



BATTLE CARD

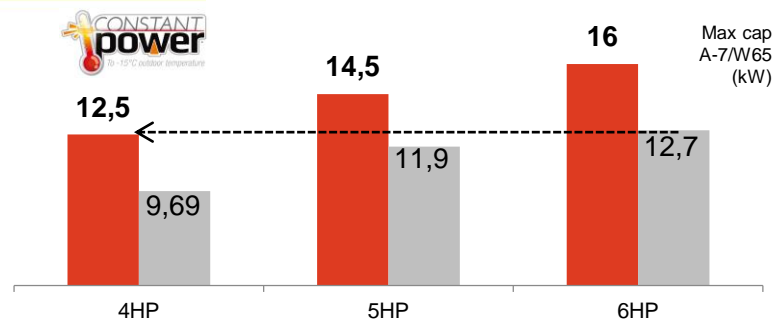
HIGH TEMP ATW HP – HITACHI vs COMPETITOR D

HEATING – 03.2016

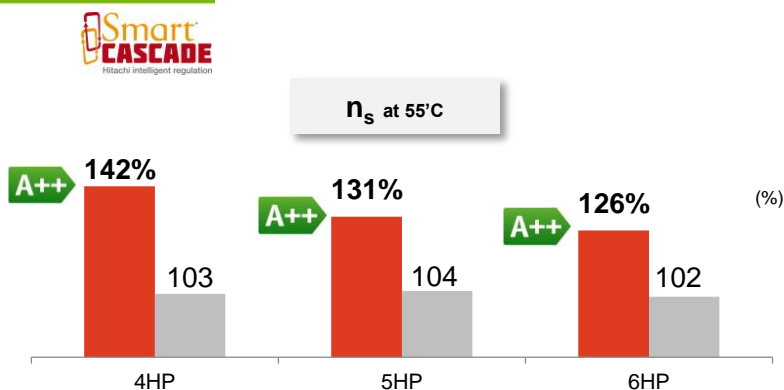
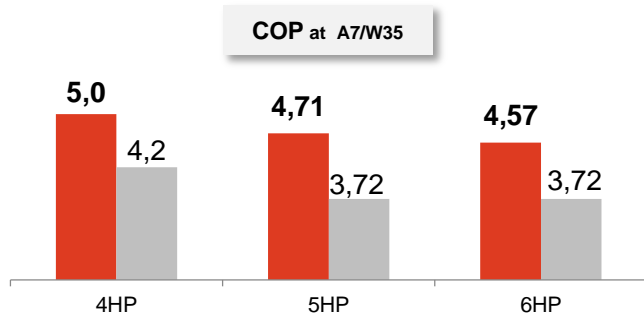
HITACHI

1 CONSTANT POWER → STABLE HEATING CAPACITIES

- With Constant Power **exclusive concept**, HITACHI units maintain high capacity at low temperature even for high water outlet temperature.
- Competitor needs 2 sizes up to compete with our units!



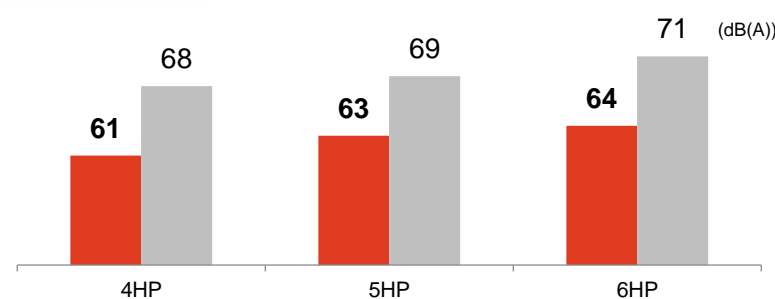
2 SMART CASCADE → BETTER SEASONAL EFFICIENCY



- Smart Cascade concept** allows excellent COP and high efficiency: **Higher energy class (A++ vs A+)**.
- Energy savings & comfort are maximized** for end-user all year long.

3 SOUND LEVEL → MORE COMFORT

- HITACHI has **less noisy units**: average 7dB(A) less than Competitor!
 - 3dB(A) more means double sound amplitude!



4 INSTALLATION → ADVANCED DESIGN

- 2 different versions of indoor units** to satisfy more customer requirements and allow multiple configurations.
- Competitor has no flexibility : only 1 type of unit with connexions on the side
- HITACHI Connections improvement**: more efficient and safety installation / commissioning and servicing.



5 CONTROLS → EXCLUSIVITY



Intuitive and user friendly

- LCD screen, text menu, backlight, drawings.
- Unit configuration in less than 5min** with Assistant Configuration function!
- Full standard controls** available (boiler combi, swimming pool, default code history, screed drying, etc.).
- 5 languages** available.

HITACHI



COMPETITOR D

Out of date design

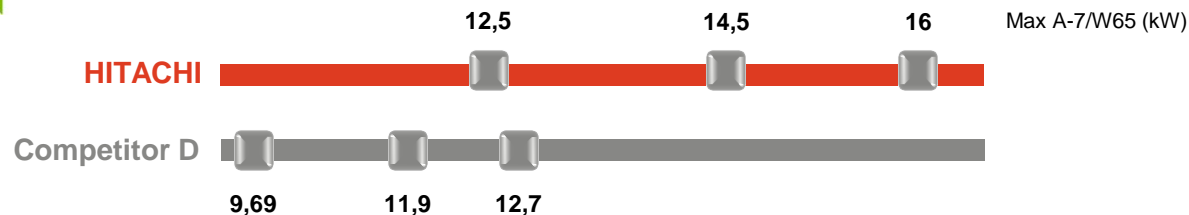
- 7-segments display.
- Commissioning and servicing is long and complicated with many buttons.
- Additional PCB required to enlarge installation configurations. (Boiler combi, mono energy configuration, 2nd circuit)
- Only 1 language.



HIGH TEMPERATURE ATW HEAT PUMP

HITACHI vs COMPETITOR D

RANGE MAPPING



TECHNICAL SPECIFICATIONS

Manufacturer			HITACHI	Competitor D	HITACHI	Competitor D	HITACHI	Competitor D
Water module reference			RWH-4.0(V)NF(W)E	EKHBRD011ADV1	RWH-5.0(V)NF(W)E	EKHBRD014ADV1	RWH-6.0(V)NF(W)E	EKHBRD016ADV1
Outdoor unit reference			RAS-4WH(V)NPE	ERSQ011AV1	RAS-5WH(V)NPE	ERSQ014AV1	RAS-6WH(V)NPE	ERSQ016AV1
Indoor unit type			Floor standing	Floor standing	Floor standing	Floor standing	Floor standing	Floor standing
1 ERP DATA	Nominal energy efficiency 35°C (η _s)	%	187 ●	105	174 ●	110	152 ●	112
	Nominal energy efficiency 55°C (η _s)	%	142 ●	103	131 ●	104	126 ●	102
	Energy Class 35°C (Average climate)		A+++ ●	B	A++ ●	B	A++ ●	B
	Energy Class 55°C (Average climate)		A++ ●	A+	A++ ●	A+	A++ ●	A+
	Sound power	dB(A)	61 ●	68	63 ●	69	64 ●	71
2 HEATING	Nominal heating capacity A7/W35	kW	11 ●	11,2	14 ●	14,4	16 ●	16
	COP A7/W35	-	5 ●	4,2	4,71 ●	3,72	4,57 ●	3,72
	Nominal heating capacity A7/W65	kW	11 ●	11,3	14 ●	14,5	16 ●	16
	COP A7/W65	-	2,9 ●	2,97	2,88 ●	2,89	2,73 ●	2,88
	Nominal heating capacity A-7/W65	kW	11 ●	9,6	14 ●	11,8	16 ●	12,6
	Max heating capacity A-7/W65	kW	12,5 ●	9,69	14,5 ●	11,9	16 ●	12,7
Outlet water temp (Heating)	°C	20~80 ●	25~80	20~80 ●	25~80	20~80 ●	25~80	
3 DHW	Tank capacity (Integrated)	L	200 / 260	200 / 260	200 / 260	200 / 260	200 / 260	200 / 260
	Height (200/260L)	mm	1282 / 1591 ●	1335 / 1610	1282 / 1591 ●	1335 / 1610	1282 / 1591 ●	1335 / 1610
	Width	mm	600	600	600	600	600	600
	Depth	mm	648 ●	695	648 ●	695	648 ●	695
	Backup heater capacity	kW	2,7 ●	No BUH	2,7 ●	No BUH	2,7 ●	No BUH
4 OTHERS	Refrigerant	-	R410a / R134a	R410a / R134a	R410a / R134a	R410a / R134a	R410a / R134a	R410a / R134a
	Ambiant working range (Heating)	°C	-25~25 ●	-20~20	-25~25 ●	-20~+20	-25~25 ●	-20~20
	Ambiant working range (DHW)	°C	-25~35 ●	-20~35	-25~35 ●	-20~35	-25~35 ●	-20~35
5 PHYSICAL DATA	Type 1&2 IU dimensions (HxWxD)	mm	751 x 600 x 623	705 x 600 x 695	751 x 600 x 623	705 x 600 x 695	751 x 600 x 623	705 x 600 x 695
	Type 1 IU weight	kg	135 ●	144	138 ●	144	138 ●	144
	Type 2 IU weight	kg	143	/	150	/	150	/
	IU dimensions with 200L tank (HxWxD)	mm	1980 x 600 x 648 ●	2000 x 600 x 695	1980 x 600 x 648 ●	2000 x 600 x 695	1980 x 600 x 648 ●	2000 x 600 x 695
	IU dimensions with 260L tank (HxWxD)	mm	2289 x 600 x 648	2280 x 600 x 695	2289 x 600 x 648	2280 x 600 x 695	2289 x 600 x 648	2280 x 600 x 695
	OU dimensions (HxWxD)	mm	1380 x 950 x 370	1345 x 900 x 320	1380 x 950 x 370	1345 x 900 x 320	1380 x 950 x 370	1345 x 900 x 320
	OU weight	kg	103 ●	120	103 ●	120	103 ●	120

UNIT DESIGN

HITACHI



COMPETITOR D

