Value Proposition for Next Gen Rooftop Units

This guide introduces next gen rooftop units as **packaged heating and cooling units** that use efficient technology to heat and cool commercial spaces to reduce energy consumption and emissions.

Audience & Intended Use

Use this guide to support conversations between contractors and building owners throughout a rooftop unit replacement and proposal process.

Contractors:

Use this to help guide proposal discussions, explain equipment options, and communicate the value of next gen RTUs. It can help address common questions related to installation considerations, building needs, and operating costs.

Building Owners and Managers:

Use this to understand your contractor's proposal, the equipment and features being recommended, and other factors that might influence equipment selection. It can help you evaluate long term value, ask questions, and make confident decisions about your replacement.

What Makes Dual Fuel Heat Pump RTUs a Strong Replacement Option?

Dual fuel heat pump RTUs use air source heat pump technology as the primary heating source and automatically switch to a secondary fuel source, typically natural gas or propane, during extreme cold. This technology reduces energy consumption and emissions while maintaining comfort and reliability.

Key advantages include:

- **Saves energy** when compared to standard gas furnace RTUs
- **Resilient performance** in cold climates
- **Lower operating costs** through efficient heating and cooling
- **Straightforward installation** with standard footprints
- **Improved air quality** with no energy penalty

HOT TIP

Paired with an **energy recovery ventilator**, buildings can recover heat and energy normally lost to ventilation. Properly commissioned systems can deliver additional energy savings and improved indoor air quality, especially in buildings with high outdoor air requirements such as schools, healthcare facilities, restaurants, and manufacturing spaces.



Help Your Customers Understand

Explore the differences between traditional and next gen RTU systems when selecting your next equipment.

Customer Option	Traditional RTU	Dual fuel heat pump RTU	Dual fuel heat pump RTU paired with ERV
Key consideration	▪ Meets minimum standards ▪ High energy use ▪ Limited flexibility	▪ Efficient heating and cooling ▪ Dual fuel flexibility ▪ Same installation, better performance	▪ Maximum energy efficiency ▪ Seamless integration with most existing systems ▪ Ideal for buildings with higher ventilation needs
		Next Gen Technology	

Why Specify Next Gen RTUs?

Use these advantages to demonstrate how next gen RTUs deliver value beyond installation and throughout the life of the equipment.

	Traditional RTU	Dual fuel heat pump RTU	Dual fuel heat pump RTU with ERV
Fits existing curb size	✓	✓	✓
Fits existing wiring and transformer	✓	✓	✓
Customer comfort year-round	✓	✓	✓
Quieter operation		✓	✓
Reduces energy use		✓	✓+
Reduced operations cost		✓	✓+
Meets rebate requirements		✓	✓+
Better indoor air quality			✓

+ indicates higher performance

Key reminders for your next proposal



Utility support

Utilities in Minnesota offer financial rebates that reduce upfront costs and shorten payback periods for next gen RTUs.



Lifecyle value

From planning to installation phases to operations, next gen RTUs deliver cost savings to both installers and occupants. Highlight lifecycle value over upfront costs to help customers make informed decisions.



Energy benefits

Reduce operating costs, meet emission goals, and provide comfortable temperatures for building occupant.

To learn more, email info@nextgenrtus.org or visit www.nextgenrtus.org.

Next Gen Rooftop Units is a statewide program under Minnesota's Efficient Technology Accelerator (ETA), a partnership funded by the state's participating investor-owned utilities (IOUs) and consumer-owned utilities (COUs), administered by the Minnesota Department of Commerce, Division of Energy Resources (DER), and implemented by Center for Energy and Environment (CEE).