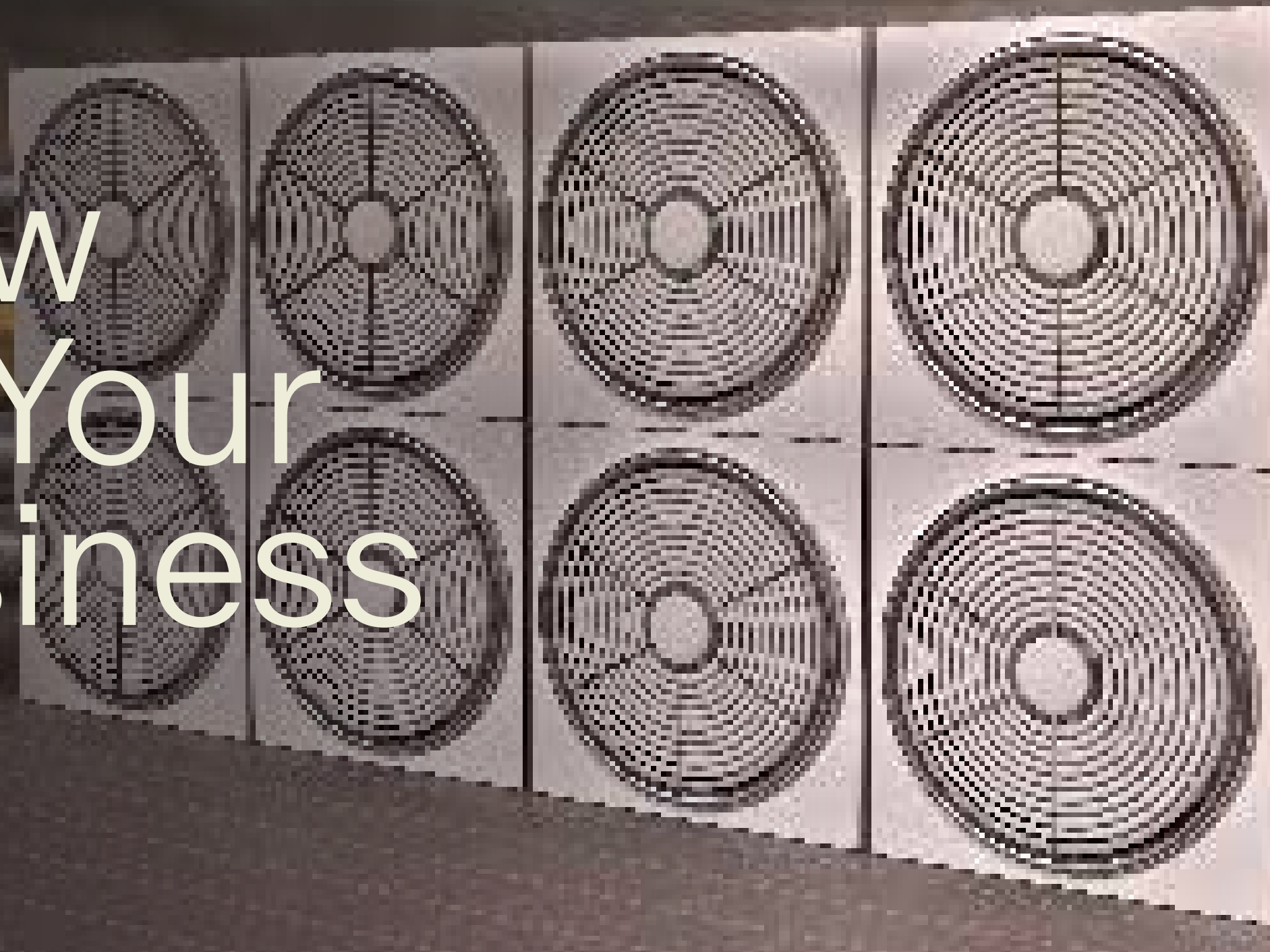


Which New Tech Can Your HVAC Business Afford?



New tech is majorly impacting the HVAC industry. How much of this tech can you incorporate into your HVAC business? Let's break it down into levels of accessibility.

Highly Accessible

Smart Thermostats

Low entry point with many brands offering affordable options with Wi-Fi connectivity and basic smart features.

- Increased customer satisfaction
- Data insights
- Potential energy savings



Internet of Things (IoT) Connectivity Solutions

Simple plug-and-play sensors or cloud-based monitoring systems are reasonably accessible.

- Basic data on system performance
- Remote access
- Improved service
- Preventive maintenance



Augmented Reality (AR) Apps and Tools

Some basic AR apps for technicians are available at low costs or even for free!

- Visualization of components
- Overlaying instructions
- Remote troubleshooting guidance



Moderately Accessible

Virtual Building Models (VBM)

While high-end VR simulations might be costlier, mid-market companies can explore cloud-based VBM platforms or 3D rendering software

- Basic building models for sales presentations
- Improve customers' understanding using visuals
- Simulate and anticipate a building's energy needs



AI-powered Maintenance Tools

Basic AI-driven software options with predictive maintenance functionalities are becoming more affordable.

- Valuable insights for service scheduling
- Downtime prevention



Low Accessibility

Advanced AI Systems

Complex AI algorithms cost more and might require significant data infrastructure investments.

- Real-time optimization
- Personalized comfort control



Nanofiltration Air Purifiers

Premium air filtration systems can be costly, making them more suitable for luxury homes or healthcare facilities

- Captures ultra-fine particles that HEPA filters miss
- Removes viruses, certain heavy metals, and some pharmaceutical residue
- Can lead to better sleep and healthier environments



Geothermal Heat Pumps

Despite long-term cost savings, installation costs of geothermal systems can be a significant barrier for mid-market companies.

- Up to 60% energy savings vs. traditional systems¹
- Government incentives and rebates
- Lower monthly utility bills
- Fewer moving parts and minimal outdoor exposure



Sources

1 - <https://www.southeasternheatingandair.com/products/geothermal/>