Panasonic and Systemair join forces on integrated heating, cooling and ventilation

Strategic partnership comes in response to building owners seeking integrated solutions

Panasonic has announced a strategic partnership with Swedish ventilation and applied ac specialist Systemair to develop ’integrated and sustainable solutions for the commercial and residential sectors.’

The move will see the two companies collaborating on technology that will offer heating, cooling and ventilation ’in one box’ in the belief that more integration of the three HVAC options is required. The first fruits of the partnership is a seris of Panasonic-badged heat pump chillers, built by Systemair featuring its air source reversible chiller technology

The two companies will maintain their separate sales channels and branding but will look to collaborate on R&D and strategic direction as they seek to bring the worlds of heating and cooling closer together. Both companies say  their building owner customers are increasingly requesting more integrated solutions. Panasonic AC & Heating Europe’s md Enrique Vilamitjana said: “We are finding too often that the heating and the cooling in buildings are independent of each other, so our vision is to bring them together.”

Toshiyuki Takagi, Executive Officer of Panasonic Corporation and President of Panasonic Air-Conditioner said: “We see this as a great synergistic opportunity to develop, deliver and meet the higher level of environmental demands of our customers, in addition to providing long-term business prospects across an evolving European market. Systemair’s outstanding product range and wealth of experience within the HVAC&R and ventilation industry, aligns well with our commitment to offering customers exceptional value, features and product quality.”

Roland Kasper, CEO of Systemair added: “We are very excited for this partnership and the new opportunity that this will create for new innovative and seamless solutions. Together, we aim to enhance building operations, optimise energy efficiency, lower their carbon footprint and reduce energy costs.”

The partners say they will leverage existing technology and expertise from both parties, ’setting new trends within the European HVAC&R market.’ The new ECOi-W heat pump chiller range offers fully customisable solutions and can be made-to-order to create bespoke solutions for specific projects -including the light commercial sector - to fully meet customer demands and requirements.

The range, from 20 kW to 210 kW offers an operating range of -17 deg C in heating mode to 50 deg C in cooling mode, with water outlet temperatures of -10 deg C to 17 deg C in cooling and 20 deg C to 50 deg C in heating.

Systemair and Panasonic say they are also collaborating closely to develop technologies and features to be incorporated into the applied chilled water technology: ”The aim is to create even more highly efficient, environmentally friendly chiller/heat pumps at the forefront of the European market. This will be additionally enriched by utilising the companies’ Smart Cloud interface, for convenient remote control and maintenance at one’s fingertips.”

IAQ is also seen as a key focus for the two companies and the partners say they will seamlessly integrate Systemair’s specialist IAQ-led ventilation with Panasonic’s residential and commercial heat pumps, control technology and connectivity.

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