



DAIKIN APPLIED NATIONAL ACCOUNTS PROGRAM

WE FIND SOLUTIONS. YOU SAVE MONEY.

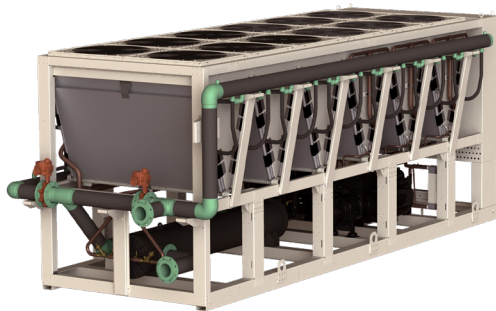


LEARN MORE AT [DAIKINAPPLIED.COM](https://www.daikinapplied.com)

DAIKIN APPLIED

NATIONAL ACCOUNTS PROGRAM

With sales exceeding \$23 billion, Daikin is the world's largest air conditioning company. Founded in 1924, its products, systems and solutions can be found in over 150 countries. Daikin has invested \$1 billion in technology to uphold its reputation as a top innovator and *the* comfort expert. As the commercial arm of Daikin, Daikin Applied specializes in the market segments listed below.



DAIKIN APPLIED SPECIALIZES IN MARKET SEGMENTS LIKE:

- Healthcare
- K-12 & Higher Education
- Retail/Grocery
- Data Centers
- Logistics
- Manufacturing
- Hospitality
- Office
- Local, State & Federal Government (and GSA)

INDUSTRY-LEADING, ENERGY-SAVING INNOVATIONS FROM DAIKIN:

- Low-global-warming potential (GWP) refrigerants
- Variable-speed inverter technology
- Variable-refrigerant volume (VRV) air conditioning
- Oil-free magnetic bearing compressor technology
- Cloud-based, Intelligent Equipment®

NATIONAL ACCOUNT PARTNER BENEFITS AT A GLANCE

1. Single Point of Contact — One Call
2. Program Plan Flexibility — Tailored to Your Unique Needs
3. Preferred Pricing and Annual Volume Discounts
4. Advanced Reservation Program — Dedicated/Flexible Lead Time
5. Priority Technical Support
6. Service and Training Discounts





WE FIND SOLUTIONS. YOU SAVE MONEY.

As a Daikin Applied National Account, you get the services of an HVAC expert who understands your systems, business, and priorities. Your Daikin representative will make your life easier by finding the perfect solutions to your HVAC challenges—saving you both time and money. You will also have the support of an extended team...a team you can leverage to gain insights, quickly resolve issues, and maximize performance—from a single building to an entire enterprise.



SINGLE POINT OF CONTACT — ONE CALL

Time is money. As a Daikin National Account, you need only place one call to resolve issues and fulfill your HVAC needs. Your Daikin Account Manager is a proven problem solver, and an accomplished HVAC professional. Further, that one call also gives you access to a dedicated team of subject experts with years of product and industry experience. Here is the type of expertise the team provides:

- Enterprise Perspective/Focus – Local Support
- Design, Engineering, and Application Assistance
- Technical and Service Assistance
- Turnkey Projects
- Building Energy Analysis

The support you receive as a Daikin National Account matches the magnitude of your needs. You have our undivided attention with value-added services, elevated problem resolution, and custom design expertise. Most importantly, you receive whatever it takes to solve your business challenges.



PROGRAM PLAN FLEXIBILITY — TAILORED TO YOUR UNIQUE NEEDS

Solving your HVAC challenges and saving you money are Daikin's primary goals. Yet, each organization has its own unique needs. Your Daikin National Account Representative will incorporate these needs into a customized program, to help you maximize your benefits.



PREFERRED PRICING AND ANNUAL VOLUME DISCOUNTS

As a Daikin National Account, your organization will receive preferred and volume-based pricing on its products and systems. Our goal is to provide high value, measurable results, and predictable costs.



ADVANCED RESERVATION PROGRAM — DEDICATED/FLEXIBLE LEAD TIME

Products and systems for your project can be prioritized by our operations staff and manufacturing facilities at the direction of your Daikin National Account Representative. Moreover, by having visibility to your equipment delivery requirements ahead of time, we can hold temporary production slots for a period of time to give your organization the latitude it may need for expedited service. We will work hard to help you keep your schedule and commitments.



PRIORITY TECHNICAL SUPPORT

As a valued National Account, priority technical support is available to you. Our wide network of factory and authorized technical personnel will be there when you need us.



SERVICE AND TRAINING DISCOUNTS

In addition to preferred and volume pricing, Daikin Applied will coordinate with its factory service offices and authorized service providers to ensure National Account-based discounts on labor rates, training, and response times. We will also provide product and systems training.

PRODUCTS AND SYSTEMS WITH INTELLIGENCE

Daikin Applied offers a wide variety of products and systems, featuring a core set of technologies designed to enhance sustainable outcomes for customers and communities. Our connected technology takes the complexity out of managing assets by giving you the ability to monitor your HVAC system from any connected device, from anywhere in the world. Whether you are overseeing multiple facilities or a single property, you'll have access to the insights and tools you need to effectively manage energy consumption, optimize equipment performance, and reduce maintenance costs to ensure the lowest total cost of ownership. Following are just a few of the many solutions Daikin offers.



Rooftop Systems



Fan Coils



Water Source Heat Pumps



Air Handlers



Condensing Units



Modular Central Plant



Rental Chillers



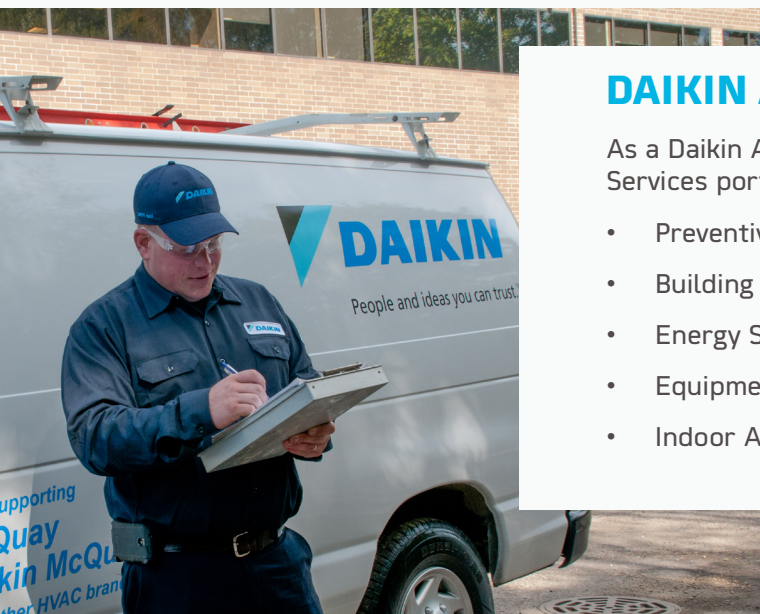
Chillers



Self-Contained Systems



Remote Monitoring & Controls



DAIKIN APPLIED BUILDING SERVICES

As a Daikin Applied National Account, you have priority access to our Building Services portfolio of offerings, which includes:

- Preventive Maintenance Agreements and Plans
- Building Optimization
- Energy Savings Evaluations
- Equipment Replacement Analysis
- Indoor Air Quality (IAQ) Analysis
- On-Site Training
- Systems Evaluation
- Rental Solutions
- Turnkey Equipment Replacement

Your Daikin National Account Representative will help you and your colleagues find the perfect solutions to your HVAC challenges. They will also save you money. And, you can rely on Daikin for the latest innovations in energy savings and sustainability. As a Daikin National Account, all of your product and system needs will be addressed, offering you the security of protecting your building HVAC assets over their entire life cycles.



FOR MORE INFORMATION ABOUT THE NATIONAL ACCOUNT PROGRAM, EMAIL NATIONALACCOUNTS@DAIKINAPPLIED.COM OR VISIT DAIKINAPPLIED.COM.