

**Supplier Panel
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Torben M Hansen

ADVANSORTM
by Hillphoenix



Concerns / issues / barriers often heard from end-users? and solutions?

- Cost:
 - first cost focus is (too) dominating
- Energy efficiency:
 - Is always mentioned – in practice, less valued
 - 100rds of examples where the low 1st cost focus lead to "green" solution with even higher Carbon impact than the HFC being replaced.
- Safety:
 - no longer a concern
- Warm climate :
 - EU warm climates are solved today
- Service levels
 - Education is still s a challenge (also applies to HFC!)
- SIGMA (Plug Play solutions) with all heating, AC systems requirements solved is a cost effective fast track solution!

