

# Airzone North America

Smart HVAC control



For Airzone Sales Reps



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# Getting to know Airzone

For 20 years now, Airzone, headquartered in Spain, EU and a subsidiary of Altra Corporation, has been developing **intelligent control solutions** with the highest EU standards to manage and improve the **energy efficiency** in applications of various **heating** and **cooling** equipment, both in **commercial** and **residential** buildings.

The OEM channels we have created in the US thanks to our successful collaborations with Samsung prepared us to offer our solutions to a network of exclusive sales reps today.

## VISION

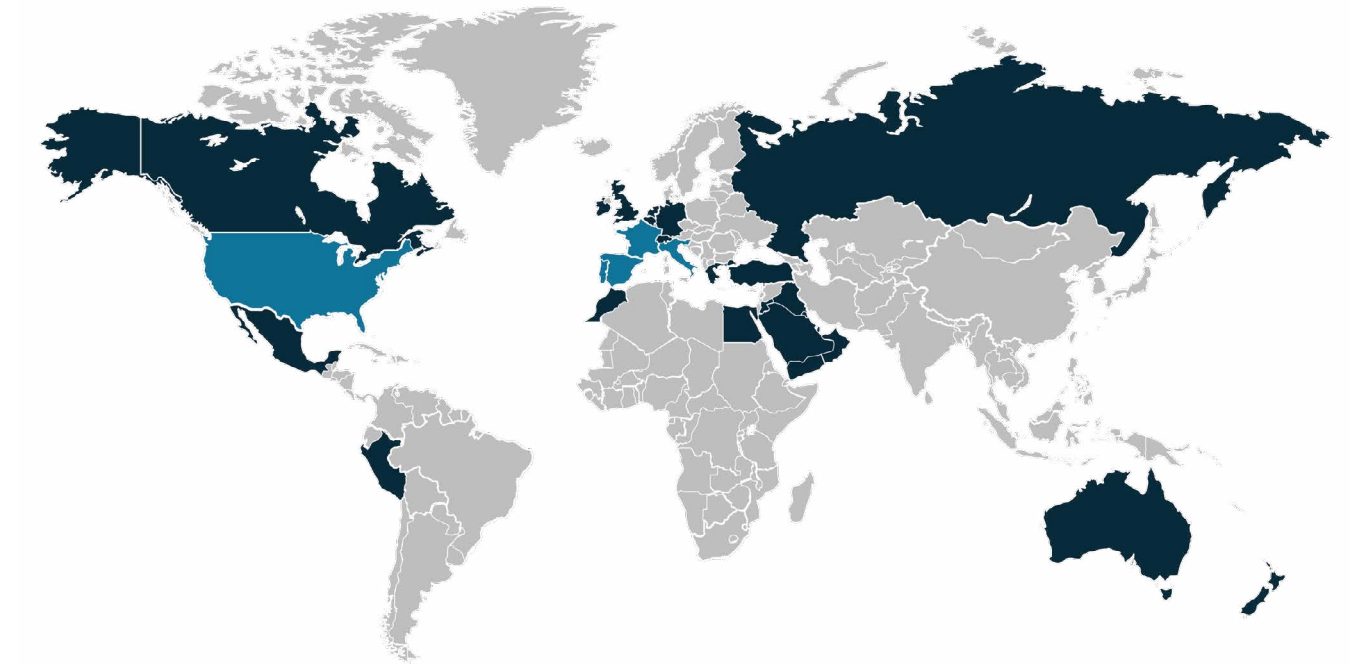
Trailblazing in the future of HVAC-IoT sector with the latest integration and compatibilities.

## MISSION

Providing efficient control solutions for the well-being of people for a sustainable future.

Discover our video presentation [here](#)

## Global presence



**Offices** in Spain (HQ), France, Italy and the USA.

**Airzone distributors:** Canada, Mexico, Australia, Germany, Ireland, Greece, Morocco, Belgium among many others.

**+ 1 Million**  
zones installed  
globally

**+18%**  
YOY growth rate

## Airzone North America

As Airzone we have created a very powerful **connection with Samsung** thanks to our collaborations and certified protocols.

At the same time, we analyze the **latest IoT trends and regulations** very carefully to bring into the market products with a cutting-edge technology following global standards.

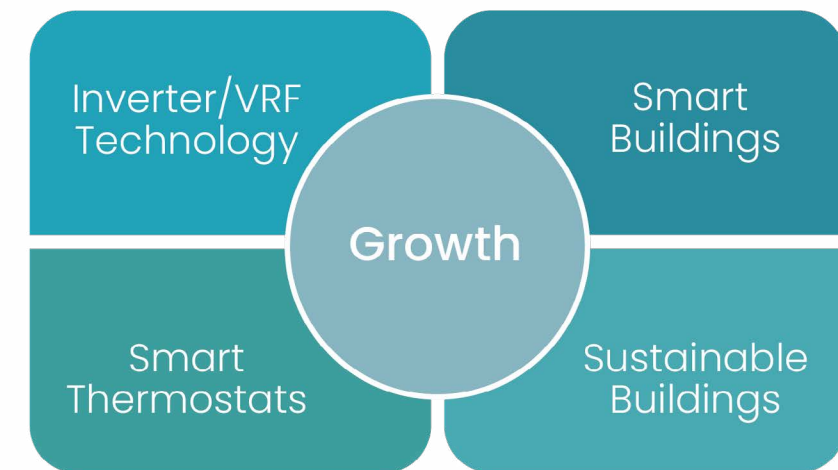
As a result, **we are now entering the US market** offering a powerful leverage opportunity to the Samsung Sales Reps through our products and services.

There are **two driving forces** behind our business plan:

- The global transition from **electromechanical Samsung units** to **Inverter units** with zoning.
- The immediate need in the US market for a **smart & professional control device** which can do a lot more than a simple converter with full support and services.



## Why Airzone?

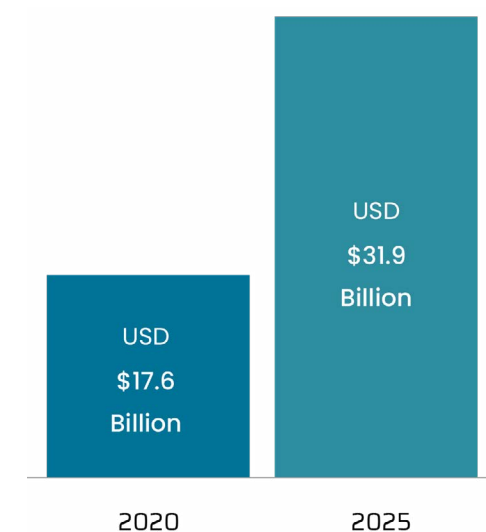


### Inverter/VRF Market is growing

It is estimated that **the global VRF market** will grow from (2020) **USD \$17.6 billion to \$31.9 billion** (2025) at a CAGR of **12.7%**.

US is the fastest global Inverter/VRF market.

It is also estimated that Samsung will continue to be the key market player.





## Inverter/VRF Market – Strength points and downsides

There are **strength points** of the Inverter/VRF which support the projected market increase:

- According to the US General Services Administration, VRF technology provided a **34% energy-savings** compared to the code-compliant HVAC.
- The US Government has recently renewed its commitments to the Paris climate agreement which makes the efficient solutions more interesting.

But the growing popularity of Inverter/VRF in the market also comes with certain **limitations** to increase the sales such as:

- Legislation limiting the amount of refrigeration circulating in the building: ASHRAE 15 & 34/B52.
- Higher first costs (equipment and labor) when comparing with traditional applications.
- High cost of refrigerant gases.

## Airzone solution for Samsung

Airzone steps in the picture here with **game changing benefits** with its variable airflow zoning system compatible with the residential and commercial range of **ducted and ductless indoor units of Samsung**. The Airzone Zoning System is the perfect combination of robust Samsung HVAC equipment integrated with the best of Inverter technology. Our strength point is the **Samsung certified protocols** that we use for this integration.

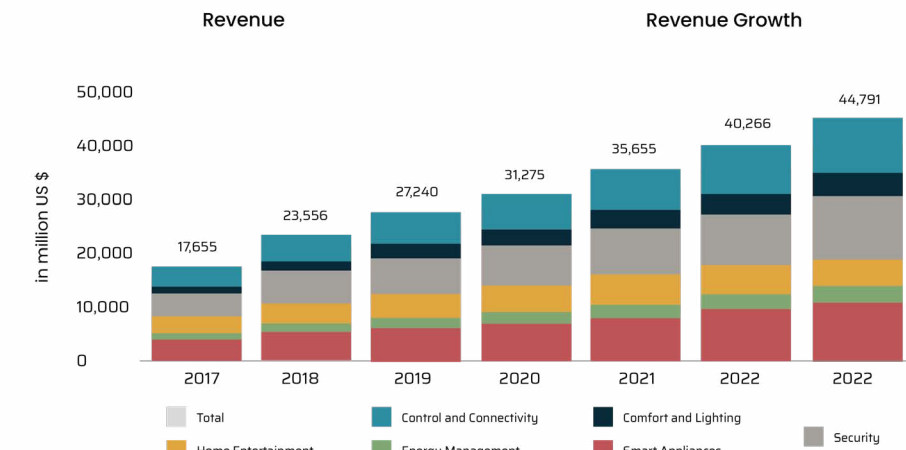
### Top features and benefits of Airzone Solutions

- Cost effective, superior comfort.
- Efficient and enhanced energy savings.
- Small & mid-sized commercial applications.
- Multi-split residential projects.
- Compatible with radiant heating.
- Integrable with zone-supplemental heating systems.
- Individual temperature control in each zone.
- Reduces the refrigerant volume by zoning.



## Smart building market is growing

There is a significant increase in **smart home devices** from different manufacturers without integration. In addition, integrated control systems do not integrate well with HVAC.



- Revenue in the Smart Home market is projected to reach US\$28,864m in 2021.
- Revenue is expected to show an annual growth rate (CAGR 2021-2025) of 12.82%, resulting in a projected market volume of USD \$46,767 billion by 2025.
- Household penetration will be 40.0% in 2021 and is expected to hit 57.2% by 2025.
- The average revenue per installed Smart Home currently is expected to amount to US\$552.78.
- A global comparison reveals that most revenue is generated in the United States (US\$28,864m in 2021).

## Airzone Solution: Full HVAC integration in Smart Buildings

Airzone solutions **easily integrate** any Samsung system regardless of its complexity with the **leading BMS/HA standards**.

- Quick and easy installation with simple configuration.
- Hassle-free troubleshooting of error codes.
- Remote HVAC maintenance with smart diagnostics.
- Most secure technology with API Cloud & API Rest.
- Specific integration gateways such as BACnet, Lutron.
- Integrates with 3<sup>rd</sup> party smart thermostats.

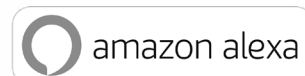
## IoT Control Systems

Our solutions are also integrable with the **major BMS systems** to seamlessly integrate any Samsung technology.



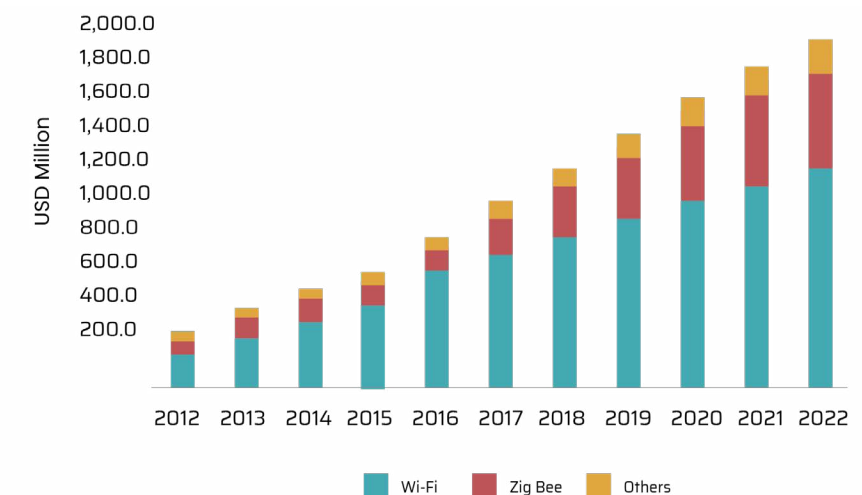
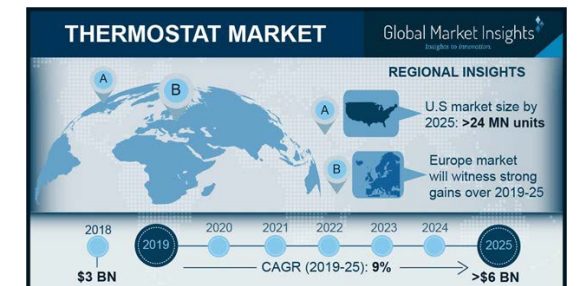
On top, for the residential markets, we provide full integration with the **Home Automation systems** assuring proper communications of the Samsung unit with the rest of the smart systems such as AV, lights, blinds, etc.

Airzone solutions are also compatible with voice assistants of **Amazon Alexa** and **Google** which give all the user-friendly functionalities of these applications.



## Smart thermostat market is growing

Smart thermostats come with many user-friendly features, but **they are not** developed to control the Inverter/VRF equipment intelligently. Most inverter features of the equipment are lost due to **lack of control**. In addition, connectivity is a challenge for the smart thermostats.



## Airzone Solution for Samsung

Airzone's top advantage in regard to the growing smart thermostat market is that we offer indoor unit control via **Samsung certified protocols** which keep the **original Inverter features of the unit intact**.

This is a crucial point since the main investment and popularity of Inverter equipment is directly related to its **power of efficiency** and **energy**

**savings** in the first place. Such efficiency and savings are currently sacrificed at the expense of smart thermostats.

At Airzone, we have the **answer** to keep both these unique, differential benefits and the user-friendly features of smart thermostats which makes our solutions attractive.





Product Life cycle extended for Samsung units

Airzone resolves a big problem in the market by maintaining the Samsung unit **up-to-date** with the **latest IoT trends** hence **extending the lifespan of the equipment**.

Airzone has extensive knowledge from the IT industry, thanks to its constant investment in **R&D** and a **privileged relationship** with Samsung. Airzone North America will invest in claiming its position between the key players of these two industries, to help the users get the best of the two worlds.

Characteristics	HVAC	IT
Product life cycles	Very long	Very short
Pace of innovation	Slow	Rapid
Type of innovation	Cumulative	Disruptive

Comparison between the HVAC and IT industries

A potential disruptive innovation in the IT world, such a shift on the Wi-Fi band, could render a relatively new and fully functional Samsung unit **outdated** in this new scenario.

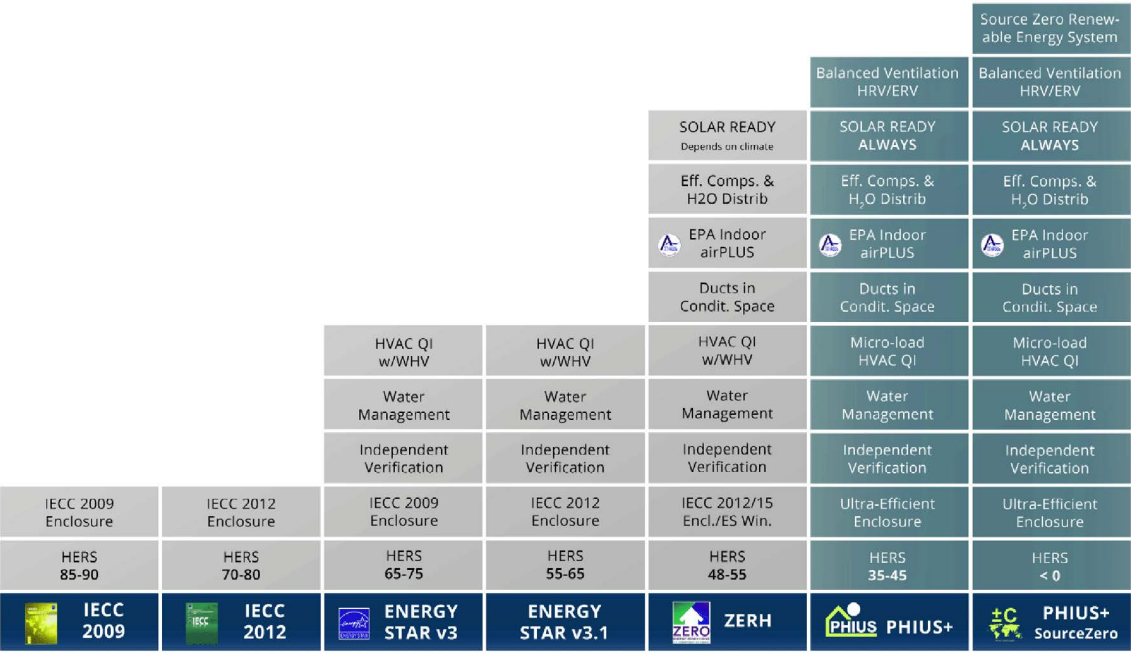
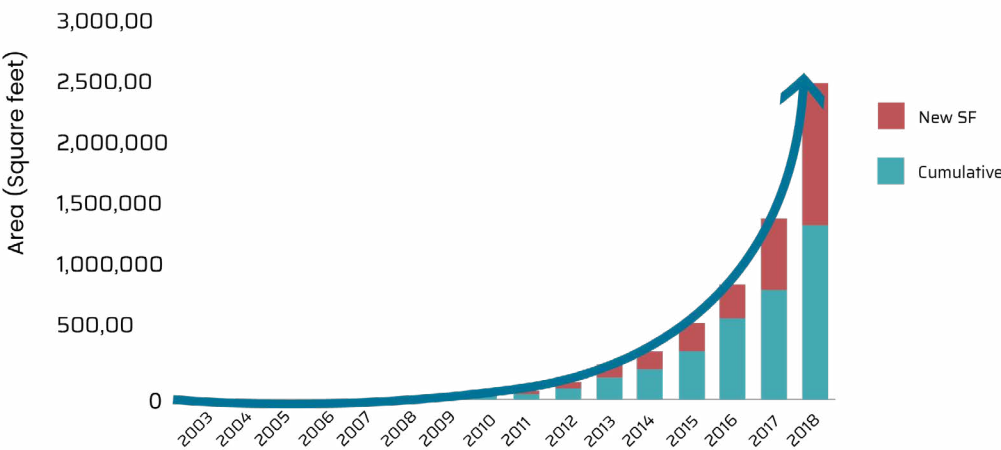
Product	Estimated lifespan	Disruptive innovation intervals
Air conditioner	10+ years	15-20 years
IoT features (Wi-Fi band, HA...)	2-3 years	4-5 years

Comparison between the HVAC and IT product lifespans

Airzone aims to supply the needed solutions, such as the Aidoo Controller, to upgrade the existing Samsung unit and help the users keep up the pace with the latest innovations from the IT world.

The growing market of Green & NZEB Buildings and PHIUS+ Passive House certification.

VRF is the **environmentally-friendly** alternative leading to efficiency and energy savings.





## Airzone solution for Samsung: Full Efficiency

Energy efficiency is no longer a choice but a requirement. The energy consumption in HVAC tops the list with the highest number of **40%** in buildings. Airzone creates the most energy efficient solutions with the best ROI.

By **zoning** and **controlling** fully the operating parameters such as the humidity and air temperature the users can enjoy not only the best comfort but also a completely efficient Samsung system with important energy savings.

Airzone offers energy savings between **25%** and **41%**, depending on outdoor temperature and partial load of the thermal production unit. \*

The Airzone system allows maximum use of the emission elements with full comfort and efficiency thanks to its aSamsungorithms.

We also meet high-standard regulations through certifications such as **BREEAM**, **LEED** and **WELL**. We provide top quality methods for justifying improvements in energy efficiency and management.



\*To read the full study visit: <https://www.airzonecontrol.com/na/en/projects/resources>





# Airzone total integration

## The Future of HVAC

### Airzone HUB concept

In the light of the circumstances surrounding the HVAC and IoT markets today, we can proudly say that as Airzone, we are at the forefront of **HVAC-IT integration** with our state-of-the-art products in direct collaboration with Samsung. Thanks to our constant R&D, we pave the path to the **future of HVAC control**. All these add up to the strength of our products and brand which resolve the limitations circling the Inverter market. We provide real solutions to increase the sales margin of Samsung reps and our Airzone NA mission is set out for the distribution of this lucrative opportunity among those who are ready to seize it.

- **Constant collaboration** with the leading Samsung manufacturers worldwide.
- Airzone products developed with **certified protocols** and two-way communications.
- A wide range of **control solutions** for the leading Samsung brands.
- The Samsung market needs to keep up with the **pace of IT** development.
- Both end-users and professionals demand **connected systems**.
- We **close the gap** between the long lifespan of Samsung units (10+ years) and short lifespan of IoT trends (2-3 years).
- Home automation (HA) and building management systems (BMS) rely on Airzone to **truly integrate** Samsung systems.
- As a result, we bring the **simplest Samsung integration** into the IoT and HA/BMS markets.





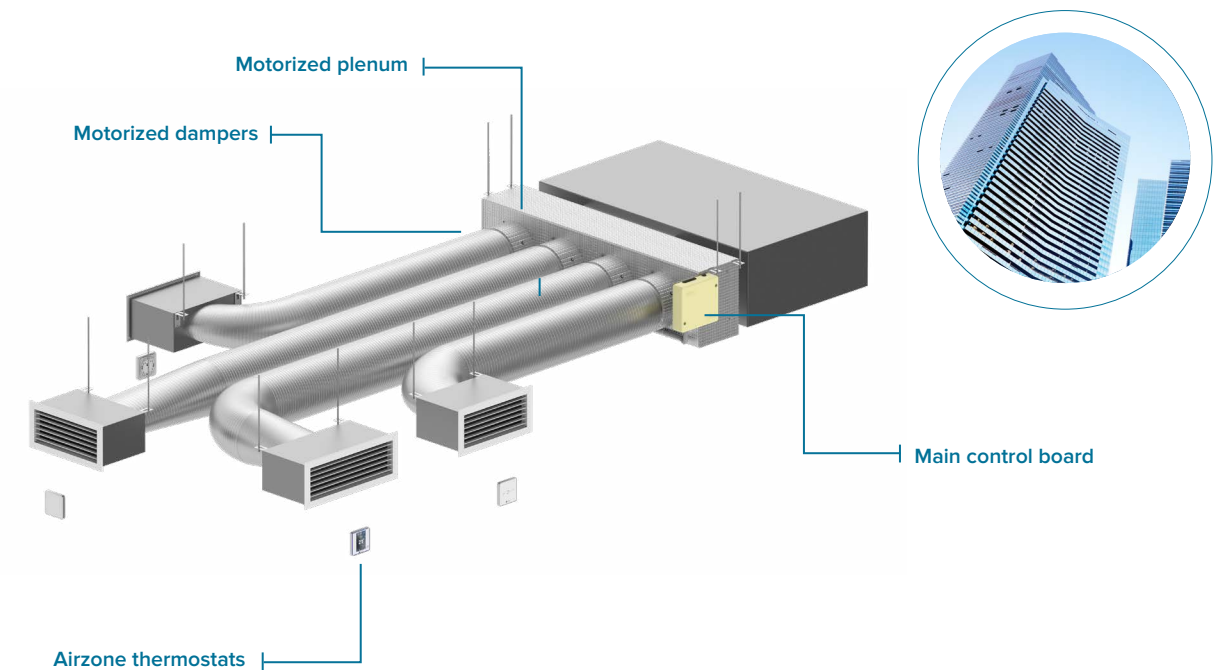
# Airzone Solutions for Samsung

## Airzone Easyzone

**Coming Soon**

The **Plug&Play all-in-one zoning solution** for ducted Gree units. The highly efficient Easyzone system regulates the temperature in up to **6 zones** independently when there is demand. It controls the indoor unit, adapting its set-point temperature and power output according to the zone status. This means that with Easyzone, **energy is only used in the occupied zones**.

So, thermal comfort is maximized in every zone at the same time with **energy efficiency** and **savings** in installation and maintenance costs.



Reduction in  
installed thermal  
power

Reduction in  
pipes length

Reduction in  
refrigerant  
charge

Compliance with  
ASHRAE 15 & 34/  
B-52 standards\*

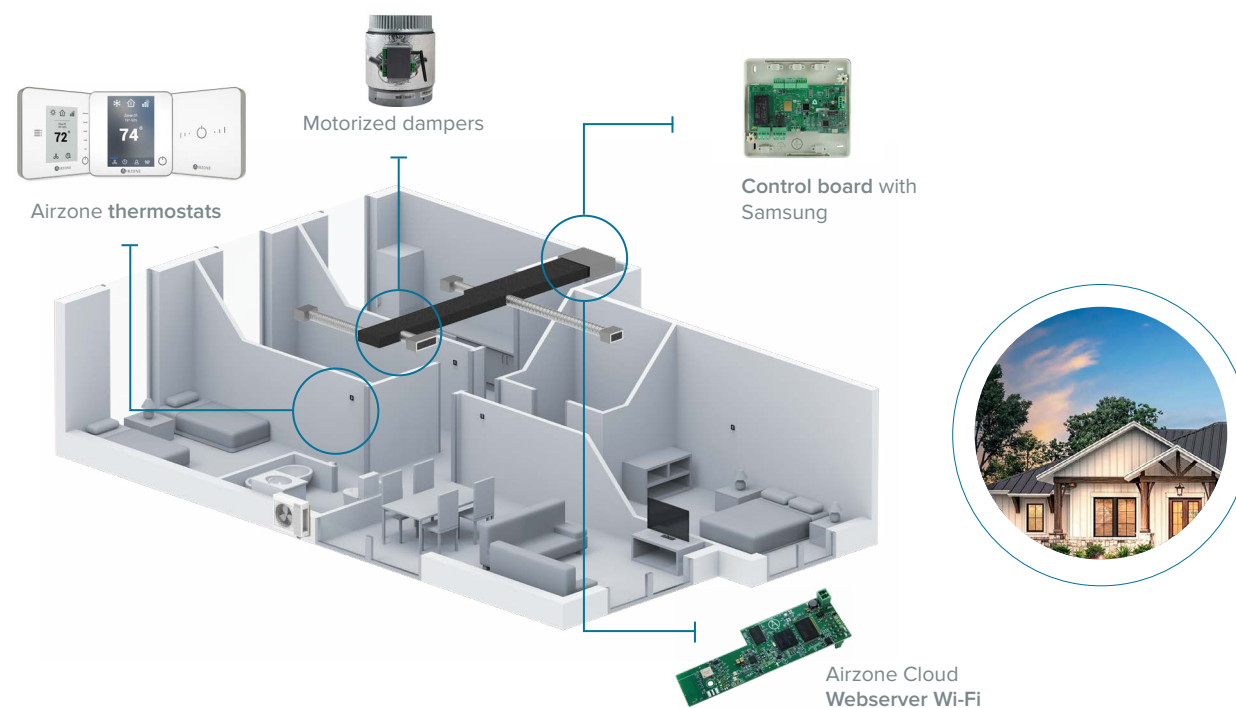
- Allows independent zone control.
- Premium aesthetic design touch-screen control interfaces.
- Control from anywhere, anytime through the Airzone Cloud App. Available for Android and iOS devices.

- Cloud and Voice control through the Airzone Webserver.
- Airflow control algorithm.



# VAF Zoning Control Solutions

Airzone VAF is a variable airflow zoning system **compatible with the residential and commercial range of ducted and ductless Samsung indoor units** with individual temperature control and elements in each zone.



Reduction in  
installed thermal  
power

Reduction in  
pipes length

Reduction  
in refrigerant  
charge

Compliance with  
ASHRAE 15 & 34/  
B-52 standards\*

## The integrated Airzone VAF HVAC control system

- Control up to 10 zones (ductless and/or ducted units).
- Independent-zone control through the modulating dampers for a precise airflow regulation.
- Premium aesthetic design touch-screen control interfaces.
- Control from anywhere, anytime through the Airzone Cloud App. Available for Android and iOS.
- Airflow control algorithm.
- Control of supplemental heating systems by zone.
- Control of individual units.

# Aidoo Inverter/VRF Wi-Fi Controller

Control, efficiency and comfort with an **easy-to-install**, user-friendly solution for the residential market.

Aidoo Wi-Fi solves the **problem of connectivity** in the simplest way possible with a **Plug& Play** device.

It gives the users direct remote access to the Samsung unit through the Airzone Cloud platform while maintaining the original Inverter features of Samsung intact.



# Aidoo Inverter/VRF Wi-Fi Controller

Compatible with both **ducted** and **ductless** Samsung units, Aidoo Wi-Fi is a **Plug & Play controller** for Inverter/VRF applications.

- Airzone Aidoo App for Android and iOS.
- Allows the Cloud and Voice control of the Samsung system.
- Full two-way communications with the Samsung unit.
- Reading of Samsung unit warnings and errors.
- User modes: Stop, Comfort, Eco, Unoccupied, Night, Holiday.
- Time scheduling of user modes, temperature and operation mode.
- Allows integration through Modbus.



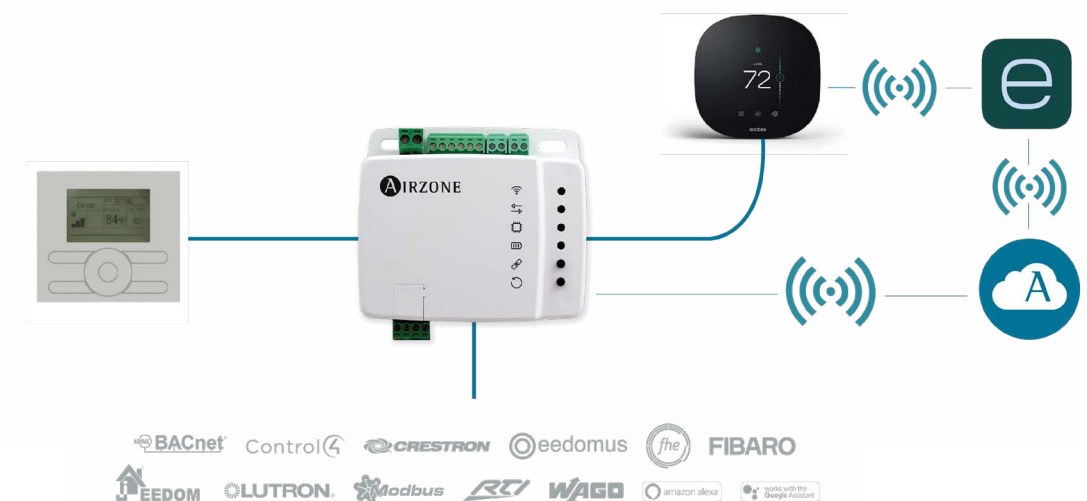
## New Product: Aidoo Pro

Compatible with both ducted and ductless Samsung Inverter/VRF systems, Aidoo Pro is a powerful, **full integration solution**. With the original manufacturer protocols, the unit will always run at its peak performance leading to maximum efficiency.

Aidoo Pro resolves a big problem in the market by maintaining the Samsung unit **up-to-date** with the latest IoT trends hence **extending the lifespan** of the equipment.

This also translates into resolving the integration problem with the Samsung units and smart thermostats which are on a constant rise.

Aidoo Pro manages the dry contact input of the smart thermostat. It also communicates through the **Cloud API** with the smart thermostat Cloud service. This combo turns Aidoo Pro into a very unique product.



Besides the Aidoo Wi-Fi capabilities, Aidoo Pro also comes with the following:

- Compatible with both ducted and ductless Samsung systems in residential and commercial projects.
- Integration with any HA/BMS system via local/Cloud API, Modbus protocol (MODBUS RTU) or BACnet MSTP.
- Compatible with 3rd party smart thermostats. Integrable with 3rd party Cloud ecosystems.
- On/Off dedicated output and input.
- Integration with dry-contact inputs from smart thermostats such as Nest, Honeywell Lyric or Ecobee.
- Airtools and Airzone Aidoo App for Samsung.



## Airtools: Smart diagnostics with readings of Samsung unit warnings and errors.

24/7 Smart diagnostics with readings of Samsung unit warnings and errors. Consolidated key monitoring information and quick resolution of incidents at fingertips. Prevents system failure and other complications immediately.



## Airzone Aidoo App (Android & iOS)



- Cloud and voice control of the Samsung unit.
- Full two-way communications with the Samsung unit.
- User modes: Stop, Comfort, Eco, Unoccupied, Night, Holiday
- Time scheduling of user modes, temperature and operation mode.





# More than a product

## Our Added Value +

Airzone delivers more than control products. Our digital platform, [airzonecontrol.com](https://airzonecontrol.com) is the core of our added value. With our **services, connectivity, technical support** and **projects department** we have ready a strong foundation of our brand's positioning in the US market to generate more revenue for the select Samsung reps.

### Technical Support

Our online support platform uses the latest search technology to quickly deliver solutions and our in-house technical support team is always within reach.

We remotely monitor and modify the parameters of the HVAC system when necessary.

For remote on-site live support, we provide **Airzone Argos**. Our peer-to-peer secure video-chat with interactive tools for real-time assistance through mobile devices.

Our clients are constantly supported with:

- Technical documents.
- Tools such as videos, FAQs...etc.



### Project & Training

Our experienced engineers in analysis, calculation, and design assist our clients at all stages of their HVAC projects.

- **Airzone Ductzone** calculation [software](#).
- BIM Models, wiring diagrams and CAD blocks.
- High standard energy labelling.
- Expertise in base of design and customized specification.

We also run a wide variety of free training courses and programs for HVAC and integration professionals in our Academy platform.

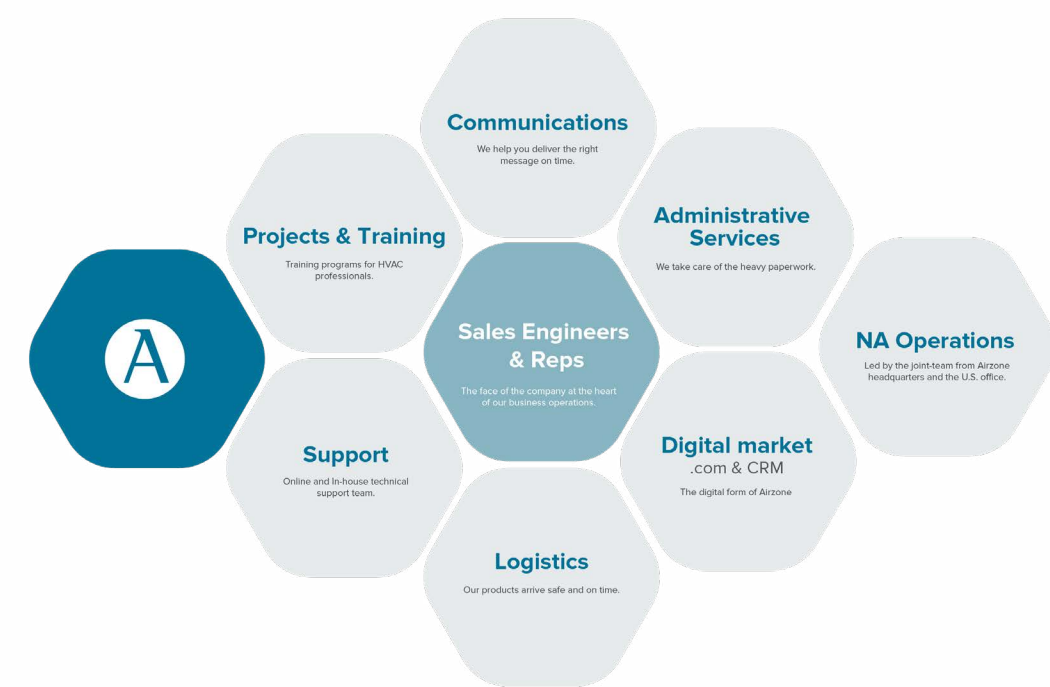




# Airzone The Organization

## Connected Operations

The **flat organization** of Airzone will be accompanying you alongside each project, anytime and anywhere with all of the online resources we provide through our platform [airzonecontrol.com](https://airzonecontrol.com).



### Sales Engineers & Reps

Our sales engineers and reps are the face of our company wherever they go. Their strategy and actions bring Airzone's key messages into life, ensuring a proven track of success in our projects and business relations.





## Digital Market

[Airzonecontrol.com](https://airzonecontrol.com) is the main hub where we all connect with Airzone and where you will find all of the resources and tools you need.



## Communications

Our communications & design team will ensure you always have the necessary custom-made materials and media, so that you can reach your clients with the right messages to build rapport and long lasting business relationships.



# Sales Engineers & Reps

## Logistics

Just-in-time production and our logistics partners guarantee that our products arrive safely and at the most convenient time.



## US Operations

The US team has several years of experience in the market and their expertise will guide you to execute your tasks clearly and easily.



## Admin Services

Our administrative services take care of all the cumbersome paperwork so you don't waste productive time and you can focus on what you do best.



# Airzone US Business Model

## Our Business Plan



Building atop our already established success story with Samsung, we will have **three pivotal focal points** in our business expansion plan:

**1.** We will be expanding our professional channels, targeting the Samsung and IT distributors by creating **a national Samsung rep network**. Our reps will have specific exclusivity for Samsung within their predesignated territory. This network, as a big part of our PUSH strategy will maintain the dynamics of our main market penetration.

Professional Market Development: PUSH Strategy

Main targets: **Samsung and IT Distributors, extended OEM channels**

Our X factor: Brand-specific exclusivity for our Sales Reps within their territory.

**2.** At the same time, our PULL strategy targeting the Samsung and IT contractors, will be based on **the promotion of our motto: There is a better way with Airzone**. We will be feeding the right resources to open new opportunities as defined

by our sales engineers and the leads we acquire with this PULL strategy will be passed onto our Distribution and Sales Rep channels, expanding their sales potential as well.

Specialist & End-user Market Development: PULL Strategy

Main targets: **Samsung & IT Contractors and Developers, Consulting-Specifying channels, end-users**

Our X factor: Potential **sales increase/margin returns** for our Sales Reps and Distributors.

**3.** Finally, our sales channels will be developed and managed by our Sales Engineers, online platform, and dedicated tools for the best coordination of our objectives, strategies, and resources.



# Our Sales Channels

Our sales reps will secure a **well-knit network** of business between our Professional and Specialist Sales Channels in the States and Airzone.

## Professional

### B&S Sales Reps (B&S)

As the backbone of our business, our B&S Sales Reps will invest in the resources to **promote and market the Airzone solutions** to their customer base. We will benefit from their market knowledge and client portfolio and offer them attractive and exclusive benefits.

### Commission Sales Reps (REP)

As the backbone of our business, our B&S Sales Reps will **promote and market the Airzone solutions** to their customer base and work on a commission. We will benefit from their market knowledge and client portfolio and offer them attractive and exclusive benefits. Airzone will also oversee the **invoicing** and **shipping of the goods** directly to the customers of the REPs.

### Distributors (DIS)

Distributors are an essential part of our business plan and we will benefit from their **wider customer reach potential**, logistic support and tighter focus on our core competencies. This will also reduce our costs.



## Specialist

### Consulting-Specifying channel (CSC)

We will be targeting the CSC channel by **profile-specific online and offline communication campaigns**, with the aim of gaining their support to push the Airzone solutions to the market. We will use our “Specs Lock” advantage in the projects with the CSEs.

### Samsung Contractors and Developers/Owners

Channel-specific communication campaigns will be launched to create **brand awareness** and lever the actions developed in the rest of the channels. HVAC contractors are an integral part of our success since their **HVAC assessment** and **maintenance** duties can be supported by our team to generate more business.

### IT Contractors and Developers/Owners

Channel-specific communication campaigns will be launched to create **brand awareness** and lever the actions developed in the rest of the channels. IT contractors are also an integral part of our success since we can benefit from their **IT related assessment** and **maintenance** duties related to HVAC control which can generate new opportunities for us.

### End-users

We will perform specific marketing campaigns to promote **Aidoo Wi-Fi & Pro** among our end-users. As they are an outlet for us to discover future needs, we will also invest in our end-user segment with our Plug&Play, user-friendly control devices.



Pricing

Pricing will be clearly differentiated by profile and by product family, in a way that there is room for the different profiles to sell with **proper markups** and **respecting the sales channels**. Contractor purchasing prices and an indicative list price will also be defined.

Professional profile	Airzone Solutions
List price (LIS)	0%
Contractor (CON)	10%
Distributor (DIS)	27%
Sales representative to CON (REP)	10%
Sales representative to DIS (REP)	27%
Sales representative B&S to CON (B&S)	37%
Sales representative B&S to DIS (B&S)	37%
Partner, manufacturer (MAN)	58%

Airzone North America discounts per profile for HVAC control solutions and Aidoo.

BUYS	SELLS							
		MAN	B&S	B&S	REP	REP	DIS	CON
	LIS	58,0%	37,0%	37,0%	27,0%	10,0%	27,0%	10,0%
	CON	53,3%	30,0%	30,0%	18,9%	0,0%	18,9%	-
	DIS	42,5%	13,7%	13,7%	0,0%	-	-	-
	REP	53,3%	30,0%	30,0%	-	-	-	-
	REP	42,5%	13,7%	13,7%	-	-	-	-
	B&S	33,3%	-	-	-	-	-	-
	B&S	33,3%	-	-	-	-	-	-
	MAN	-	-	-	-	-	-	-

Airzone North America mark ups per profile for HVAC control solutions and Aidoo.

Airzone Growth as of 2021

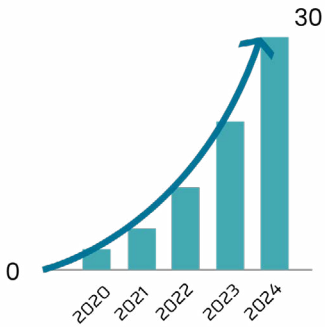
We continue adapting our product and business strategy and providing the **right solutions** according to the **current** and **future needs** of the market. As a result our projected growth for **2021** is **20%**. We are also proud to state that our growth rate kept a steady increase during and post Covid.

The 2024 Horizon

In 2024 over **1.25M** residential homes and about **6.3M** commercial buildings will have been constructed.

Considering a 15% - 20% VRF market penetration, we forecast over **1.2M zones** in **200K** buildings.

	Inverter / VRF buildings completed	Total # of zones
	187,500	937,500
	12,000	240,000
Total	199,500	1,177,500



Given the current growth rate of the VRF market and commercial and residential building construction, we are confident to estimate growth percentages **by 2024** shown on the right above.

For the HVAC-IoT sales forecast we are projecting over \$68M in revenue as of 2024.

Airzone Inverter/VRF Controller AZNA 2024	Units 2024	Total Revenue 2024 (prices 2021)
MAN	100,000	\$9,500,000.00 USD
REP	40,000	\$4,400,000.00 USD
DIS	30,000	\$3,900,000.00 USD
CON	30,000	\$4,800,000.00 USD
LIS	50,000	\$8,000,000.00 USD
Total	250,000	\$30,600,000.00 USD

Airzone Systems AZNA 2024	Units 2024	Total Revenue 2024 (prices 2021)
MAN	20,000.00	\$23,000,000.00 USD
REP	10,000.00	\$15,000,000.00 USD
Total	30,000.00	\$38,000,000.00 USD

Data from census.gov, eia.gov, different research papers and internal information.

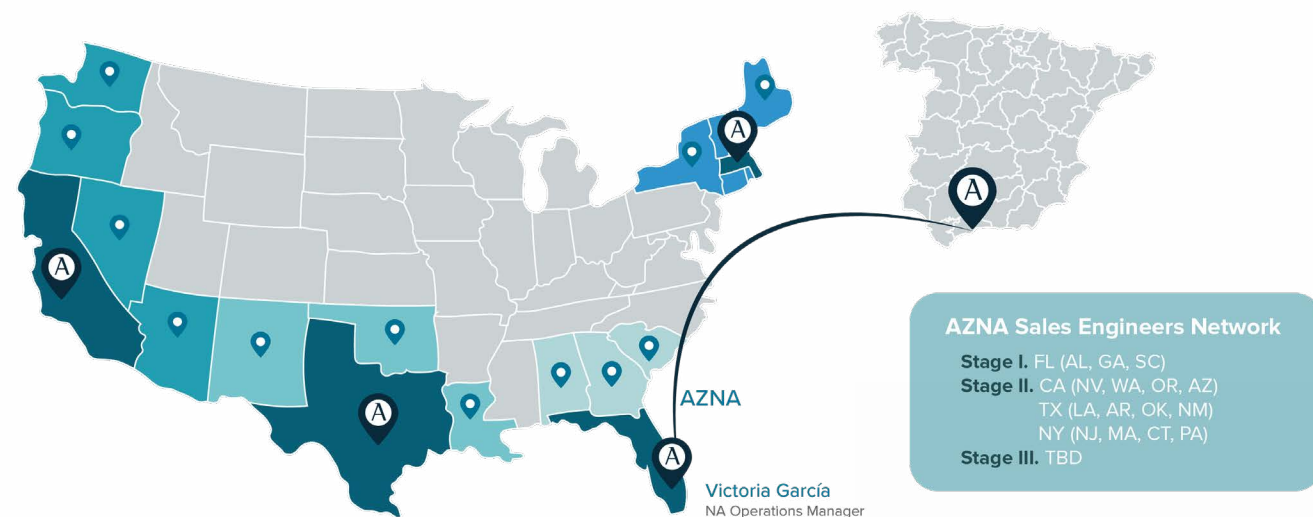


# US Deployment

## Incorporation of subsidiary in the US

Airzone's business development in the US will be implemented through our own **Sales Engineer** and **Rep network** assigned to the new subsidiary established in Miami, FL. This subsidiary will initially explore the market to create business opportunities where the group has the greatest impact:

Florida (FL), Texas (TX), California (CA). As business generation grows Airzone will expand to new states.



**Antonio Mediato**  
CEO

**Victoria García**  
NA Operations Manager

**Borja Fernández**  
Director of Global OEM Solutions

**Armando Castillejo**  
CFO

**Alfonso Rodríguez**  
Digital Transformation Manager

**Olga Rusu**  
Digital Marketing Coordinator

**Javier Peláez**  
Technical Support Engineer

**Matt Yilmazian**  
Global Communications

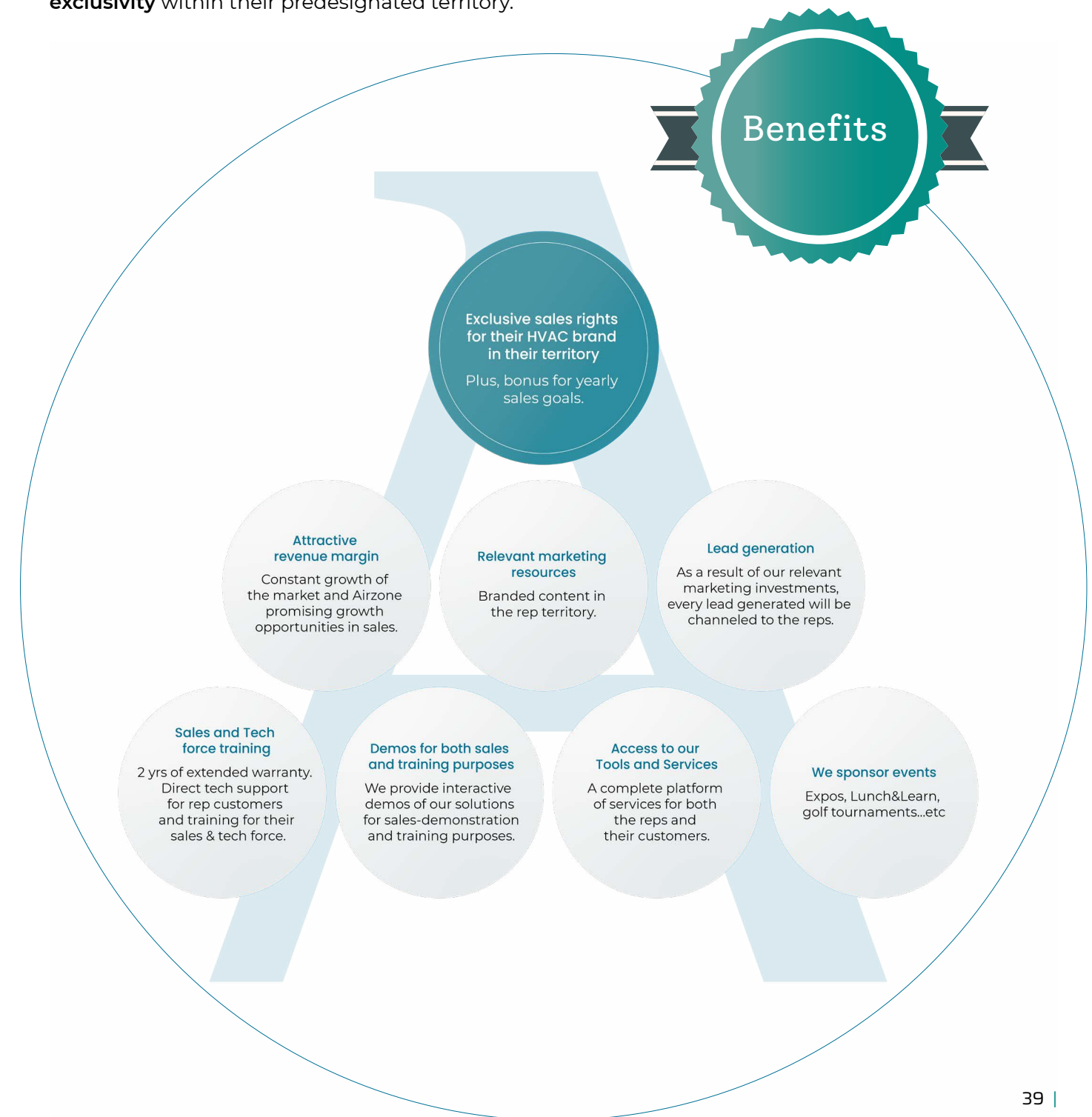


## Annex 1

# What do we offer to Airzone Sales Reps?

## Airzone Exclusive Sales Reps

Our sales rep network, expanded by our sales engineers, will be given **competitive benefits** and **brand-specific exclusivity** within their predesignated territory.





# Exclusive Partnership Benefits

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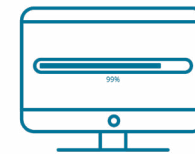




# Airzone Design & Specifying Tools

## Ductzone Software

**Ductzone** is the calculation and design software for HVAC applications, compatible with any type of technology. We have developed this tool to facilitate the work of designers and installers that recommend Airzone control solutions. [See video.](#)


[Download now](#)
[Visit Ductzone](#)


### Build up the project

From a plan of the application, in image or CAD file. The Airzone elements required to design the HVAC control system can be incorporated.



### Choose the calculation method

The calculation method that best suits the project can be chosen enabling the correct measurement of the application.



### Adapt it to the application

Easy drawing of the ductwork and location of all the elements in the application on the imported plan.



### Get the detailed report

A connection scheme will be provided for the system, as well as the sizing of the ductwork with a description of the solution and the measurement for the materials in RRP.

## Customized projects with Airzone

Once our clients download the Ductzone report, they can send us a copy and we will provide continuous support during their projects.

[Ductzone installation guide](#)



# Airzone BIM

The architects, engineers and construction professionals specialized in design and specifying can apply the BIM methodology to their projects by incorporating the Airzone product catalog modelled in Revit format. Our catalog also includes the 3D models of our products for the easiest implementation of our products.

[Visit BIM](#)



## A methodology with multiple benefits

### A collaborative work

Collaborative working methodology that allows professionals to create and manage building projects using a three-dimensional model.

### BIM improves installation

An innovative tool that improves the quality and energy efficiency of projects, reducing costs and even shortening design and production times.

## Airzone BIM objects

Our products are now available to download free from the libraries on the official BIMobject and BIM&Co platforms. These BIM libraries guarantee the product's correct use.

### The integration of the information

Its main advantage is the integration of all the useful information of an infrastructure during its entire life cycle.

### A world standard

BIM is redefining the construction industry, growing rapidly, becoming the world standard, and Airzone is part of it.

## BIM Support

Drop us a line with your questions to [bim@airzonecontrol.com](mailto:bim@airzonecontrol.com) and let our experts guide you with BIM.

Watch our [tutorial](#) to discover the available Airzone products, how to add the families of these products to the Revit projects and what parameters need to be considered for maximum accuracy.



# Airzone Academy

Our [online training](#) platform for professionals where they can enroll in the course of their choice for free.



## Different formats

We provide online and face-to-face courses as well as webinars delivered by highly qualified Airzone staff who are experts in their fields.



## Ongoing learning

Airzone is committed to the training of today's professionals for the future. Therefore, we provide the most up-to-date and informative material on current technology.



## Certified results

After each course, a certification of achievement is given. The professionals have the chance to stand out among their competitors and get into our recommended installers list.



## All types of profiles

All courses are carefully structured to meet the educational needs of any technical profile presented by participants.

## Become a PRO

Our Airzone Pro badge, awarded upon successful completion of the select courses, gives the professionals the privileged visibility in their profile. Our courses are designed to optimize their work with the most practical and accessible training methods.



## Pro Installer

Our Airzone Pro installer program aims at teaching how our control systems work, how to use, install and configure them, as well as the most attractive features in different applications.

### Modules

- Getting to know Airzone.
- Easyzone System.
- Airzone Cloud.

[More info](#)

## Pro Specifier

The Airzone Pro Prescriber program offers an in-depth look at the different solutions categorized by different technology and application, as well as the tools that will help the professionals in their HVAC projects.

### Modules

- Getting to know Airzone.
- Control solutions and applications to installations.
- Recommendation and consultancy tools

[More info](#)



Contact Airzone Academy at [training@airzonecontrol.com](mailto:training@airzonecontrol.com).





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