



# Why Homeowners Should Buy An Observer® Communicating System

## Benefit

### An Observer Communicating System Can

## Energy Savings

Provide **better efficiency** than a non-communicating system because real world conditions such as higher static pressure, higher humidity loads, and/or lower temperatures can affect the efficiency of the system. The Observer® Communicating System can react to changing operating conditions and provide a much more comfortable conditioned space while saving energy at the same time. This is something that a non-communicating system, even a standard Wi-Fi® thermostat, cannot do.

Provide **dual fuel capability**, operating a heat pump during the mild cool temperatures when it is comfortable to do so and **AUTOMATICALLY** switching to gas heating when the winter temperatures drop. The balance point between heat pump and gas heat is completely adjustable based on homeowner preference for comfort and savings.

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## Improved Comfort

Use advanced algorithms to analyze the difference between the set point on the wall control and the actual room temperature. The system will monitor how quickly the actual room temperature responds to the set point. The next time the set point changes, **the system will adjust to reach that set point in the most efficient way.**

Improve **humidity control**. If dehumidification is needed, the system will adjust the speed of the blower motor to the optimum speed to remove the humidity in the most efficient manner. Too dry in the winter? The Observer Communicating System will operate an installed accessory humidifier to help maintain the optimum humidity level.

Simplify the installation, reducing the opportunity for installation errors by automatically recognizing compatible equipment, self-configuring for the correct settings, and **delivering optimized airflow** based on factory-engineered calculations.

## Benefit

### An Observer Communicating System Can

## Extend the Life of the System

Remind homeowners to schedule their next preventive maintenance appointment. **Routine preventive maintenance will ensure the system is performing at optimal levels.**

## Benefit

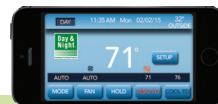
### An Observer Communicating System Can

## Personalized Comfort

Allow homeowners to control the home comfort system with an Apple® or Android™ mobile device and the **My Observer mobile application** from anywhere with Internet access.

Provide homeowners with a **fully programmable wall control for optimal energy savings**. The intuitive, user-friendly wall control is simple to program and change. The user can program up to 4 events per day for 7 days.

Allow homeowners to select one of four fan mode settings: auto, low, med, high. Homeowners can **set the fan mode to their preference and comfort level**. For example, a homeowner hosting a party will now have the ability to switch the fan mode to high to accommodate the influx of people.





# The Benefits Of An Observer® Communicating System

## CONSUMER BENEFITS

FEATURE	BENEFITS	BOTTOM LINE
Wi-Fi® remote access capability	Control comfort from anywhere, any time	Enjoy modern convenience and comfort with a mobile app from anywhere you have Internet access
Our most efficient products	Year-round energy efficiencies	Can help consumers maximize energy and money savings
	System operation optimized for maximum benefit, even with changing conditions*	
True* Dual Fuel options	Balances energy savings and comfort	Pays for itself faster over time
	Protects the equipment from damaging operating conditions	Helps extend equipment life and helps reduce service calls
Variable-speed blower	Optimal temperature and humidity control	Maximize home comfort
	Selectable constant fan speed	Minimize energy bills
	Matched to the overall system needs and environmental conditions*	
Full modulation control	Unlike standard thermostats, even Wi-Fi® thermostats, the Observer wall control provides the most benefit from your Observer communicating multi-stage and modulating equipment	Maximize home comfort
		Minimize energy bills
Filter and service reminders	Reminds homeowners to take action	A properly maintained system will run at its peak performance and maximize the life of the equipment
Fully programmable wall control with remote access	Personalized home comfort and energy savings	Homeowners can customize the system settings to meet the needs of their lifestyle
Integrated zoning system	Personalized home comfort and energy savings	Homeowners can customize the system settings to meet the needs of their lifestyle
	Improved comfort and energy savings when used with communicating variable-speed systems*	Focus comfort on where and when it's needed, avoid wasting energy

## DEALER BENEFITS

FEATURE	BENEFITS	BOTTOM LINE
Easy, consistent 4-wire installation* (2-wire connection to multi-stage Observer system outdoor units*)	Faster installations	Finish the installation faster
	Fewer wiring mistakes	Fewer callbacks
	Easier replacements where control wires are limited	Less time fishing new wires through walls/floors/ceilings
Self-configuration*	System setup and commissioning is faster and more error proof	No DIP switches to fool with
		Less time on the job
		Fewer callbacks
Text-based system fault messages*	Faster diagnosis of issues	Finish the service call faster
	More confidence in making the correct repair	Satisfy the complaint the first time
Full color touchscreen	Blends in with other modern devices	Homeowners are asking for modern devices—give them what they want
Display your dealer contact information	Keep your name in front of the customer	Generate loyalty and references—straight off the wall control

\*When installed with the appropriate Observer Communicating System HVAC equipment.



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