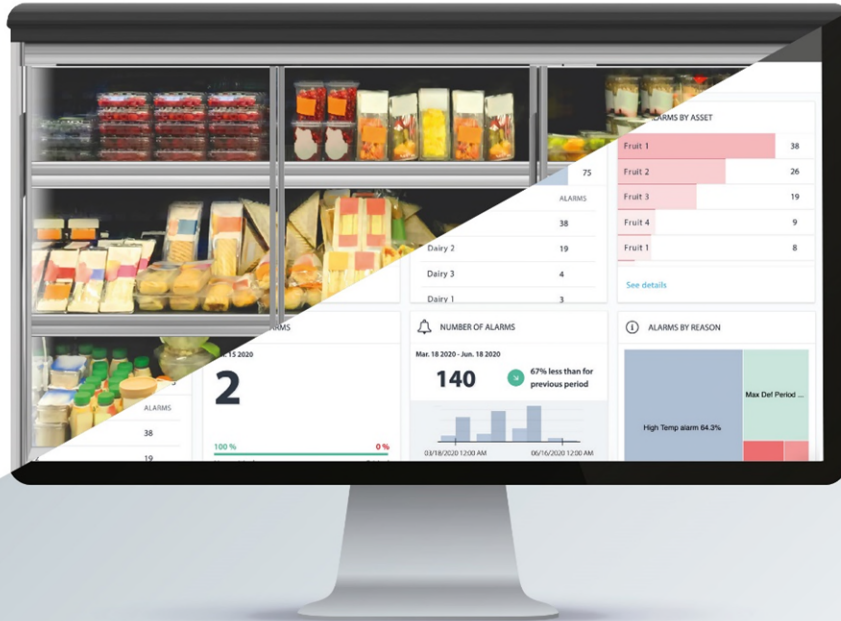


Alsense™ Food Retail



Less waste. More sense.

Scalable digital and expert-managed services with a new level of sense.

Boost your business and waste less food, energy, and time. Alsense IoT cloud service platform is engineered by Danfoss to provide you with actionable insights and intelligently improve:

- Operational efficiency
- Asset performance
- Energy efficiency



Food Retail

Clear and obvious business case

Saving potential in the cloud and on the ground



Up to
40%

Food loss
reduction

Up to
80%

time saving for
equipment issue
management

Up to
35%

Service cost
reduction

Up to
40%

Energy cost
reduction

Up to
5%

Sales
performance
improvement

Food Loss Potential

Improving food quality and
reducing food waste

- Reduced risk of missed critical alarms
- Improved temperature management

Store Manager Time

Elimination of time for equipment
issue management

- Focused actions and recommendations
- Expert alarm monitoring and management

Service Cost Reduction

Reduction of unplanned and
emergency after-hours service calls

- Triage and remote fix prior to dispatch
- Issue analysis and insight upon dispatch

Energy Cost Reduction

Energy optimization of in-store
assets

- Controls upgrade (where necessary)
- Monitoring, targeting and cost avoidance

Sales Performance

Improved cooler inventory
management

- Point-of Sale performance benchmarking
- Proximity marketing

Alsense™ Cloud Platform

Alsense IoT cloud service platform leverages Danfoss' domain knowledge to provide you with actionable insights to boost your business.

- Improved performance and stability
- Increased security and availability
- More actionable insights
- Intuitive UI for all devices

Alsense IoT cloud service platform leverages Danfoss' domain knowledge to ensure an optimal level of food quality and compliance without incurring excessive energy and operational costs.

- Less service-provider inefficiency
- Less time spent on issue prioritization
- Higher store performance
- More efficient management of temperatures and alarms

Operational efficiency

Asset performance

Alsense IoT cloud service platform leverages Danfoss' domain knowledge to maximize uptime and efficiency of your business-critical assets.

- Less refrigeration costs
- Less service calls
- Less refrigerant leaks
- More visibility of in-store asset performance

Alsense IoT cloud service platform leverages Danfoss' domain knowledge to optimize energy consumption and identify cost-avoidance measures.

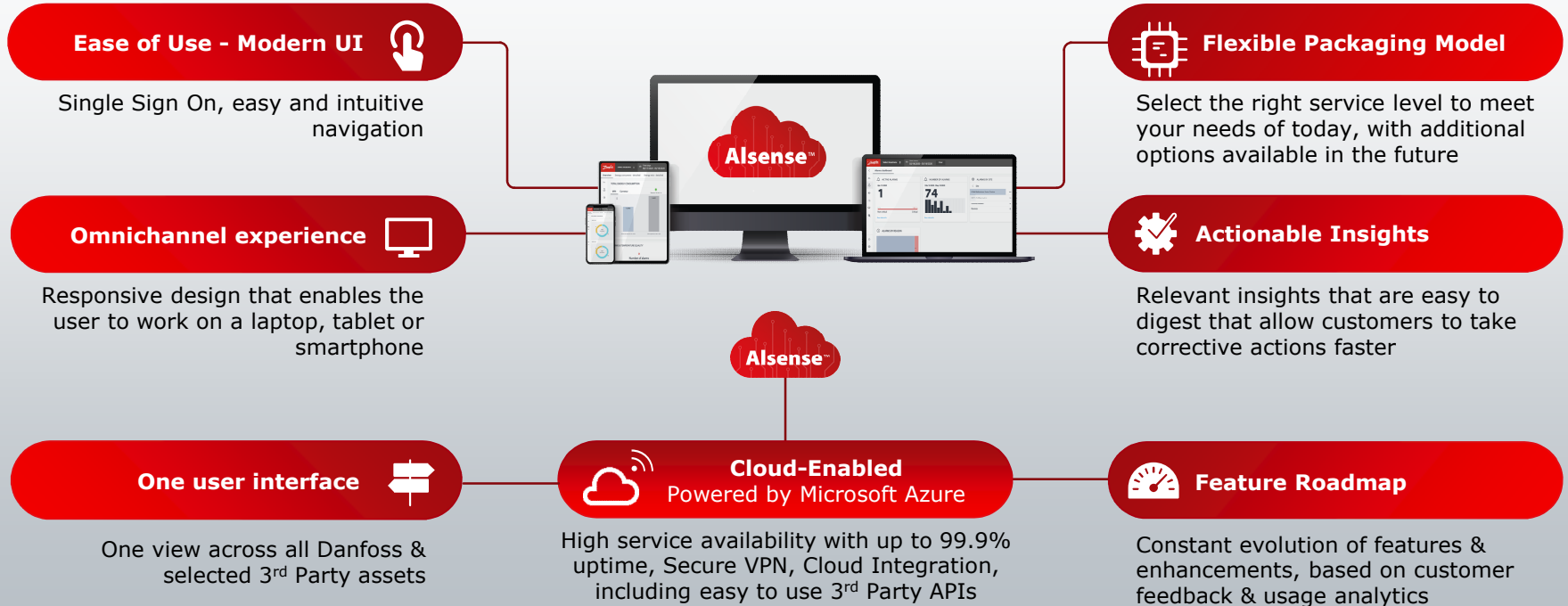
- Less energy consumption
- Less energy drift
- More data transparency
- More energy efficiency

Energy efficiency



Introducing **Alsense™**

New service platform with modern interface & a powerful cloud engine



Customer Case Studies

Customers sharing experiences and value impact



Operational efficiency

"In all actuality it's saving the company money, in all aspects of it"

- BJ Appenzeller, Assistant Store Director, Acme Markets, Easton



Asset performance

"The new technology enables us to optimize our use of resources, but it also guarantees a better quality of refrigeration and indoor climate to the benefit of our customers and employees."

- Marco Antonio Feresin, Maintenance Manager at Coop



Energy efficiency

"This solution provided by Danfoss and SMA is a leap forward in the food retail industry and maybe energy-supply as such. For sure, it is one of the first examples of supermarkets' energy-management potential"

- Günther Walter, General Manager, Aktiv & Irma, Oldenburg





ENGINEERING
TOMORROW