



# Commercial Water Heating Systems

For Multifamily Living

**Rinnai®**

# Better Living. Smarter Business.

With a complete range of solutions for multifamily buildings, Rinnai Commercial Water Heating Solutions deliver a lower total cost of ownership and safe, reliable hot water. Rinnai Tankless Water Heaters are the smart choice for both new construction and renovation.

## The Rinnai Difference

-  **Quick Installation**
-  **Operational Performance**
-  **Serviceability**
-  **Smaller Footprint**
-  **Lower Energy Costs**
-  **Higher Renter Satisfaction**
-  **Design Flexibility**
-  **No Inspections or Hidden Costs**

## SENSEI™ . The Next Generation in Tankless Water Heating.

# SENSEI™



## Why Rinnai is the Right Choice.

### Why should I consider a Rinnai Commercial Water Heating System?

- Rinnai systems require minimal installation space and can be wall or floor mounted indoors or outdoors – even roof mounted.
- Rinnai tankless units can be configured as individual metered units or central systems.
- No ASME boiler certifications or inspections required\*.

### How is Rinnai different?

- Rinnai's proven, long-lasting design and easily replaceable low-cost components ensure a lower total cost of ownership.
- The Rinnai Application Engineering Center of Excellence offers the first 100% system sizing guarantee.
- Rinnai's best-in-class commercial warranty provides 8 years or 12,000 operation hours on the heat exchanger, 6 years on the tank, 5 years on parts, and 2 years on service.

\*For tankless units less than 200,000 BTU.



# Fits Perfectly Anywhere – Including Your Bottom Line.

Your properties flourish when you manage costs and keep renters delighted with their living environment. With Rinnai's industry leading hot water solutions and reputation for performance and reliability, you can count on significant savings on energy costs, design flexibility and reliable, endless hot water. It all leads to increased NOI for your property.



## Solution Agility

- Custom-tailored solutions
- Turnkey, hassle-free service options
- Best total solution when compared to tanks or boilers
- 100% sizing guarantee



## Space Savings

- Increased rentable space
- Mount indoors or outdoors, on walls or roofs
- Tankless is the space-saving alternative to much larger, cumbersome tanks



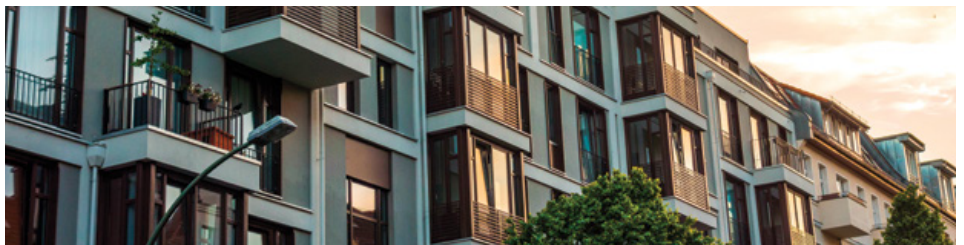
## Sustainability

- Lower carbon footprint
- LEED certification
- Less waste
- Reduced standby loss
- Increased energy efficiency



## Lower Total Cost of Ownership

- Energy savings
- Guidance on utility company rebates
- Lower operational costs – easily replaceable, low-cost components
- Solutions that last longer



## Differentiated Properties

- Renter satisfaction leads to higher occupancy rates, higher rents
- Reliable, uninterrupted hot water
- Advanced, green technology
- Safe, on-demand hot water



SAY LIVING IN A SUSTAINABLE BUILDING IS IMPORTANT\*





SAY THEY WOULD PAY MORE TO LIVE IN A GREEN COMMUNITY\*

\*AMLI Sustainable Living Index Study



# Solutions Tailored for Multifamily Applications



SENSEI™ Tankless Water Heater	Demand Duo™/Demand Duo 2	TRW/TRS Tankless Rack Systems
<ul style="list-style-type: none"> <li>Designed for commercial demands</li> <li>Compact design</li> <li>97% thermal efficiency</li> <li>Multiple venting options</li> <li>Indoor and outdoor models</li> <li>Natural gas or propane</li> <li>Wi-Fi ready</li> <li>BMS compatible</li> <li>Air handler compatible</li> </ul> 	<ul style="list-style-type: none"> <li>Hybrid system has a longer life vs traditional tank                             <ul style="list-style-type: none"> <li>Lower cost of ownership</li> <li>No thermal stress on tank</li> <li>2X the warranty of most tanks</li> <li>Easy to repair vs having to replace a traditional tank</li> </ul> </li> <li>Easy retrofit/replacement</li> <li>BMS compatible</li> </ul> 	<ul style="list-style-type: none"> <li>Built-in redundancy</li> <li>Flexible, modular design                             <ul style="list-style-type: none"> <li>Indoor, outdoor, freestanding or wall mounted</li> <li>Central or zoned system applications</li> <li>New construction or planned retrofit</li> </ul> </li> <li>Lower cost of ownership                             <ul style="list-style-type: none"> <li>Superior load tracking/modulation=lower energy costs</li> <li>Ships fully assembled</li> </ul> </li> <li>Up to 24 units work as one system</li> <li>BMS compatible</li> </ul>

## ADVANTAGES OF RINNAI COMMERCIAL WATER HEATING SOLUTIONS

Feature	TANKLESS	DEMAND DUO	TANKLESS RACK SYSTEMS	TANK	BOILER	WHY RINNAI?
Total Cost of Ownership	✓	✓	✓			Low-cost tankless heat exchanger is easily repaired or replaced.
Warranty	✓	✓	✓			Best-in-class 8-year warranty or 12,000 application hours on heat exchanger, 6 years on tank (Demand Duo™).
Energy Savings	✓	✓	✓			Hot water is "on demand" and not reliant upon a tank that requires constant heating to maintain a certain temperature.
Water Storage		✓		✓	✓	Rinnai's Demand Duo provides storage with the benefits of tankless.
Environmental Impact	✓	✓	✓			Tankless contributes to a decreased carbon footprint through energy savings and reduced "standby loss."
Lifespan	✓	✓	✓			Tankless lifespan up to 20 years with proper maintenance. Demand Duo tank has no thermal stress.
Uninterrupted Hot Water	✓	✓	✓			Tankless units provide a consistent supply of hot water.
Space Savings	✓	✓	✓			Tankless units will save space especially when replacing tanks or boilers, freeing up that space for other uses.
Design Flexibility	✓	✓	✓			Rinnai provides "innovation agility"—tailored solutions based on your specific needs.
Turnkey Services	✓	✓	✓			Free system sizing with 100% guarantee. National accounts coverage and pricing.

# Hot Water Families Count On

## RETROFIT

### Riverbend at Lansdowne Woods

LANSDOWNE, VIRGINIA

#### PROBLEM:

Four 20-year-old gas boilers providing hot water for an active-adult community were being cannibalized for parts to keep them operational.

#### SOLUTION:

In spring of 2019, contractor CroppMetcalf installed a 2.4m BTU Rinnai Tankless Rack System: two TRS06 freestanding racks featuring six SENSEI™ CU199 units.

#### RESULTS:

“The Rinnai system provides three times more redundancy, delivers energy savings, and supplies a storage tank that services our penthouse level,” said Craig Magargel, Riverbend building manager. “We’re very enthusiastically invested in our new Rinnai Racks and how they’ve transformed our domestic hot water system, while already reducing our operating costs.”



AFTER



BEFORE

## NEW CONSTRUCTION

### IMT Prestonwood

DALLAS, TEXAS

#### PROBLEM:

Specifying engineers for a new 380+-unit luxury apartment building wanted roof-rack systems, but the installation was divided into multiple sections, and the installing contractors had little experience with such systems.

#### SOLUTION:

Jair Vasquez, president of HGE Consulting, Inc., selected Rinnai Freestanding Tankless Rack Systems, including eight TRS06 racks, two TRS04 racks, and two TRS03 racks.

#### RESULTS:

“The Rinnai systems have performed just as I expected, based on my previous experience with Rinnai and their expertise in the multifamily market,” said Vasquez. “It was my first time putting gas units on a building exterior, but Rinnai’s engineering resources, their technical resources available by phone, and especially their guaranteed sizing gave me huge peace of mind.”



ROOF INSTALL



RACK UNITS



PRESTONWOOD

# Simply Smarter Hot Water.

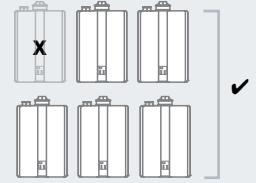
For decades, multifamily property owners and managers have trusted Rinnai. State-of-the-art technology makes Rinnai Commercial Solutions the most reliable, efficient and worry-free way to ensure uninterrupted hot water for renters.

## REDUNDANCY MEANS PEACE OF MIND

With multiple tankless units, redundancy allows for service and maintenance without shutting down the entire system.

- Built-in system redundancy delivers 25% more redundancy than tanks or boilers
  - With 6 Rinnai Tankless Water Heaters, you lose only 16% if 1 tankless unit is out of operation
  - With 2 standard tanks or boilers, you lose 50% of your domestic hot water if 1 becomes disabled
  - Cascade cables allow multiple units to communicate as a system and equally share the load

**@84%**  
CAPACITY/  
1 UNIT DISABLED



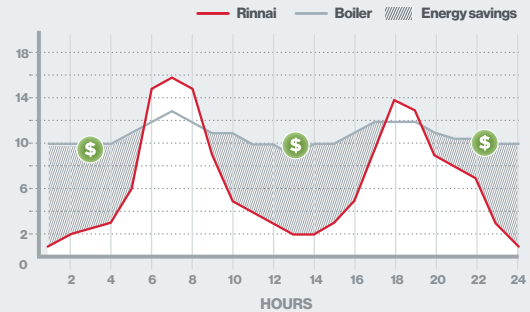
**-50%**  
1 UNIT DISABLED  
50% LOSS



## MODULATION MEANS MONEY SAVINGS

Rinnai's fully modulating technology delivers hot water only when needed, ensuring peak efficiency.

- Peaks in the chart represent periods of user demand, while the valleys demonstrate energy saved in between
- Rinnai's superior modulation, or load tracking, supplies only the amount of hot water dictated by the demand load

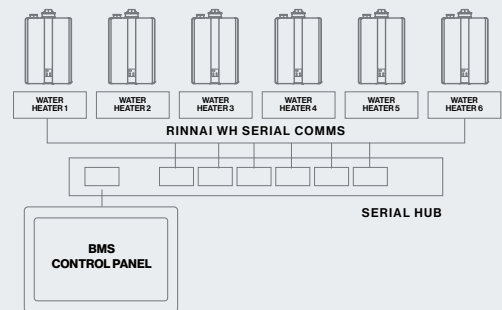


\* The comparison is not based on data from a specific installation.

## BUILDING MANAGEMENT SYSTEM

Rinnai's Building Management System (BMS) provides remote monitoring and control of up to 24 connected water heaters.

- Simple web-page set-up allows visualization of connected water heaters
- Works with Rinnai C199, CU199, CU160 models
- Sends error notifications to the BMS control panel or via email
- Stand-alone operation with optional touchscreen
- Integration of BACnet, Modbus and LonWorks® communication protocols



## COMMON VENTING THAT STREAMLINES INSTALLATION

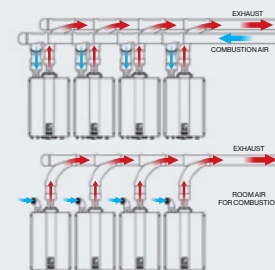


Rinnai's common venting system makes installation even easier, supporting up to 12 units on a single system.

- Fewer wall or roof penetrations
- Less labor
- Longer vent lengths
- Vertical Common Venting Solution enables modular metering of gas and water

## COMMON VENT

(Indoor Units Only. Direct Vent and Non-Direct / Room Air Vent)



### Direct Vent

Multiple water heaters sharing a combustion air header and a separate exhaust header that vents directly through separate penetrations to the outside.

### Non-Direct (Room Air) Vent

Multiple water heaters using room air for combustion while sharing an exhaust header that vents directly to the outside.



# More Hot Water. More Value.



Leasing Option

**Rinnai's Leasing Option** provides equipment and installation, plus worry-free service and maintenance – a complete package that lets you ensure safe, highly efficient, affordable hot water for your occupants.

- Tailor a leasing strategy with customized pricing
- Term flexibility
- Lease transferability
- End-of-term options: lease buyout, lease extension, or replacement with new Rinnai units.

## ENERGY REBATES

Rinnai helps you find more ways to reduce costs, by guiding you to rebates and discounts with gas available in your area. Based on the projected gas consumption for your development, your gas utility may create a rebate structure specific to your project.



## Application Engineering Center of Excellence

Our team of application engineers is available to provide quotes, size your system and provide designs for your specific project – all at no charge and backed by our 100% sizing guarantee.

- 48-hour sizing turnaround
- Pipe diagrams and materials list
- Pre-install design review
- System engineering support
- Solution ROI calculation
- On-site support available

### Questions?

**Complete the Commercial Application Project Form when you follow the link.**

**1-800-621-9419  
engineering@rinnai.us**





Water Heating Solutions



Home Heating Solutions



Commercial Water Heating Solutions

## Creating a Healthier Way of Living

Learn more about Rinnai high-performance Tankless Water Heaters, Hybrid Water Heating Systems, Boilers, Vent-Free Fan Convectors and EnergySaver® Direct Vent Wall Furnaces at:

**[rinnai.us](http://rinnai.us) | [rinnai.ca](http://rinnai.ca)**

**Rinnai**®

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