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# Banking on Hungary

## THE SITUATION

Optimal Hungária is the Hungarian branch of Optimal – a french company that specialises in equipment installation and facility management. Based on previous good experience with Grundfos, the managing director of Optimal regarded Grundfos as the preferred supplier of equipment for a new office block that would serve as the headquarters of ING Bank Hungary, in Budapest.

After comparing prices and terms of delivery with what competitors could provide, Optimal Hungária selected Grundfos as supplier for the project. The fact that the Grundfos sales manager speaks French was an added bonus that made negotiations and discussions much easier for the customer.

## THE GRUNDFOS SOLUTION

Grundfos supplied heating and air-conditioning circuits for the office building, in addition to equipment for the water supply and for disposing of wastewater.

The contractors placed high priority on energy-efficient operation, and Grundfos was therefore able to install pumps with electronic speed control to deal with the varying flow rates.

Once the pumps were installed, Grundfos fine-tuned the facilities to iron out any problems in the building management system. This included additional MC modules to improve communication.

## THE OUTCOME

Optimal Hungária places great emphasis on providing excellent products and excellent service. “As facility management specialists responsible for operating buildings and other infrastructure on behalf of our clients,” says Mr Zoltán Villányi, project leader, “we are required to meet strict demands set by

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### TOPIC:

The Grundfos Hydro booster installation is an energy-saving alternative in connection with water supply.

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### LOCATION:

Hungária

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### COMPANY:

Grundfos

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the owner. In order to live up to our commitments, we need to be able to rely on both the equipment and the availability of on-the-spot service. The Grundfos service staff were an enormous help in meeting the requirements of our customer.”

Mr Villányi was in charge of the building project right through to completion, and is now a consultant for his colleagues involved in managing the bank facilities. “With Grundfos,” he adds, “we minimise the amount of work required and keep the owner happy at the same time.”