN COIL PROJECT SCHEDULE

4






[← Back to List](#)
[+ Add Quick Rating](#)
[✂ Add With Selection Tool](#)
[+ Add From Working List](#)
[📄 Schedule Documents](#)
[✔ Mass Update](#)

Project Name	Location City	Location State	Location Zip
Monica's Hotel Transylvania	Oklahoma	OK	73142
Notes	27 / 30	8 / 50	2 / 4
Fan coils will be specified with 1/4" closed cell insulation and valve packages.			<input type="button" value="Save"/>

**Rep Office Name:** IEC-TEST   
**Rep Office Phone:** Unknown   
**Rep Quote:** Created

Edit	Copy	Delete	Line ID	Description
			1	GHY_02_DY_R_None_CTECM2A05_115/1/60
			2	CHY_04_AY_Lt_None_ECO2A3SPD_208/1/60
			3	VEY_14_KY_Lt_None_ECO2A3SPD_208/1/60

## CREATE A QUOTE OR SHARE WITH ENGINEER


-  Add With Selection Tool
-  Add From Working List
-  Schedule Documents
-  Mass Update
-  Documentation
- Create Rep Quote
-  Share With Engineer

Project Name	Location City	Location State	Location Zip
Monica's Hotel Transylvania	Oklahoma	 OK	73112










5

Notes 27 / 30 8 / 50 2 / 4 5 / 20

Fan coils will be specified with 1/4" closed cell insulation and valve packages.

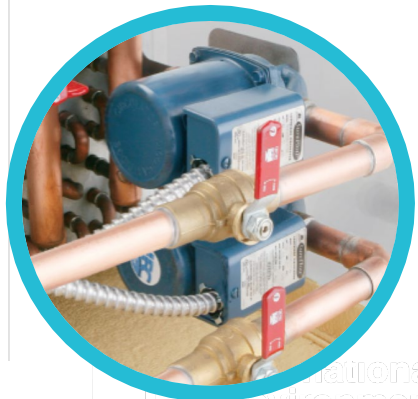
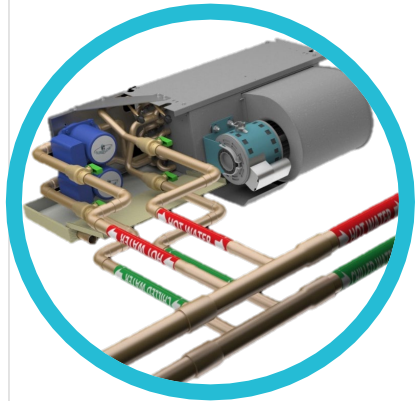
 Save

**Rep Office Name:** IEC-TEST    **Rep Office Phone:** Unknown    **Rep Quote:** Created

Edit	Copy	Delete	Line ID	Description
			1	GHY_02_DY_R_None_CTECM2A05_115/1/60
			2	CHY_04_AY_Lt_None_ECO2A3SPD_208/1/60
			3	VEY_14_KY_Lt_None_ECO2A3SPD_208/1/60

[Add Loop](#)
[Copy Loop](#)
[Delete Loop](#)
6

Loop 1 ✎

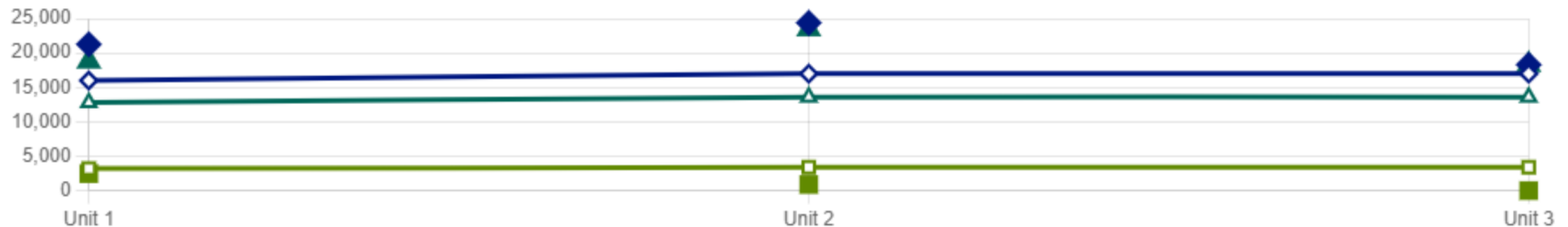


Cooling Conditions

Chiller Fluid Temp: <input type="text" value="45"/>	Peak Load	Flow Rate: <input type="text" value="12.87"/>
Fluid Temp Change: <input type="text" value="10"/>	Total: <input type="text" value="50000"/> Sensible: <input type="text" value="40000"/>	Pipe Size: <input type="text" value="1.25"/>
Target SHR%: <input type="text" value="80"/>	Actual Capacity	Fluid Velocity: <input type="text" value="3.154"/>
Leaving Fluid Temp: <input type="text" value="54.9"/>	Total: <input type="text" value="63944"/> Sensible: <input type="text" value="60584"/>	Fluid: <input type="text" value="Water"/>

✦ Auto-Select
+ Add Unit
⊕ Add Non-SF Unit
☰ Rearrange
✎ Edit
📄 Copy
🗑 Delete
⚙ Recalculate

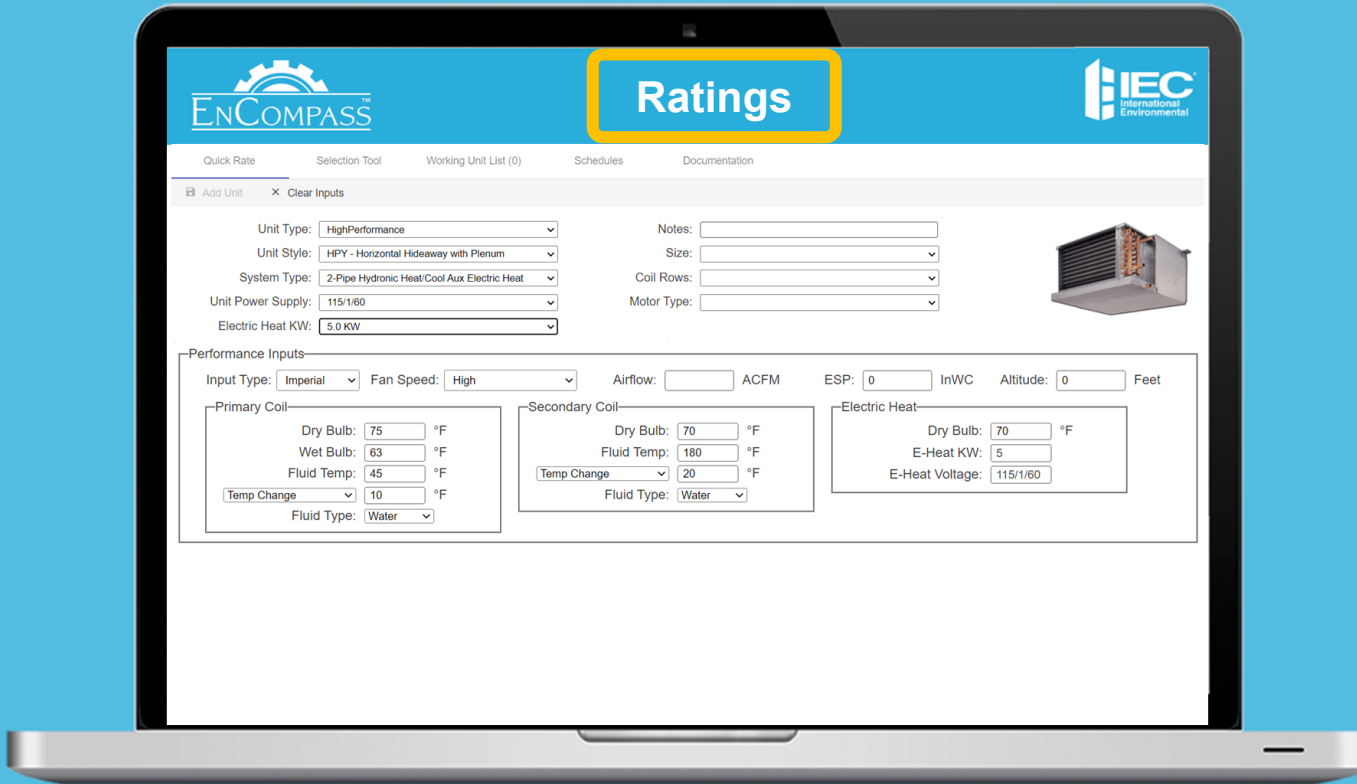
<input type="checkbox"/>	Tag	Target Total	Model/Size	Coil Rows	Airflow	EDB	EWB	EFT	Total Cap	Sensible Cap	Latent Cap	Active
<input type="checkbox"/>		16,000	HHF08	4Pri	1,029	75	63	45	21,264	18,795	2,469	<input checked="" type="checkbox"/>
<input type="checkbox"/>		17,000	HHF10	4Pri	1,384	75	63	48.3	24,378	23,487	891	<input checked="" type="checkbox"/>
<input type="checkbox"/>		17,000	HHF10	4Pri	1,384	75	63	52.1	18,302	18,302	0	<input checked="" type="checkbox"/>



# How do I get field engineers engaged?

Same 5 simple functions to create a fan coil schedule

When ready, share your schedule with your Rep Office and User



**FOR YOUR FIELD ENGINEERS**

Limited access to only Ratings and Selection, no pricing!



# How do field engineers get engaged?

**TAKE ACTION!**



## SALES REPS:

1. Rep: **SCAN THE CODE!** We will follow up with you immediately after AHR!
2. Schedule training or lunch and learns with your field engineering offices

## FIELD ENGINEERS:

Sign up at <https://encompass.iecokc.com>

## **FOR FIELD ENGINEERS**

Limited access to only Ratings and Selection, no pricing!



# FAQs

## 1. Can engineers view pricing?

- NO – their login only allows for the ratings view

## 2. Can a sales Rep view all the projects a field engineer is working on?

- No, you will only be able to view the schedule once they place the Rep Quote button

## 3. I incorrectly entered the Dry Bulb/Wet Bulb conditions, how do I fix this?

- Easy! use the “Mass Update” feature within a Project Schedule to adjust

## 4. What should I do with the floppy disc my old ratings program is saved to?

- I hear they make great coasters

Contact your Regional Sales Manager for additional EnCompass Training Needs



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

