

RackChiller SMART Rear Door Cooling

WHY NVENT SCHROFF RACKCHILLER REAR DOOR

- Experience in cooling
- Efficiency improvement vs. CRAC based systems and higher power densities per rack
- Advanced monitoring and control functions
- Allows higher exhaust air temperatures versus in row or room based cooling solutions
- Delivers 25-55kW rack level cooling in optimal operating conditions

NVENT ADVANTAGE

- Provides broadest portfolio regarding dimensions with leading components and performance data
- Passive fan-less and active solution supporting air flow
- Leading features
 - Flexible frame solution; adapter kits available for integration with third party racks
 - Optional hoses, sensor kits, valve and actuator allow easy adoption to different facility designs / operational requirements
 - Optional digital display and management module
 - EC Fan technology
- Monitoring and control over SNMP and Modbus TCP
- UL / CE compliant and various other standards

WINNING STRATEGY/SOLUTION

- Combine RackChiller Rear Door with the leading nVent HOFFMAN and SCHROFF data center portfolio
- Pre-engineered solutions for minimal planning outlay; short setup time for room dependent server cooling
- Fully compatible range of accessories; hoses, valves and external sensors



Competitive Battle Card

PRODUCT: RACKCHILLER REAR DOOR VERSUS COMPETITOR

AUDIENCE: TARGET MARKET

VERTICAL FOCUS:

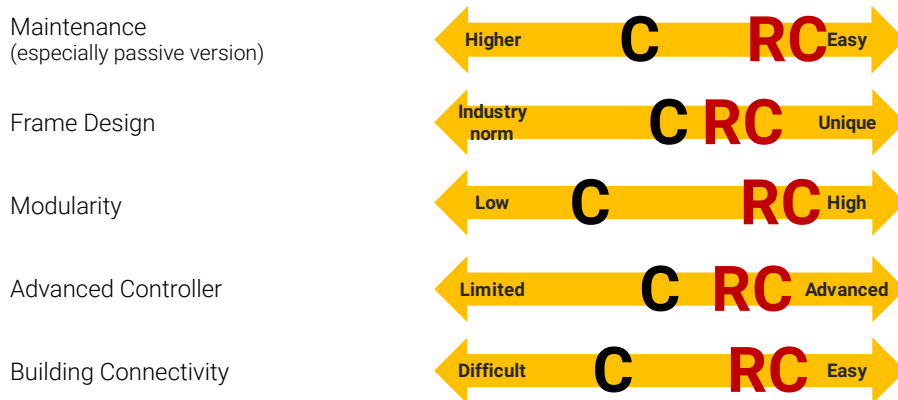
High Performance Computing Data Center Applications

- HPC Designer (HPE, NEC, Atos, Dell, IBM, Cray...)
- Advanced Physics / Science
- Enterprise / Hyperscale DC
- Edge Applications

KEY DECISION MAKERS

- Design Engineers
- Facility Managers
- Supplier Relation Manager

PRODUCT ADVANTAGES



RC: RACKCHILLER **C:** Competitors

SELLING STRATEGY (HOW TO SELL)

DATA CENTER

- Customers need to implement >15kW or higher cooling per rack
- Present RDC customer overview PowerPoint
- Share data sheet and cooling information to build confidence in utilizing water in the data center
- Unit offers leading cooling capacity with broad integrated feature set at competitive price

DISTRIBUTOR AND VAR

- Units require a more consultative selling approach; train and make the tool kits available

CORE DIFFERENTIATORS

	nVent RackChiller	Competitor(s)
Maintenance	Fan-less version, easy access on critical parts (e.g.. actuator, PSU,...)	Only view competitor offer passive version.
Frame design	Easy to adopt to various racks	Limited to own rack design / integrated door design.
Modularity	Configuration of different kits (e.g. differential pressure, water flow,...)	Limited configuration options
Advanced Controller	SNMP and Modbus TCP as standard and sensor kits as configuration options	Modbus and SNMP connectivity as options associated with additional costs limited sensor range
Building Connectivity	Special flexible hoses allow easy integration into building chilled water plumbing	Fixed water connection points with connection hoses as an added cost option



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