

Centrifugal Chiller Model Selection Software

Client: A leading manufacturer of Heating, Ventilation & Air-Conditioning equipments

Location: South Korea

Client Description

The client is a leading HVAC manufacturer in Korea with presence in the Asian and Middle East markets.

Business Need

The client's Sales department has a manual process for selecting appropriate chiller configurations based on key input parameters. This process had inherent limitations:

- Incapable of handling climatic conditions globally
- Error prone due to human intervention
- Results were extremely person dependent
- Non-standard requirements required the involvement of the R&D team creating dependencies and increasing sales response times resulting in lost opportunities

Due to growth and geographic expansion, the client needed a robust chiller selection process that would address the above issues and ensure that the sales team to quickly and accurately respond to market needs. In addition, the client needed to be ARI (Air Conditioning & Refrigeration Institute) certified for marketing their products world-wide. This certification required a robust chiller selection process as well.

Solution Offered

BSI, through its strong expertise on the HVAC and engineering domain, had prior experience of developing a similar solution for a global HVAC manufacturer. This enabled BSI to present a solution that met the basic requirements and also enabled the client to quickly deploy it across its sales teams.

A Chiller Product Configurator that would cater to sales requirements globally and incorporate global climatic conditions was created using .NET 2.0 (C# language). The chiller selection algorithms, which were earlier developed by the client in FORTRAN language, were integrated into the solution as a DLL.

The solution generated chiller performance data at full load and part load condition in accordance with ARI rating system and user defined conditions.

The solution provided sales order reports, representative drawing and bill of material for manufacturing unit.

The solution had an offline component that enabled the sales team to utilize the solution remotely and synchronize when connected.

The solution provided additional features such as system management, user management, audits and security.

The solution was configurable (localized) for each country that it was to be used in.

Benefits to the Client

- Product could be localized and utilized in any geography
- Sales people were able to operate independently (reduced dependency on the technical team and thereby reducing the sales support costs)
- Enabled compliance with ARI
- Sales response time was significantly improved
- Increased customer satisfaction

TOOLS / TECHNOLOGY

.NET 2.0
C#
Visual Basic 6.0
FORTRAN
SQL Server 2005
SQL Server 2005 Express
NHibernate 1.2

For more information about Blue Star Infotech:

USA	+1(408) 235 1640
UK	+44 020 8538 2710
India	+91 22 2490 1870

Email: alobalha@bsil.com

www.bsil.com