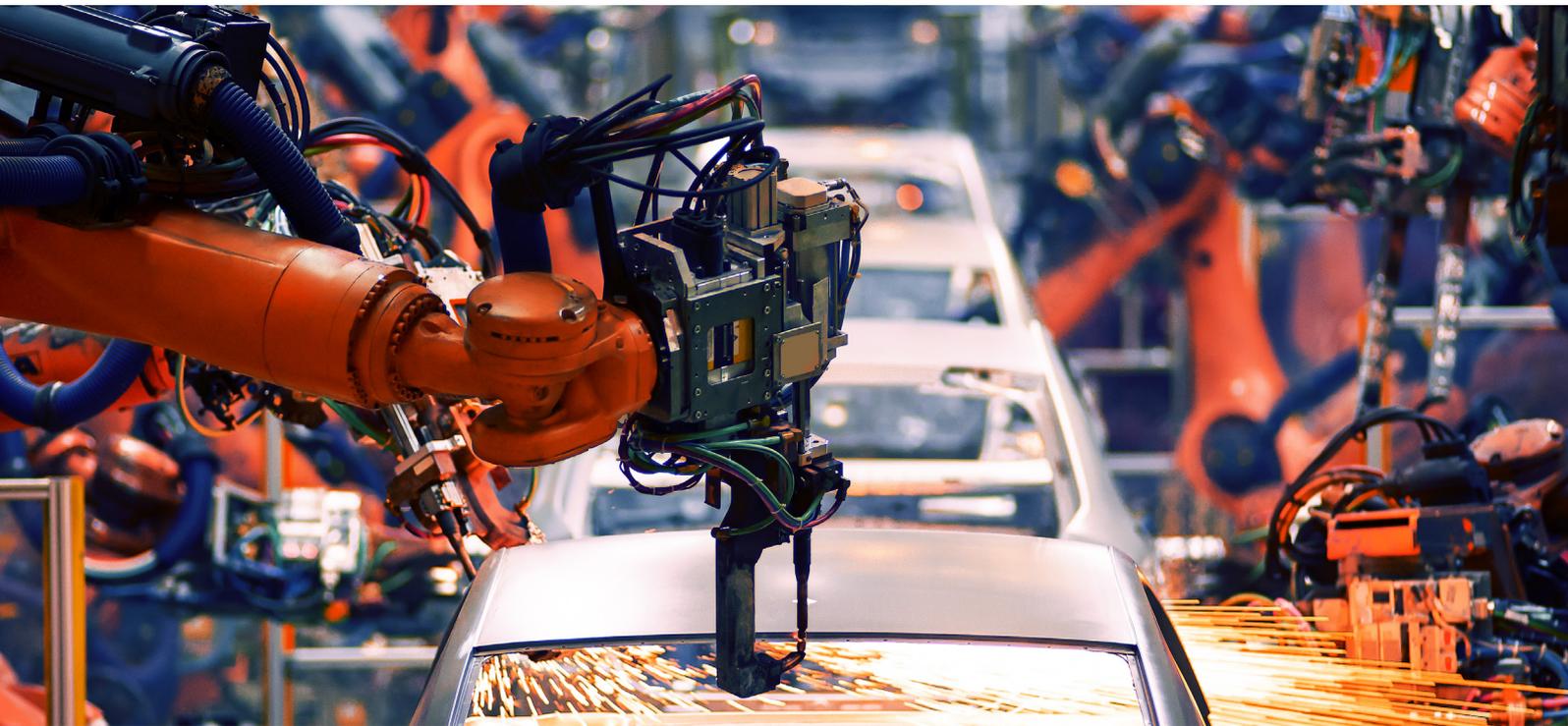




flex MEMBERSHIP GIVES CAR MANUFACTURER THE EDGE



THE CHALLENGE

With two chiller units needing replacement, the facility manager of a multi-national car manufacturer needed to efficiently address the needs of the plant and avoid capital cost expenditures. The factory objectives were to reduce energy costs, maximise operational efficiencies and reduce maintenance expenses.

THE SOLUTION

An innovative approach – our rental team helped the car manufacturer rethink their approach to financing. Rather than investing in two new units, we arranged for two brand new bespoke chillers to be installed under our FLEX Membership agreement, transforming the cooling units from a static asset to a dynamic solution. This fixed long-term exchange program from ICS Cool Energy enabled the facility to turn the capital expense into an operating expense with added flexibility:

- Full control of operating costs
- No upfront costs
- Pay for what you use
- Fixed monthly rate
- Latest technology
- Easy switching to more powerful equipment
- Full maintenance and warranty cover
- Highest reliability and lowest financial risk.

The hire team initiated the work with the removal of the two older chiller units. Two new chillers were then installed, each providing 430 kW of cooling capacity.

THE RESULT

The car manufacturer was very satisfied with this innovative approach to equipment. FLEX Membership is helping the company avoid planned capital replacement costs over the next ten years with the guarantee of always having highly efficient temperature control equipment.



Above: Two hire chillers installed at a car manufacturing plant to maximise operational efficiencies and reduce maintenance charges



FLEX - THE FIXED LONG-TERM HIRE PROGRAM

- FLEX your capital
- FLEX efficiency upgrades
- FLEX capacity
- FLEX your contingency plans
- FLEX your risk

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