

## VLT® HVAC Drives stronger than the competition

**Facing strong competition, Danfoss managed to secure an order for 26 VLT® HVAC Drives for a weightlifting auditorium in Jawahar Lal Nehru Stadium Complex in New Delhi, India in February this year. The auditorium is being built for the Commonwealth Games in New Delhi in 2010.**

### Approaching the bar

The tender for the HVAC plant of the weightlifting auditorium was put out in May last year. One of the bidders for the plant was the company Voltas Ltd. in New Delhi and in October they were finally chosen as supplier for the HVAC plant. In the meantime a team from Danfoss Drives in India had made a tender for the drives (i.e. the 26 units) but Voltas was reluctant because of the price and requested reductions.

### Taking the strain

Voltas also started negotiations with other drives providers who were not approved as a supplier for this project and cheaper tenders were put forward.

Danfoss Drives subsequently contacted Consulting Engineering Services to explain that another supplier was trying to deviate from the required specifications in order to offer lower prices.



*Jawahar Lal Nehru Stadium Complex  
in New Delhi, India*

### Fighting to the end

Danfoss Drives constantly followed up developments at both Consulting Engineering Services and Voltas to make sure that the original specification requirements were not lowered.

### A successful lift!

In February the situation was finally resolved. Voltas contacted Danfoss Drives to conclude negotiations, and the contract was won by Danfoss without significant attrition of the margins.

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