

Competitive Comparison

WC HybrEx Chiller



● Good | ●● Better | ●●● Best | ○○○ Not Available

	Competitive Product	HybrEx Chiller
Easy Retrofit		
Builds in place and can easily fit through standard doorway <i>The HybrEx Chiller is same or better depending on the competitive chiller.</i>	●●○	●●●
On Site Assembly Labor (2 hrs of labor saved by less on site assembly)	\$400 - \$500	\$0
Stays under the Stationary Engineer rule for lower operating costs <i>Manufacturers are aware of this rule for New York.</i>	●●●	●●●
Highly compact design and footprint <i>The HybrEx Chiller is 28" in width which is same or better depending on the competitive chiller.</i>	●○○	●●○
Flexible Controls Structure		
True plug and play installation with factory pre-configuration <i>Reduced labor for controls start-up.</i>	●○○	●●●
Controls Labor (HybrEx controls saves 6+ hours of controls labor, Est. \$100/hr)	\$800 - \$1,200	\$0
Easier integration into BAS using Niagara N4 network <i>Competitive products along with the HybrEx Chiller can integrate into BAS, however, Niagara N4 is easier than other available options.</i>	●●○	●●●
Powered over the Niagara N4 network <i>With Niagara N4 network, the HybrEx Chiller offers better security and graphics than other options.</i>	○○○	●●●
Network controls security <i>With Niagara N4 network, the HybrEx Chiller offers better security and graphics than other options.</i>	○○○	●●●
HTML 5 (Better graphics interface) <i>With Niagara N4 network, the HybrEx Chiller offers better security and graphics than other options.</i>	○○○	●●●
GSA compliant network <i>For federal projects, Niagara N4 is recognized by GSA.</i>	○○○	●●●
Network diagnostics <i>The industry offers comparable network diagnostics options.</i>	●●○	●●○
Advance freeze detection <i>It's common within the industry to measure temperature, however, the HybrEx Chiller measures pressure which equates to better control, better protection from freezing, and more reliability across the envelope.</i>	●●○	●●●
Superior reliability and performance across envelope with EEVs <i>Many competitors use an off the shelf EEV control, however, WaterFurnace EEV control is specifically designed to be used with our products.</i>	●●○	●●●
Preventative maintenance alarms <i>Competitive products provide different levels of maintenance alarms.</i>	●●○	●●○
Modular controls structure allows independent or bank operation <i>Redundancy and independent compressor controls within the unit allow operation of 1 compressor if the second has failed. Supports maximum run time with 1 Aurora Base Control to 1 compressor, allows WaterFurnace to operate the compressor.</i>	○○○	●●●
Ability to see refrigeration diagnostics at the HMI or over the network <i>Difficult for refrigeration to be passed over Carel controller.</i>	○○○	●●●
Ability to see power and electrical diagnostics at the HMI or over the network <i>Difficult for power and electrical diagnostics to be passed over Carel controller.</i>	○○○	●●●

Ability to see water-side diagnostics at the HMI or over the network <i>Difficult for water-side diagnostics to be passed over Carel controller.</i>	○○○	●●●
Ease of use touch screen HMI on master chiller <i>Easy to find data with user-friendly graphics and interface.</i>	○○○	●●●
Sound Performance		
Enclosed design <i>Full enclosed cabinet.</i>	●●○	●●●
Compressor blankets <i>Noise dampening blankets used to keep the unit quiet.</i>	●●○	●●●
Rigid frame <i>Heavy duty frame that provides rigidity for low vibration</i>	●●●	●●●
Quiet compressor ramp-up start <i>Advanced compressor technology enables quiet ramp-up and ramp-down.</i>	●●○	●●●
Installation Benefits		
True plug and play installation with factory pre-configuration <i>Reduced labor for controls start-up.</i>	●○○	●●●
Set point control - set and forget <i>In addition to set point control, the HybrEx Chiller has a lot of intelligence built into the product, especially for alarms management.</i>	●○○	●●●
Simple single power design for ease of on-site labor <i>Busbar is another option within the industry.</i>	●○○	●○○
Dual feed option <i>The HybrEx Chiller's dual feed option provides amperage flexibility, especially for larger bank systems.</i>	●○○	●●○
Up to 10 modules with 20 compressors that can be comprised of fixed speed and lead variable speed compressors <i>Most competitors offer 15 stages. The HybrEx Chiller can have fixed or VS or mixed with the same program.</i>	●○○	●●●
Water connection accessibility with pipe rack design <i>Easier installation and maintenance.</i>	○○○	●●●
Plumbing Labor (2 hrs of plumbing labor saved by integrated, modular header rack design)	\$300 - \$500	\$0
Lower Maintenance		
When using an open loop cooling tower, a robust heat exchanger provides less clogging and fouling compared to other heat exchangers <i>Less down time for cleaning and flushing.</i> Annual energy savings (Est. \$26.35 annual energy savings per ton due to greater efficiency of heat transfer with less fouling (at \$0.09/kW-hr), equals \$7,000-9,000 annual savings on a 300 ton chiller bank) assumes a reduction of 0.1 mm of bio film thickness in comparable chillers operating 3,000 hrs/year.)	○○○	●●●
Higher pressure rating with robust heat exchanger <i>Robust heat exchanger has a 450 psi on waterside compared to 380 psi for braze plate.</i>	●●○	●●●
Integrated strainers <i>Easier maintenance compared to strainers integrated into the pipes.</i>	●○○	●●●
Power and service can be isolated. <i>With the HybrEx Chiller, power and service can be isolated.</i>	●○○	●●●
Major component accessibility <i>When needed, the HybrEx Chiller's major components can be easily accessed.</i>	●○○	●●●



*Examples in these materials are not to be interpreted as a promise or guarantee of savings. Savings potential is entirely dependent on electricity rates, chiller runtime, labor rates, and other factors.

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