



Xtend

Controls Upgrades



V.260604

Why promote an upgrade?

Orion controllers have been installed on more than 20,000 AAON units over the last two decades. As you would expect, many of these older controllers may be reaching their full life span. Controls will fail eventually, often without warning and, inevitably, at the worst possible time. At AAON, we believe the right time to perform an upgrade is before the HVAC controls system quits working. If your customer's controller is more than 10 years old, you need to help them plan for a replacement before it fails.

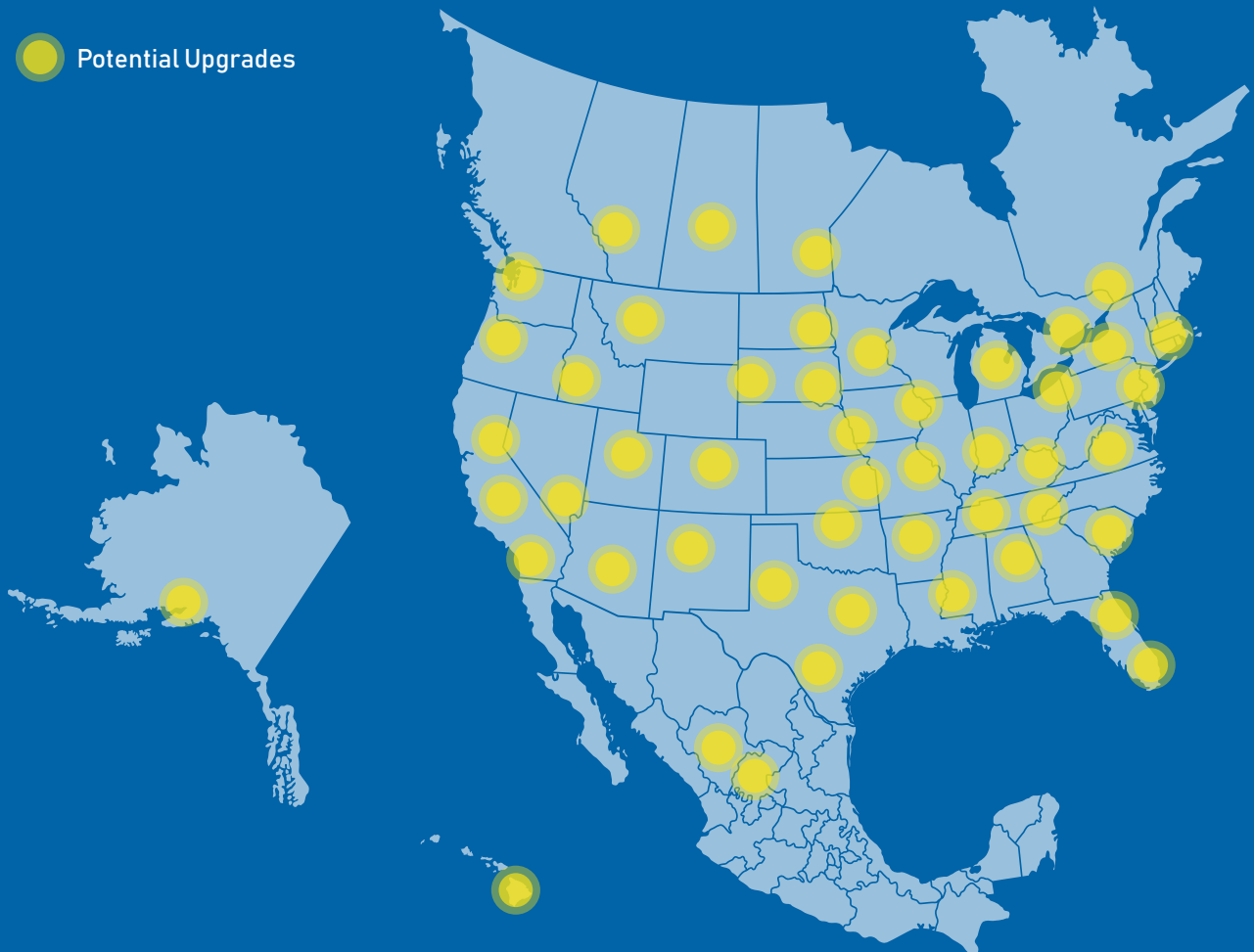
Downtime is expensive! If a facility goes down, it can cost thousands of dollars a day. In some cases, it can even cost millions. For example, if a unit goes down for a hospital it can cost around a million dollars each day the unit is down.

AAON Xtend mitigates potential downtime before it becomes costly for you and your customer.

Even more damaging to your success, downtime could open the door to your competitors if you cannot respond quickly enough to replace the faulty component. When a crisis strikes, building owners will make choices based on time and availability rather than cost of ownership, customer service, support or other important, but not urgent, factors. Recommend an AAON Xtend upgrade and prevent downtime issues while you gain trust and increase customer satisfaction.

Proactively upgrading your customer's controls allows the installation to be done outside normal business hours to limit inconvenience and cost.

 Potential Upgrades



Why choose an AAON controller upgrade?

If quality, serviceability, and longevity are the qualities you are after, AAON Xtend will help you get there. Maximize your AAON equipment's life by upgrading your HVAC control system to our latest technology.



Provide the end user the opportunity to have the best experience and the lowest total cost of ownership.

**- Michael Balfoort
Kilmer Environmental**



By upgrading the controls, your customer is extending the life of the system without having to make an even larger investment.

We support you at every point in the upgrade process. With AAON Xtend, the legwork is over! AAON Xtend means easier field updates, improved and additional features, and proven sequences of operations.

AAON Xtend consists of unique Upgrade Packages designed to provide a complete upgrade path from older Orion Controllers to our latest controls solution. These packages include the unit controller, sensors, modules, cables, wiring diagrams, and wiring instructions – everything needed to complete a successful upgrade. Simply provide us with the Unit's Serial Number and our team will do the rest!

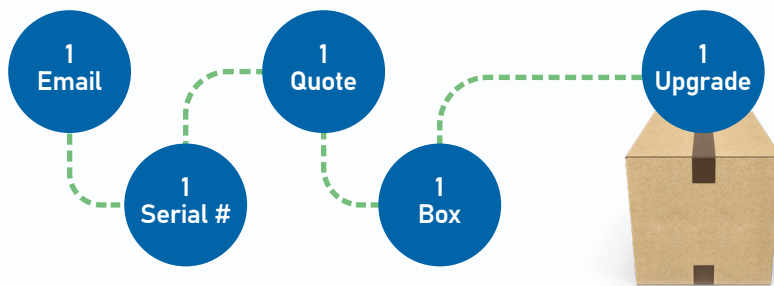
What can be upgraded?

-  AAON Legacy Controls
-  Third Party Controls
-  Units With No Controls

Designed with you in mind.

Our objective is to make this process as painless as possible for you, your team, and your customer. Our team provides a comprehensive bill of materials for your upgrade. We also provide the same technical support you and your team are accustomed to.

Upgrading with AAON Xtend is easy.



Two Simple Steps:

Step 1: Gather the Serial Number for every AAON unit needing an upgrade.

Step 2: E-mail this information to xtend@aaon.com.

Based on the unit's wiring diagram, our team will select and quote the appropriate VCCX2 Upgrade Package. With this quote, you will receive a second file with important notes and wiring information.

Send all POs to controls-orderentry@aaon.com. Please include the unit serial number or quote number on this email.

AAON Xtend Controls Upgrade

Contact: 816.702.0991

Email: xtend@aaon.com

