

PRESS RELEASE:

Frese and Kamstrup in digital collaboration

Data from Frese's IoT solutions will strengthen Kamstrup's Heat Intelligence platform and provide district energy companies with even better digital tools for optimisation of their distribution networks, benefitting the climate, the bottom line and consumers.

The new collaboration between Kamstrup, a world leader in intelligent monitoring and analysis tools for the district energy sector, and Frese, which has recently expanded its portfolio with IoT connectivity solutions, will provide district energy companies with increased insight into their networks and enable them to optimise operations.

- This highlights the true value of increased digitisation. And we will be stronger when we work together as suppliers. We have a common interest in pushing digitisation forward on the agenda, because we can see significant benefits for our customers in the district energy sector, explains Steen Schelle Jensen, Head of Business Development - Heat/Cooling at Kamstrup A/S.

New data helps optimise operations

Data from Frese's IoT products, Frese FLOWGUARD and Frese BYPASS, will be integrated into Kamstrup's Heat Intelligence platform so they will be available in connection with all the data coming in from Kamstrup's many smart meters.

This will improve insight into district energy networks, as Frese's products provide precise pressure and temperature data from bypasses, thus eliminating some of the uncertainties of relying on calculations. It can help district energy companies in their daily operations and is also an excellent dimensioning tool for future network expansions.

- Kamstrup is amazing at collecting and analyzing data, but our products provide the ability to take action in the systems. We can control the flow, both in bypasses and in units placed in specific households. That makes it easy for district energy companies to make necessary adjustments. With our solution they can even do it from their own desks, says Martin Overbjerg, Business Development Manager for District Energy at Frese A/S.

- We have two separate products, which we will integrate so they provide better value for the end customer than they do by themselves. We are two quality brands, who know how to work together. This creates a synergy effect that bodes well for future collaborations, he explains.

One unified platform

Today, Frese's customers can access data from Frese's IoT products via the company's own web-based dashboard, but the collaboration with Kamstrup is specifically designed to create simplicity and clarity. Data must go where it provides the greatest value to the customer.

- We want to make it as attractive and easily accessible as possible for the district energy companies. It is important that you do not get a lot of stand-alone solutions, but that they can work in cohesion. That is why we are working together for the benefit of our customers, says Steen Schelle Jensen from Kamstrup.

The two partners have already completed a pilot project together with Aars Fjernvarme and are now in dialogue with Norfors about a major Proof of Value project.

- We are very much looking forward to the collaboration with Aars Fjernvarme and Norfors. We see them as innovative district heating providers, who are ready to take advantage of the opportunities provided by increased digitisation, says Martin Overbjerg from Frese.

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