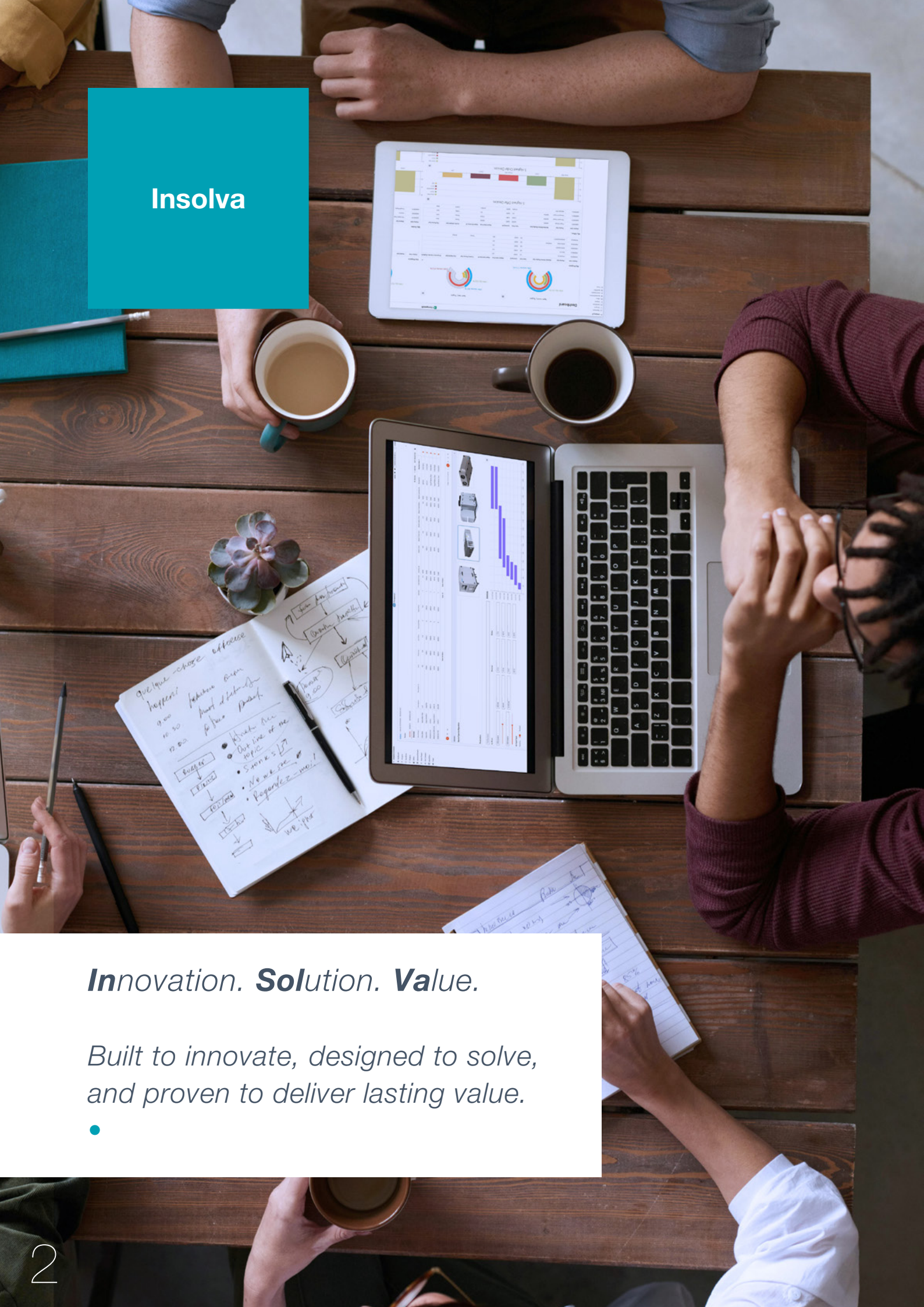


Insolva
Overview
Who Benefits?
Which HVAC Products?
Function-Based Design
Modules
Designer
BOM & Cost
Project
Subcompany
Offer
Dashboard
Roadmap / What's Next?

HVAC in ONE

All-in-One Design, Selection and Quoting Software



Insolva

Innovation. Solution. Value.

*Built to innovate, designed to solve,
and proven to deliver lasting value.*



Insolva

We shape the future of engineering software

At Insolva, we develop modular, intelligent platforms that solve real engineering problems. Our deep sector focus, especially in HVAC, allows us to translate complexity into digital systems that are fast, accurate, and scalable.

By combining engineering logic, automation, and insight, we help teams build better products, faster — and move beyond the limitations of traditional tools.



What Drives Us?

Engineering Beyond Code

- Software grounded in real-world logic — built to solve technical challenges, not just digitize them.

Leading with Insight

- More than responding to customer needs — our platforms are designed to anticipate them.

Connecting What's Been Divided

- From product data to team workflows, the entire engineering process comes together in one seamless ecosystem.

Overview

From System Design to Quotation – All in One Platform for HVAC Professionals

HVAC in One is a web-based, modular platform that enables engineering and sales teams to manage the full workflow — from component-based system configuration to costing, pricing, and quotation — on a single digital platform.

Core Functions



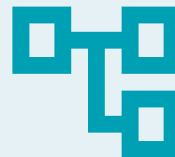
- **Thermodynamic Calculations**

Automatically calculates system performance based on selected components — ensuring fast, accurate sizing without spreadsheets.



- **Technical & Commercial Outputs**

Generates consistent documentation and pricing — ready to use in engineering reports, quotes, and client proposals.



- **Connected Workflows**

Brings design, costing, pricing, and quotation into one seamless process — improving speed and eliminating version mismatches.



- **Standardized Knowledge**

Transforms expert know-how into structured rules — making processes consistent, reusable, and independent of individuals.

Who Benefits?

Built for Every Role in the HVAC Workflow

HVAC in One is designed for professionals who manage complex product decisions — whether they engineer them, sell them, or specify them.

Engineering Teams



- Create and validate HVAC products using rule-based logic — without developer support.
- Easily add new units and selection rules while ensuring regulation-compliant outputs.
- Make onboarding faster and reduce dependency by structuring engineering know-how.

Sales Teams & Distributors



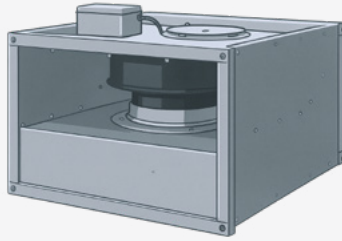
- Generate fast, accurate offers using validated, ready-to-use configurations.
- Manage customers, discounts, and margins with the Subcompany module.
- Handle multiple product types in one project and save valuable time.

Project Designers & Specifiers

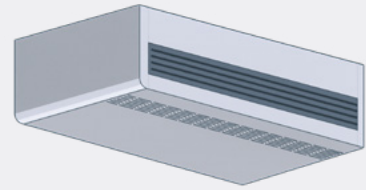


- Evaluate product performance under real scenarios, not just at fixed points.
- See the energy impact of control strategies and sensor use in context.
- Right-size units for efficiency and compliance while reducing project cost.

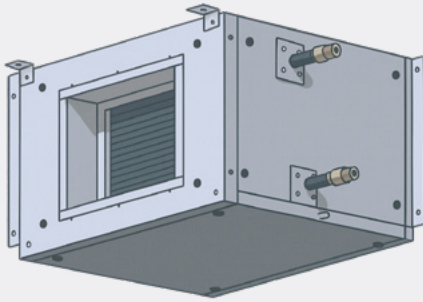
Which HVAC Products?



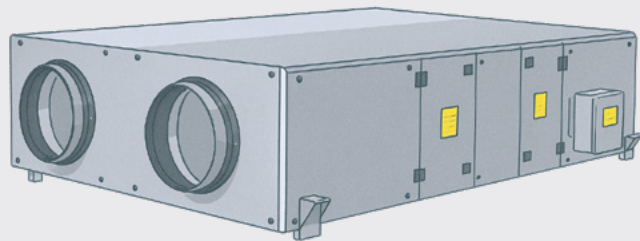
Cased Fans



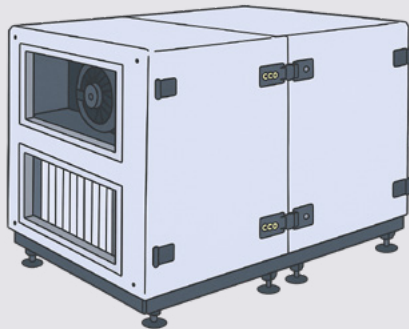
Decentralized Units



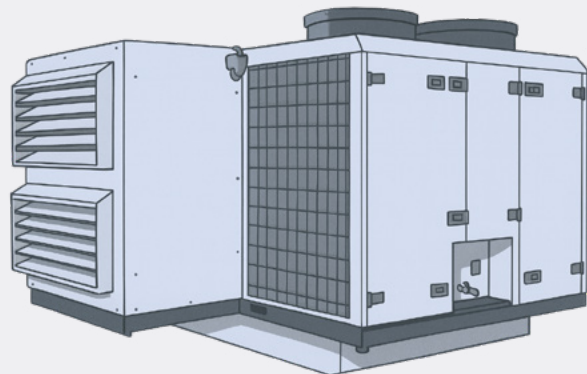
Duct Type Accessories



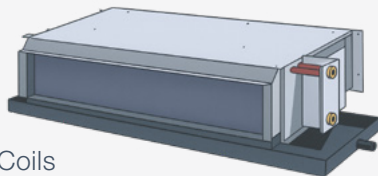
Heat Recovery Units



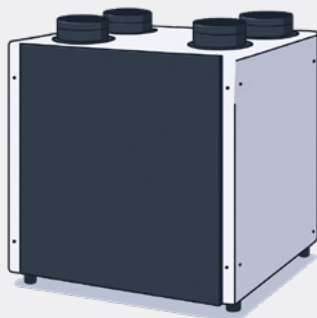
Compact Air Handling Units



Heating Cooling Units with Refrigeration Cycle



Fan Coils



Residential Units



**Beyond
HVAC Units**

*Components
and
Accessories*

Which HVAC Products?

All Your HVAC Units. One Platform.

HVAC in One supports a wide range of standardized HVAC units — from compact air handling units to rooftop systems.

Its modular structure allows you to manage diverse product types under a single system, without duplicating tools or processes.

Typical Units Supported by HVAC in One

Compact Air Handling Units (AHU)

Heat Recovery Ventilation Units

Rooftop Units with Cooling/Heating

Fan Coil Units

Ducted Supply & Exhaust Units

Dehumidification Units

Data Center Cooling Units

Customized Function-Based Devices

Beyond HVAC Units

Airflow & Refrigeration Components
(fans, coils, compressors, condensers, evaporators)

Hydronic Systems & Accessories
(pumps, valves, piping, expansion tanks)

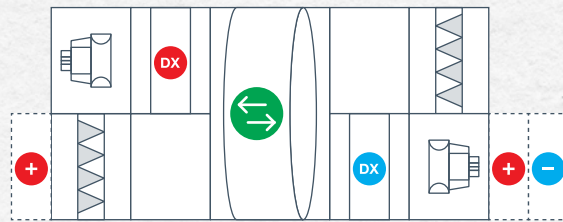
Controls & Automation
(sensors, controllers, actuators, panels)

Any Units with Structured Calculation Logic
(DLL, library, or polynomial-based models)

Function-Based Design

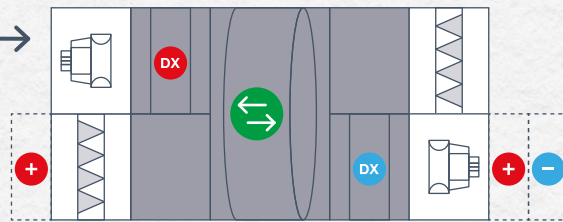
Functional Modes of a Single Unit

Combined heating and fresh air ventilation with energy recovery - ideal for cold weather with high indoor air demand.



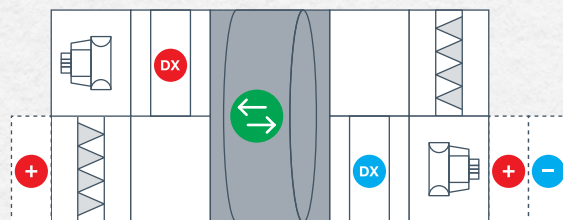
Heat Pump with Heat Recovery

Uses outdoor air for cooling when conditions allow - reducing compressor use and saving energy during mild seasons.



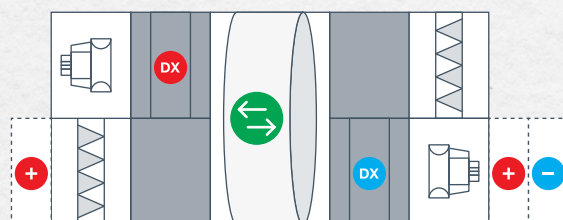
Freecooling

Standard reversible operation - heating in winter, cooling in summer, based on indoor temperature needs.



Heat Pump

Only ventilation with heat recovery - suitable for mid-season use where no active heating or cooling is required.



Heat Recovery

Function-Based Design

Multiple Functions. One Consistent Logic.

HVAC in One applies function-based logic to simplify product integration and scenario-based performance simulation. Instead of rebuilding calculations for each device or scenario, functions like heat recovery, dehumidification, or freecooling are defined once — and applied across different products.

The result: faster adaptation, easier scaling, and more accurate, scenario-specific performance outputs.

Two-Way Benefit				
1	Multiple Products – One Function License		2	One Product – Multiple Functional Scenarios
• New product types can be integrated under the same function logic — with only interface configuration when needed.			• Easily switch between heating, cooling, freecooling, and heat recovery modes during calculation.	
Functions				
				
Heat / Cool	Heat Recovery	Free Cooling	Heat Pump	Heat Pump with Heat Recovery

Modules

Designer

BOM & Cost

Project

Subcompany

Offer

Dashboard

Use what you need. Scale when you're ready.

Modules are fully integrated — but independently licensed, so you can grow your platform step by step.



Modules

Designer

BOM & Cost

Project

Subcompany

Offer

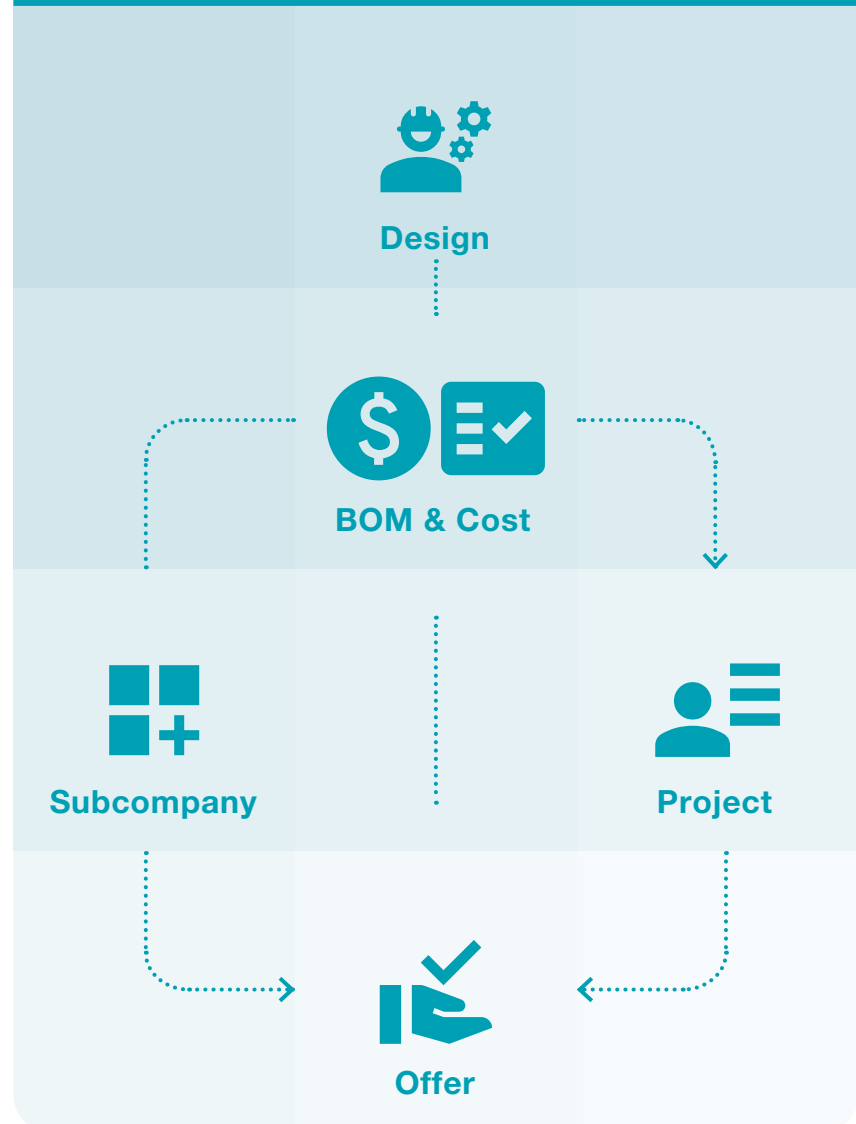
Dashboard

Flexible Software Architecture for HVAC Manufacturers

HVAC in One is built as a modular platform — allowing you to select only the components you need and expand as your business grows.

Each module handles a specific stage in the HVAC engineering and sales workflow, while working seamlessly with the others through a shared logic structure.

Module Interaction Flow



Modules

Designer

BOM & Cost

Project

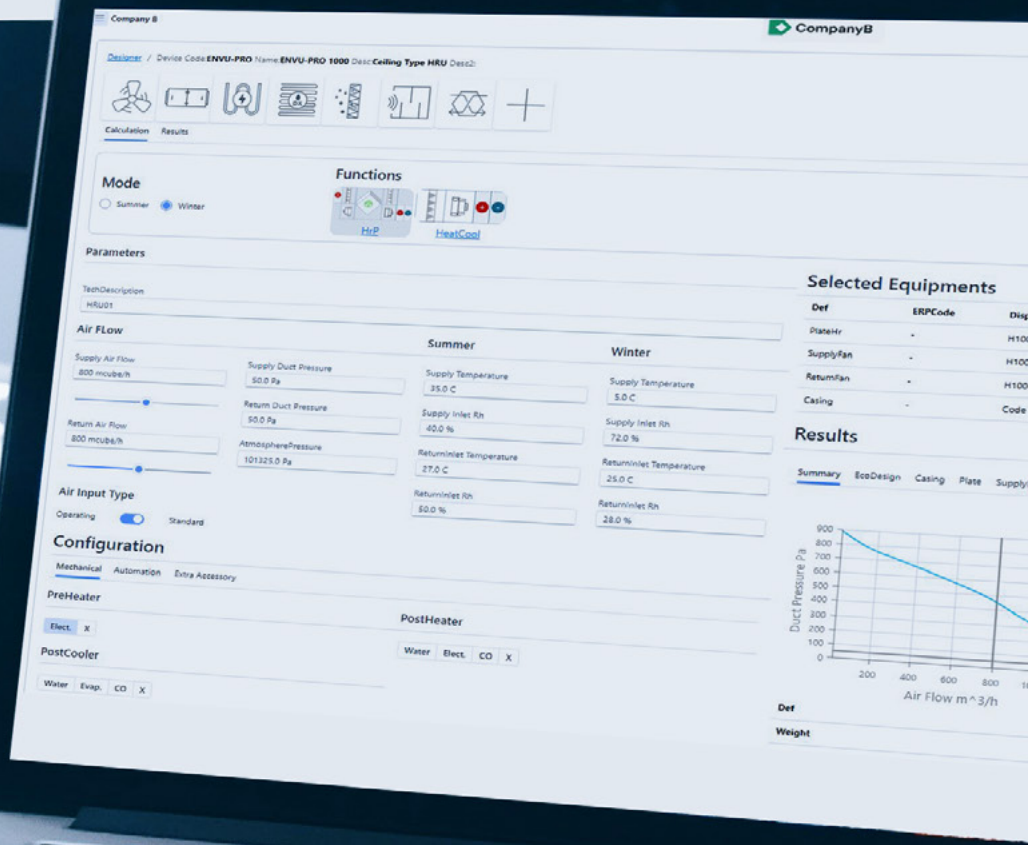
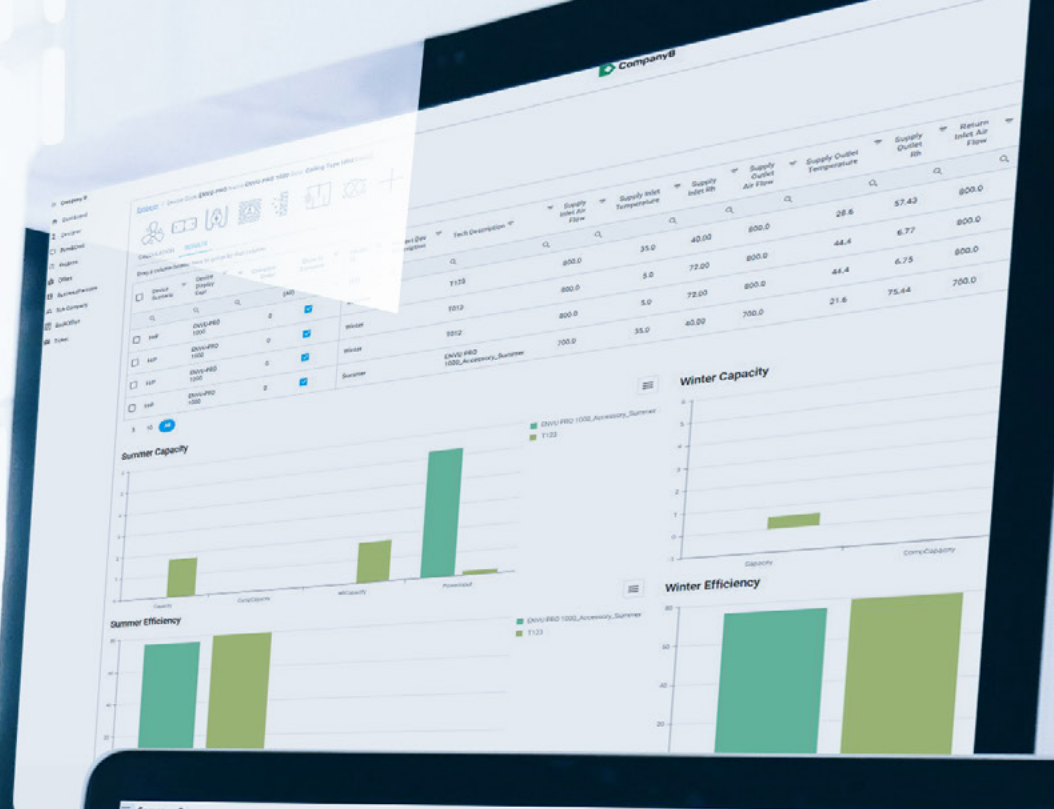
Subcompany

Offer

Dashboard

Designer
Interface

Bridge the gap between R&D,
regulation, and real-world selection.



Modules

Designer

From compliance checks to catalog generation — bridge the gap between R&D and selection with confidence.

The Designer Module replaces fragmented tools with a single, regulation-ready design environment — built to streamline HVAC product development from early-stage calculations to catalog-quality outputs.

It centralizes performance calculations, component selection, and compliance validation in one interface, eliminating the need for supplier-specific software or Excel-based workarounds.

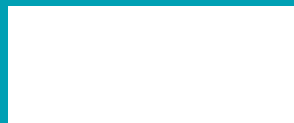
By unifying technical data and rule-based logic, it accelerates engineering workflows, reduces errors, and helps teams create consistent, regulation-compliant designs faster.

Key Highlights

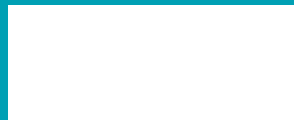
- Design and validate HVAC units with EcoDesign-compliant logic
- Eliminate supplier-specific tools and Excel dependency
- Compare performance and cost across components and vendors
- Generate catalog-quality data and plots
- Evaluate full system performance across multiple operating modes
- Guide new engineers with structured, rule based design flows

Modules
Designer
BOM & Cost
Project
Subcompany
Offer
Dashboard

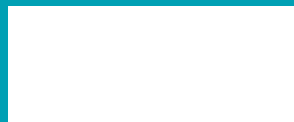
Real-Time Costing



BOM-ERP Integration



Indirect Costs



One cost foundation — shared across engineering, purchasing, and sales.

•

Modules

BOM & Cost

From Design to Profit — Cost Intelligence Built In

The BOM & Cost Module links each component and accessory to ERP-based or custom BOM structures, providing real-time visibility into material, labor, logistics, and packaging costs.

By integrating cost logic directly into the design process, it eliminates manual data handling, reduces pricing errors, and ensures consistency across teams.

This unified approach accelerates quote generation, supports variant management, and helps companies maintain control over margins and profitability — from the first draft to the final offer.

Key Highlights

- Assign ERP-based or custom BOMs to each component/accessory
- Link BOM items with ERP codes and sync real time prices
- Support multi-level BOM structures and variant management
- Track full unit cost including labor, logistics, and packaging
- Integrate cost into offer generation with margin discount rules

Modules

Designer

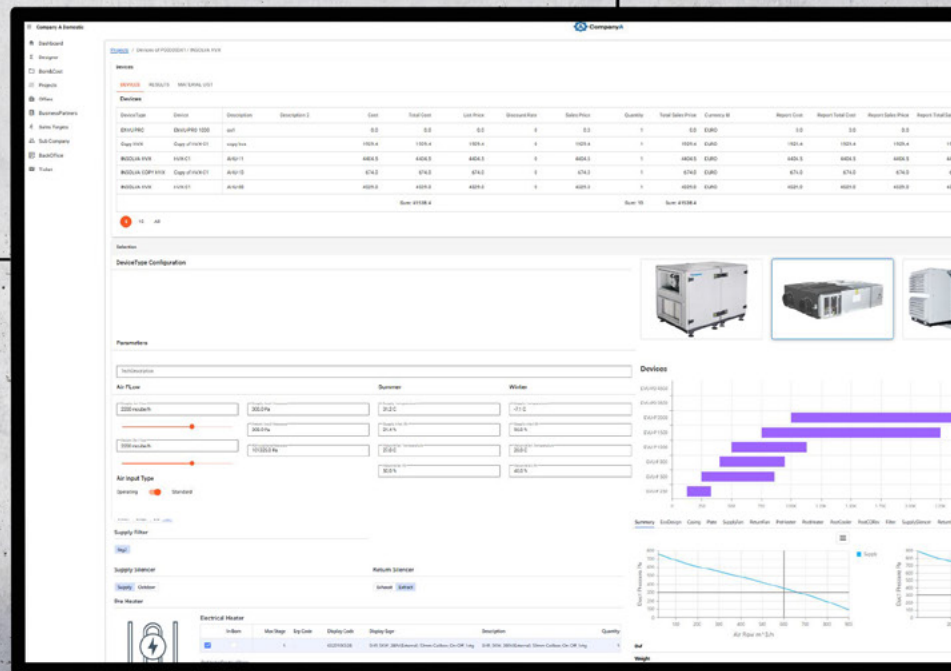
BOM & Cost

Project

Subcompany

Offer

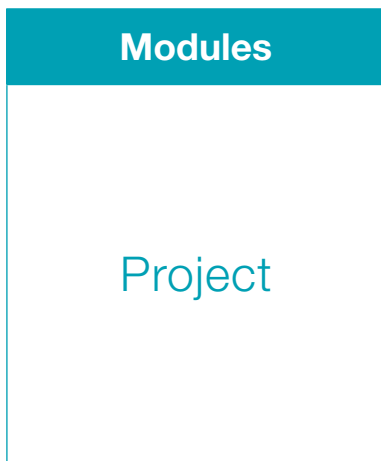
Dashboard



Selection Interface
Project Module

Technical
Output

Full control and clarity — no more tool switching or scattered data.



One Project. All Your Units.

The Project Module is where your sales team builds complete HVAC projects — selecting products, configuring units, and generating technical outputs, all in one place.

Product types and prices are dynamically shaped by the rules defined in the Designer and Subcompany modules, ensuring every selection aligns with technical logic and commercial strategy.

From rooftops and fan coils to heat recovery units, all configurations are managed within a unified interface. The module streamlines coordination between teams, maintains consistency across proposals, and accelerates the transition from planning to reporting.

Key Highlights

- Select multiple unit types within the same project
- Simulate different operation modes (freecooling, heat recovery, heat pump, etc.)
- Compare performance and energy use across scenarios
- Generate unified documentation: capacity lists, device specs, performance tables
- Apply Subcompany rules per customer/project automatically

Modules

Designer
BOM & Cost
Project
Subcompany
Offer
Dashboard

Internal Teams

- Domestic
- Export

Regional Partners

Client Groups



Built for manufacturers with dynamic pricing models and distributed sales operations.

-

Modules

Subcompany

Custom Offers. Central Control.

The Subcompany Module enables sales teams to define customized pricing, product visibility, and margin rules for different customers, distributors, or internal groups — without compromising technical consistency.

All defined rules are automatically reflected in the project module, ensuring alignment with design logic and ERP-based cost structures. Users see only the products, prices, and configurations assigned to them, while master data remains centrally managed.

This structure supports scalable, rule-based sales operations across multiple regions or teams — with full traceability and control.

Key Highlights

- Create private subcompanies for each distributor, sales team, or customer group
- Assign custom product portfolios and limit quoting access per subcompany
- Define individual margin/discount rules per entity
- Support custom branding, currencies, tax structures, and languages
- Maintain centralized control over all quoting logic and thresholds

Modules

Designer

BOM & Cost

Project

Subcompany

Offer

Dashboard

insolva
INNOVATION. SOLUTION. VALUE

Customer
SkyFlow
Moscow
Russia

Quote/Project Description
Project Name: 000000024
Quote Date: 13.09.2025
Due Date: 13.10.2025
Tetnopark Project

Quote

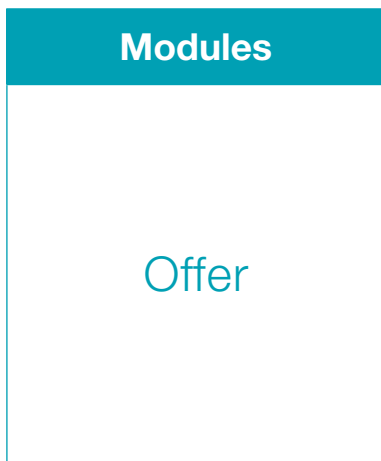
No	Description	Price	Qty	TotalPrice	Exchange Rate
1	RT-01	12000	2	24000	EURO
2	HVX-C1	2934,8	1	2934,8	EURO
1	HVX-C1_Post heating coil	0	1	0	EURO
2	HVX-C1_F7_95mm-592x592	33	1	33	EURO
3	HVX-C1_G4_48mm-592x592	13,2	1	13,2	EURO
4	HVX-C1_Silencer_600mm	135,3	1	135,3	EURO
5	HVX-C1_F7_95mm-592x592	0	1	0	EURO
6	HVXC1	88	1	88	EURO
7	HVX-C1_Pre Electric Heater_6 kw-3 stg	78,1	1	78,1	EURO
5	HVX-R2	2750	1	2750	EURO
1	50mm_Filterbox_F9	0	1	0	EURO
2	50mm_COILBOX_ECB_CC_CAPACITY_1	0	1	0	EURO
6	AHU	16275	1	16275	EURO
Total				45960	EURO

Special Notes and Instructions
Payment Terms
Transportation
Packaging
Option

Other Notes

Should you have any enquiries concerning this quote, please contact contact@companyet.com
20, rue de l'Industrie, L-6399 Windhof, Luxembourg Luxembourg
+35220602241
contact@companyet.com
www.insolva.lu

Accelerate quoting. Standardize proposals. Close faster — with full control.



From Design to Deal — Instantly

The Offer Module turns completed project data into ready-to-send proposals in seconds. By pulling technical specs, selected configurations, and up-to-date pricing directly from the system, it ensures every offer reflects your design and cost logic — with no manual formatting or recalculations.

Customer-specific discount and margin rules, defined in the Subcompany Module, are applied automatically, delivering tailored proposals that are both accurate and commercially aligned. Offers can also include products selected from other software platforms, making it possible to manage all quotations in a single, centralized space.

Key Highlights

- Create complete quotations from selected products and scenarios — in just a few clicks
- Pull pricing, technical data, and accessories from prior modules
- Apply Subcompany-based rules (margins, discounts, currencies, branding) automatically
- Support multi-language and multi-currency output
- Export proposal formats — for internal use or customer delivery

Modules

Designer

BOM & Cost

Project

Subcompany

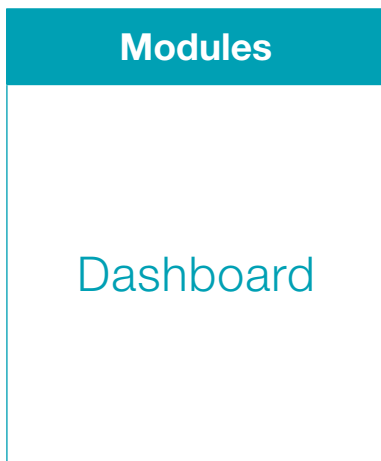
Offer

Dashboard



The Dashboard Module gives you a strategic overview of every unit, project, and quote — helping you stay ahead of customer needs and internal goals.





Track. Plan. Decide.

The Dashboard Module transforms raw platform data into actionable insights — helping you monitor project flow, spot sales trends, and detect performance gaps before they affect results.

Sales teams can view upcoming customer projects, set performance targets, and track achievement rates over time.

Managers can follow user activity, offer status, and selection trends — while generating tailored reports based on platform data.

With full visibility into operations and key metrics, the dashboard enables faster decisions and more effective team coordination.

Key Highlights

- Visualize upcoming projects and sales activity for proactive planning
- Track performance targets, conversion rates, and product trends in real time
- Monitor team and user activity to improve accountability and focus
- Create tailored reports using structured platform data — no external BI tools needed
- Support strategic decisions with clear metrics across functions and regions

Roadmap / What's Next?

AI-Powered Tools

Next-Gen
Lifecycle Costing

Plug into Your Tools

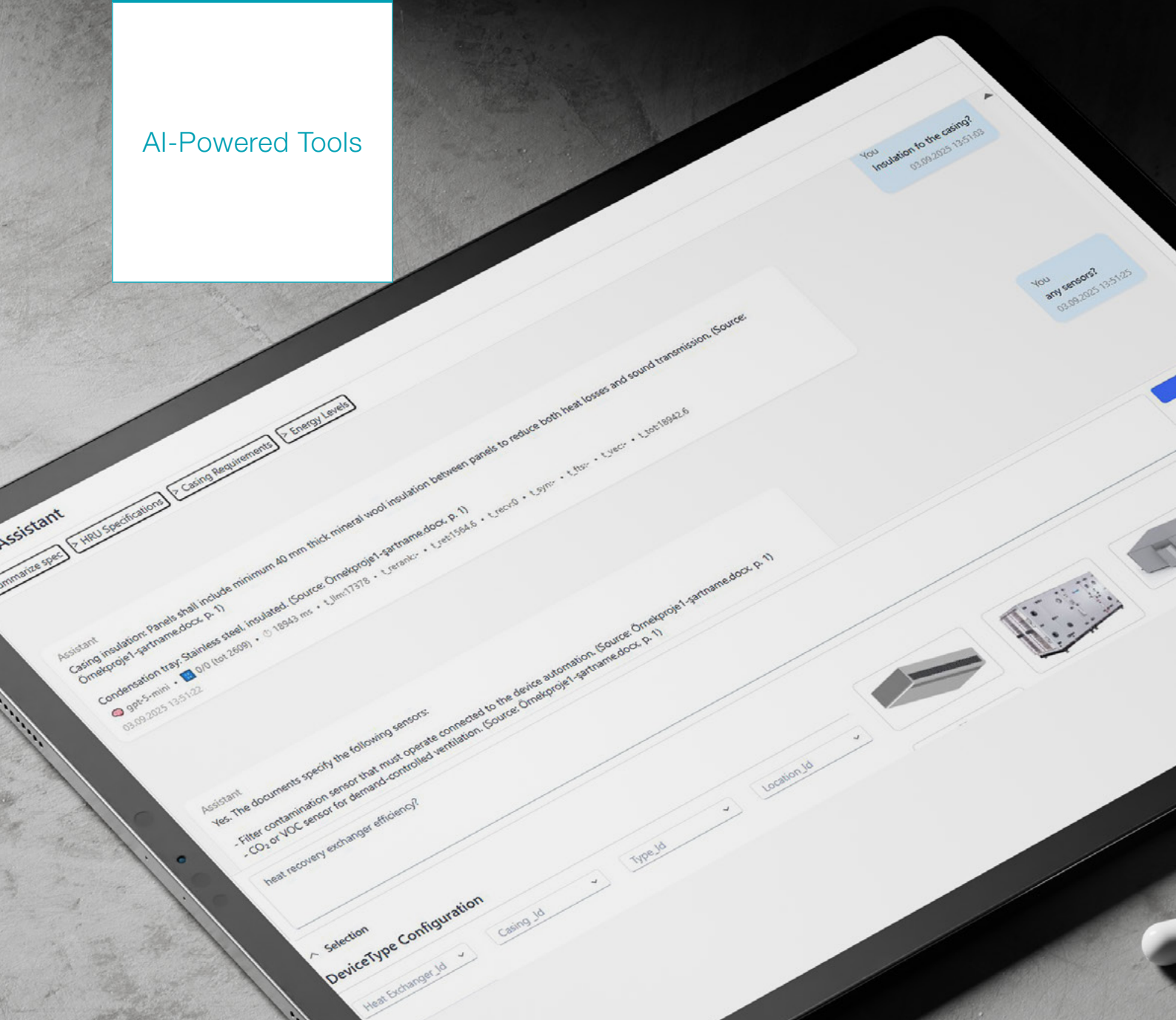


Built for Today. Evolving for Tomorrow.

HVAC in One continues to grow as a future-ready platform — expanding its capabilities to cover more intelligent selection processes, deeper cost analysis, and seamless integrations.

Roadmap / What's Next?

AI-Powered Tools



AI-Powered Specification Reader & Auto Selection

Upload HVAC project specifications and let AI extract key parameters, interpret design intent, and suggest optimal product configurations.

This upcoming module will automate the most time-consuming part of technical sales, ensuring fast, accurate, and regulation-aligned selections — without manual input.



Roadmap / What's Next?

Next-Gen Lifecycle Costing

Lifecycle Cost (LCC) & CO₂ Simulation

This upcoming module goes beyond classical LCC approaches by combining HVACinOne's function-based logic with real operation scenarios.

Instead of calculating based only on fixed design points, it simulates how a product behaves throughout the year — across multiple modes like heating, cooling, freecooling, or defrost.

Energy consumption, operating costs, and carbon footprint are calculated based on local climate data, usage profiles, and control strategies.



Roadmap / What's Next?

Plug into Your Tools

API-Based Module Access

Use HVACinOne logic in your own tools.

Expose key calculation and selection logic via APIs — ideal for companies that want to integrate HVAC in One's intelligence into their own workflows or platforms.

Contact Us

Ready to transform your HVAC workflows?

Let's talk about how HVACinOne can support your engineering and sales processes.

Insolva Yazılım ve Teknoloji A.Ş.

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