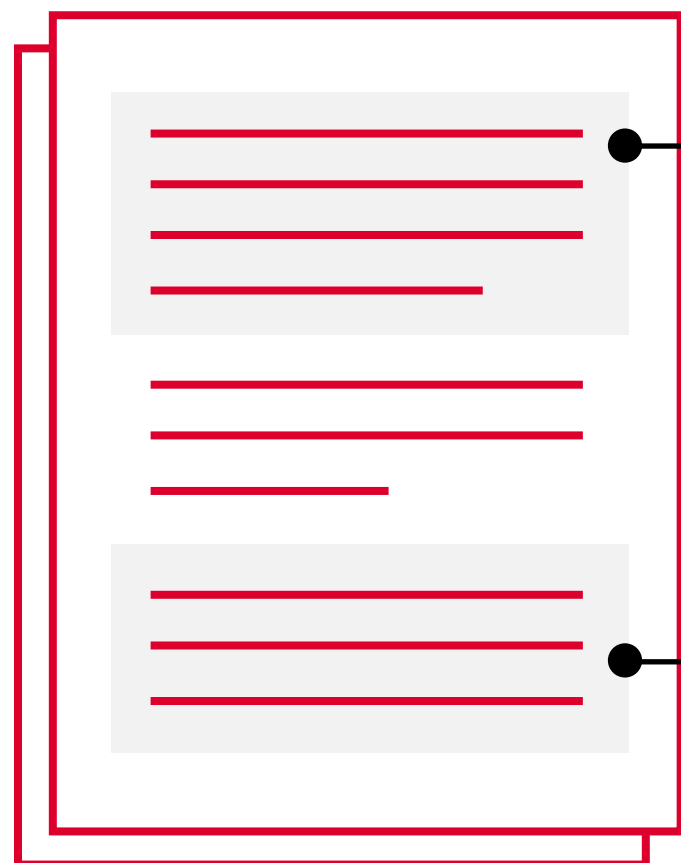


6 Signs of a Good Heat Pump Project



1

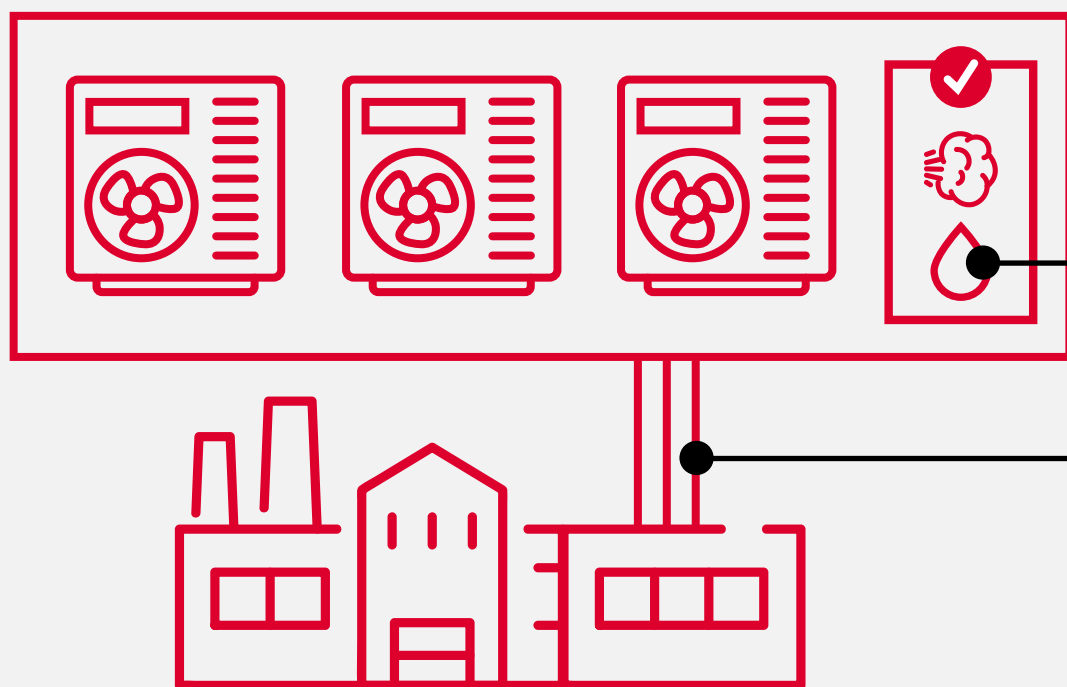
Does the proposal fully understand your factory's heat demand?

A good proposal should explain where, when, and how hot water and/or steam are used, including production variations.

2

Has the right waste heat source been identified?

The proposal should demonstrate that waste heat is sufficient, stable, and available throughout normal production.



3

Have the hot water and/or steam system been optimized before sizing the heat pump?

The best projects first reduce unnecessary thermal demand, then size the heat pump accordingly.

4

Is the system integration clearly explained?

The proposal should show how the heat pump integrates with the existing thermal network and production process, including operation during peak demand and backup arrangements.

5

Is the proposed solution the best option for your factory?

A good proposal should justify why this solution is the best fit for your factory, based on your heat demand, waste heat availability, and operating requirements—not simply the vendor's preferred technology. Excluding the above general criteria, steam heat pumps should focus on the most reliable and cost-effective way to meet steam demand, while hot water heat pumps should focus on the best process integration and maximum utilization of hot water.

6

Can the vendor demonstrate proven performance?

Ask for reference projects with similar temperatures and capacities alongside performance guarantees, warranty, and local service support.

