



Bringing you tomorrow's technology today.



# Success Story

It's called success for a reason.

COUNTRY: THAILAND | INDUSTRY : HVAC | CUSTOMER: SIAM DAIKIN SALES CO. LTD.

## About customer

**DAIKIN** The Siam Daikin Sales Co. Ltd. has operated the business pertaining the air-conditioning as the authorized dealer in Thailand under the Daikin Groups. Daikin Groups have been under the administration of the Daikin Industries (Japan) Co. Ltd., an air conditioner number one leading manufacturer for commercial buildings and industrial plants in Japan. In addition, Daikin is also on the top of residential air-conditioner, chiller, refrigerant, hydraulic and conditioning equipment. For more information visit [www.daikin.co.th](http://www.daikin.co.th)

## Customer testimonial

“From feedback we receive from our customers, we found that ANSYS is a very beneficial tool that shows how our products behave when operate even before construction. So we can predict and prevent problems that might happen in advance. It raises our customers confidence that DAIKIN products will work efficiently and effectively”

~ Prayut Thalerngnavachart , Consulting Sales Section Manager

## Aim

To be a world leader in air conditioning systems by using simulation to innovate and develop air conditioning technology.

## ANSYS Solution

 ANSYS Fluids

## Benefits:

Siam Daikin Sales has benefitted from using ANSYS by several factors, most dominantly is a customer satisfaction from CFD services which provide more insight detail for customers to make decision easier.

## Branding advantage:

- Increase customer satisfaction
- Maintain market-leading quality standards
- Increase customer's trustworthiness in DAIKIN support team

## Quality:

- Improve system installation quality and reduce decision making time from customer
- Reduce redesign issue from right-first-time design

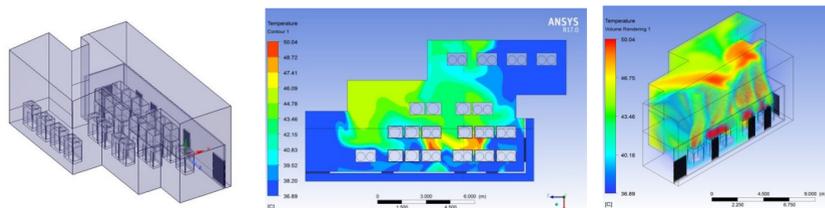
## Revenue performance:

- Increase chance of winning bidding over competitor
- Improved product quality, minimizes lost sales opportunities

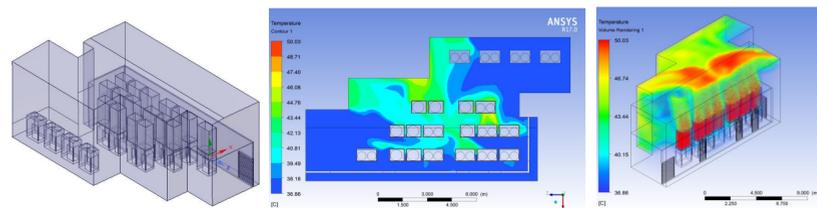


**VRV IV**

## Original design:



## Modified design:



Technology Training

System Integration

Software Development

Manufacturing R&D Center



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CAD-IT Consultants (Asia) Pte. Ltd. , Thailand Representative Office, 184

Ratchadaphisek Rd,

Unit 184/156, 25th Floor, Forum Tower,

HuayKwang, Bangkok 10310, Thailand

Tel:(662) 645 3127-9 | Fax:(662) 645 3968 | Email: [thailand@cadit.com.sg](mailto:thailand@cadit.com.sg)

<http://www.cadit.com.sg/>

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