

DANFOSS GMBH SELECTS MODELON IMPACT TO CONNECT SIMULATION TEAM WITH SALES ENGINEERS

Danfoss, a Danish multi-national company, has selected Modelon Impact for simulation experts to easier collaborate with sales engineers and help their customers reduce carbon footprints and optimize energy consumption. Danfoss's Systems and Technology team develops simulation models for refrigeration systems such as small residential heat pumps to larger district energy networks or even chillers for data center cooling.

Danfoss selected Modelon Impact as their preferred simulation platform to better connect their simulation team with sales engineers. With Modelon Impact, they seamlessly integrated TIL Suite, provided by TLK Energy, with their own in-house Modelica-based libraries to more accurately model the two-phase operation of refrigerant media. The cloud-based platform also enabled them to import TIL Suite based internal refrigeration models developed over the past decade – preserving years of work. The solution will empower sales and application engineering teams to confidently use simulation results and shorten sales cycles, unlock upselling opportunities, and reduce the volume of support-intensive simulation projects.

Using Modelon Impact's **App Mode**, Danfoss share models via simple web links. App Mode allows sales engineers to interact only with selected parameters, like thermal loads or ambient temperatures, without worrying about the model's underlying complexity. This self-service capability reduced the time spent on iterations and empowered sales engineers to run their own analyses, dramatically boosting productivity. Additionally, Modelon Impact's **Excel Add-In**, a native Excel integration, proved useful since Danfoss' engineers could easily set up and run experiments and plot the results with familiar workflows, making the tool accessible across the organization.

Modelon Impact has become an effective bridge between simulation experts and non-experts. Eight sales engineers have been trained on the tool, and they were up and running simulations within just 45 minutes. Today, Danfoss's sales engineers can confidently adjust system models to demonstrate how their solutions reduce OPEX and CO2 emissions, providing customers with clear, data-backed insights. This transparency builds trust, strengthens differentiation, and enables the system simulation team to make a bigger impact on Danfoss's success than ever before.

"We get excellent support from Modelon. Their people are engaged and responsive. If we send a ticket, it's typically answered within 24 hours. They always make time to help us get up to speed – something not common with other tools," said Stefan Walshe, Modeling and Simulation Expert at the Systems and Technology team of Danfoss's Climate Solutions.

"We are very pleased and proud that Danfoss have selected Modelon Impact for their system simulation needs, and we are looking forward to our continued collaboration," said Daniel Rohde, Modelon Director of Customer Acquisition & Delivery, Europe.

Read the complete case study here: modelon.com/support/bridging-the-gap-between-simulation-and-sales.

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About Modelon

Modelon offers systems modeling and simulation software that accelerates product innovation, development and operations in a range of industries. Modelon's flagship product, Modelon Impact, is a cloud-native system simulation software platform featuring a collaborative browser-based interface and thousands of proven models and components spanning a broad range of applications. Headquartered in Lund, Sweden, and with global reach, Modelon is an expert industry leader in model-based systems engineering with a focus on leveraging open standard technologies.

Modelon AB is listed on Nasdaq First North Growth Market with ticker symbol MODEL. Redeye AB is appointed the Company's Certified Adviser.

About Danfoss

Danfoss engineers solutions that increase machine productivity, reduce emissions, lower energy consumption, and enable electrification. Our innovative technologies are used in areas such as refrigeration, air conditioning, heating, motor control, and mobile machinery.

We are a family-owned company dedicated to creating long-term value for all our stakeholders.

Headquartered in Denmark, Danfoss operates globally with a presence in over 100 countries.

Attachments

[Danfoss GmbH selects Modelon Impact to connect simulation team with sales engineers](#)