



# B3: Current and Future Opportunities for Advanced HVAC Systems

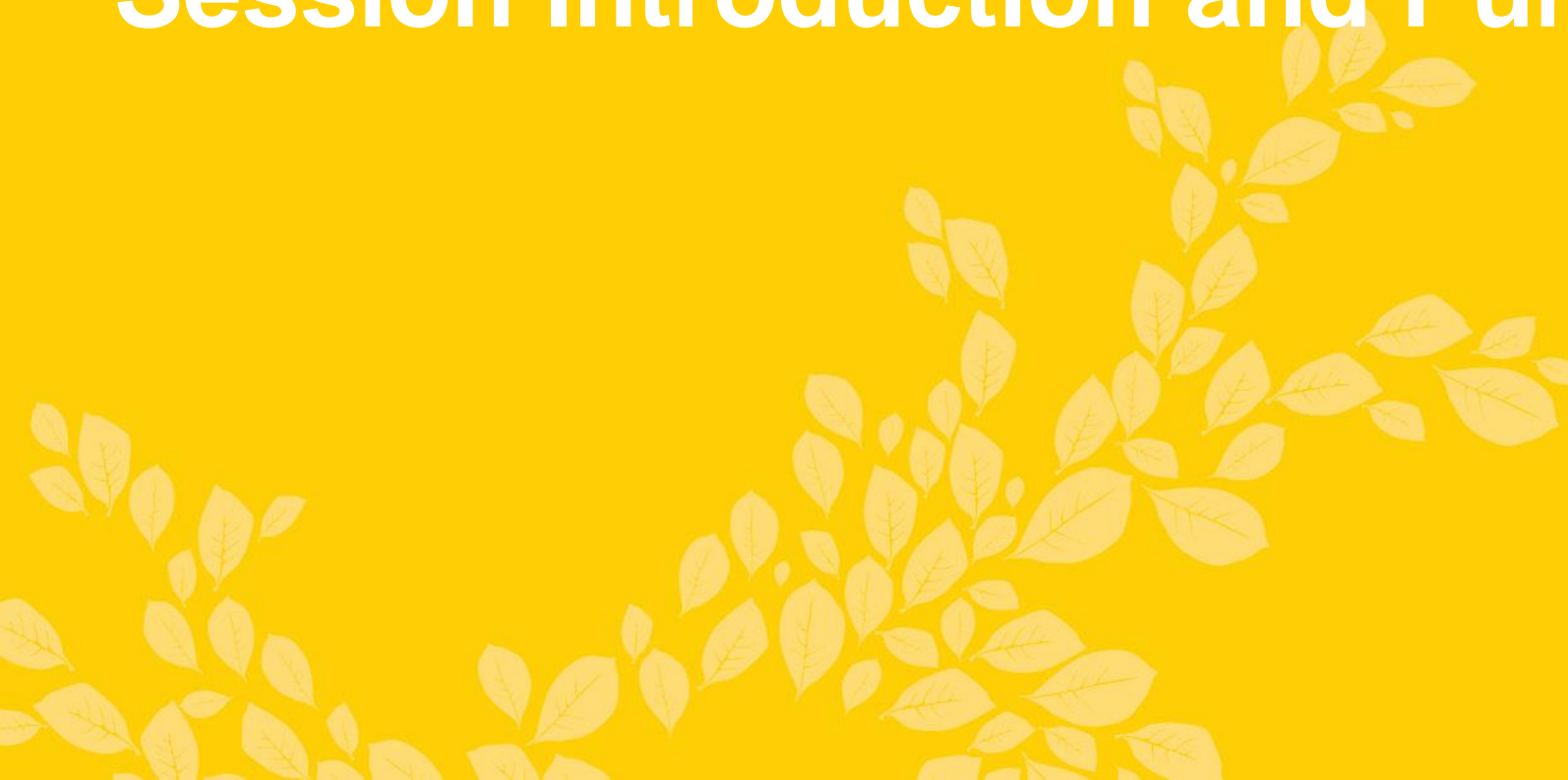
Emerging Tech (ET) in Commercial and Industrial (C&I)

Bjorn Jensen, Program Manager C&I  
Alanna Torres, Program Manager Natural Gas  
April 4, 2017  
Arlington, VA

# Agenda

- ▶ Session Introduction and Purpose (5 min)
- ▶ Presentation by Ryan Kerr, GTI (15 min)
  - Q&A
- ▶ Presentation by John Sheff, Danfoss (15 min)
  - Q&A
- ▶ Discussion (50 min)
- ▶ Wrap-up (5 min)

# Session Introduction and Purpose



# Session Themes and “Big” Questions

- ▶ What do your customers want from advanced HVAC systems? What are their needs?
- ▶ What’s the present state of the art with respect to advanced commercial HVAC systems?
- ▶ How can HVAC systems become more advanced in the next five years? What’s the role of connectivity?
- ▶ How do business models and efficiency programs need to change to realize opportunities from advanced HVAC systems?

# **Ryan Kerr, GTI Emerging Technologies Manager**



# Q&A



**John Sheff, Business  
Development Manager, Danfoss**



# Q&A





# Group Discussion



# Session Themes and “Big” Questions

- ▶ What do your customers want from advanced HVAC systems? What are their needs?
- ▶ What’s the present state of the art with respect to advanced commercial HVAC systems?
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- ▶ How do business models and efficiency programs need to change to realize opportunities from advanced HVAC systems?

# Contact

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