







## Visiontec Ceiling Hung Vs X Brand Precision Air-Cond. System

Item	Description	Visiontec Precision Air-Conditioner	Photo/Illustration to show features	X brand units	Photo/Illustration to show features	Remarks
1	Country of Manufacturer	Product Design is Local Developed and unit locally made in Malaysia		Imported(mainly China/India)		Local made means local support R & D and more local parts available easily. Since Petronas is local job , All are encourage to support more local products in line with government drive. We can include functional and safety protection system and run test free of charge.(can be witnessed). Using local product is supporting government initiative to go local and increase local economy activities and create more local jobs. Spare parts also easily available for fast replacement and much cheaper
2	Aluminium Fin Material	Hydrophilic Coated corrugated aluminium Fin for both indoor and outdoor units		Normal aluminium Fin		Hydrophilic coating improve condensate removal and is more corrosion resistance suitable for tropical whether (The coating is normally used for seaside application as it is better against corrosive seaside breeze) especially outdoor application. Hydrophilic fins is tested for corrosion under ASTM B117.85 Salt spray test of 500 Hours vs normal fins that tested for 24 hours.
3	Refrigerant	R410A		R407C		R410 gas is commonly used and easily available with much lower glides, the gas volume required also much less. R407C is higher glides as it is mixture of 3 gases vs R410A which is only 2 gases.
4	Speed control	3-speed		Fix-speed		3-speed allow for flexibility to change speed and air volumn to suit actual server heat.
5	Drain Pan	Stainless Steel drain pan		Galvanised drain pan		Stainless Steel is more lasting and corrosion resistance. Stainless steel cannot rust easily.

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6	Heater for RH control	<b>3-stage</b> design for all sizes with upsize heater(3.6 Kw each stage 1.2 kw for 11 kw model)		1 stage heater with small heater Kw		3-stage heaters will give accurate temp and RH control as 1 or 2 stage may not be so flexible. The smaller sizes and less stage means less flexible to cater for load uncertainty and part load as often, load is estimate and may vary.
7	Fire Mode Operation	LCD display is intact showing equipment tripping and subsequent alarm when receive fire signal from fire alarm system		LCD display goes blank during fire mode.		It is important to show alarm status for latter diagnostic upon fire mode operation. Our unit fire relay only start the unit but display is intact.
8.	Hot gas Bypass	<b>Hot gas bypass as std to allow unit to run from lowest load to maximum load without low suction pressure cutout or icing</b>		Not provided		Potential icing or low pressure cutout during low load especially initial installation
9	Crankcase Heater	<b>Crankcase Heater is provided as std.</b>		Not provided		Crankcase heater is activated when unit compressor is off to protect compressor liquid flooded startup to prolong the compressor life

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<p><b>10</b></p>	<p><b>BMS and fire alarm interface</b></p>	<p><b>Provided BMS/local and 24V DC fire relay and Modbus RTU as std</b></p>		<p>Not provided or option</p>		<p>Provision of std BMS/fire interface save customer cost to integrate with DCIM/EMSBMS/Fire alarm. Modbus interface built-in allows high level interface with BMS without additional cost. AOM switch also built-in which means can choose Auto/Off/BMS without additional cost.</p>
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