



# ENGINEERING AMBITION INTO REALITY.

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A PREMIER GENERAL CONTRACTOR FOR GLOBAL  
CORPORATE AND INDUSTRIAL EXCELLENCE.

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YOUR VISION, MASTERFULLY  
EXECUTED.

# M&S

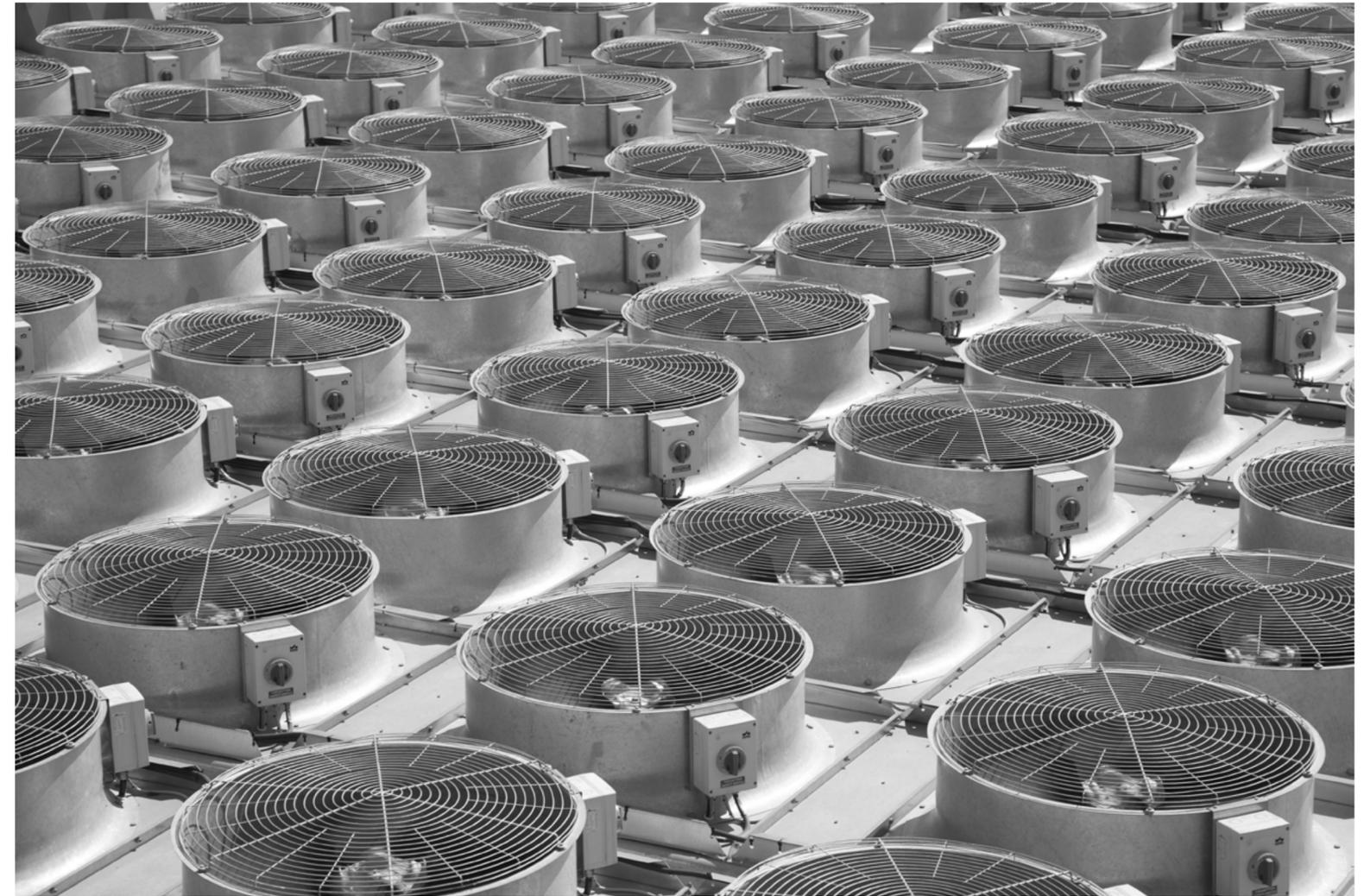
# HVAC & CLIMATE CONTROL SOLUTIONS

## ENGINEERING YOUR ENVIRONMENT FOR PEAK PERFORMANCE & EFFICIENCY

In the face of extreme climate events and complex regulations, HVAC is no longer just a utility it is a mission-critical business driver. A system failure directly impacts your revenue, operational costs, and legal compliance.

M2S provides an end-to-end HVAC service portfolio, from emergency response and strategic retrofits to smart building integration. We manage the entire lifecycle of your climate systems to ensure 100% uptime, optimize energy costs, and guarantee full regulatory compliance.

Our expertise is focused on solving the five core HVAC challenges for clients in Southern Europe:



# The Challenge: SYSTEM STRAIN FROM CLIMATE CHANGE & HEATWAVES

## CLIENT CHALLENGE:

Southern Europe's intense and frequent heatwaves push legacy HVAC systems beyond their design limits. This leads to critical failures, resulting in severe customer discomfort, a 20-30% drop in retail sales and dwell time, and reactive emergency repair costs that can exceed €45,000 per incident.

## CASE STUDY & VALUE: BARCELONA FLAGSHIP STORE

**FINDING:** During a July heatwave, a flagship store's HVAC system failed, causing a +5°C temperature rise in the main sales area and a **25% immediate drop in daily sales**.

**M2S SOLUTION:** Our 24/7 emergency team responded within 4 hours. We performed an advanced thermal analysis and deployed a high-efficiency temporary cooling retrofit, fully integrated with their existing electrical system.

**BENEFIT:** The store temperature was stabilized **within 24 hours**, achieving zero operational downtime. This rapid intervention also led to an **18% energy saving** in the following months, turning a crisis into an efficiency gain.



# The Challenge: REGULATORY UNCERTAINTY & F-GAS COMPLIANCE

## CLIENT CHALLENGE:

The 2025 EU F-Gas Regulation mandates a complex and costly transition to low-GWP (Global Warming Potential) refrigerants. Non-compliance (especially for systems with GWP >750) risks operational shut-downs, project delays of up to 6 months, and severe financial penalties.

## CASE STUDY & VALUE: NAPLES SUPERMARKET

**FINDING:** A major supermarket's critical cold-chain operation was at risk of a forced shutdown due to legacy refrigerants (GWP >2,500) that would be non-compliant as of January 1, 2025.

**M2S SOLUTION:** We managed a turnkey compliance retrofit, replacing all legacy refrigerants with low-GWP R-32. The project included on-site certification training for their technical staff and a full EU labeling audit.

**BENEFIT:** The entire project was completed in **8 weeks** (vs. a 6-month industry estimate), **avoided €50,000 in potential fines**, and secured **15% cost savings** through our strategic supplier frameworks.



# The Challenge: SUPPLY CHAIN VOLATILITY & MATERIAL COSTS

## CLIENT CHALLENGE:

Material and energy price volatility (e.g., +30% on copper) is inflating HVAC retrofit budgets by 20-25%. Supply chain shortages are delaying critical repairs by up to two weeks, threatening seasonal operations and forcing retailers to risk shutdowns.

## CASE STUDY & VALUE: MADRID RETAIL CHAIN

**FINDING:** During a supply chain crisis, a major HVAC failure combined with a 40% spike in component costs threatened a seasonal store closure.

**M2S SOLUTION:** We leveraged our consolidated supplier network to source sustainable, cost-effective alternatives (recycled aluminum cabling) and locked in pricing via our framework agreements. The repair was completed **within 48 hours at the original, pre-crisis budget.**

**BENEFIT:** This strategic sourcing delivered a **22% total cost saving** for the client and included an IoT sensor upgrade to mitigate future failures.



# The Challenge: **SKILLED & CERTIFIED LABOR SHORTAGE**

## **CLIENT CHALLENGE:**

A 25% deficit of certified F-Gas technicians in Southern Europe is causing widespread maintenance delays, increasing asset downtime risk by 15-20%. For luxury and logistics, this downtime can cost over €10,000 per day in lost operations or damaged, climate-sensitive goods.



## **CASE STUDY & VALUE: MILAN LUXURY WAREHOUSE**

**FINDING:** An electrical blackout during the peak holiday season caused a critical HVAC failure. The client's local vendor had a **72-hour response delay** due to no available certified technicians.

**M2S SOLUTION:** Our dedicated in-house team of 15 ISO 9001:2015-trained engineers was on-site immediately, diagnosing and resolving the issue in **18 hours** (vs. 72) and preventing catastrophic merchandise loss from humidity.

**BENEFIT:** Our lifetime maintenance program **cut the client's annual reactive repair costs from €15,000 to €3,500** and ensured zero repeat failures.

# The Challenge: HIGH COST OF SMART BUILDING INTEGRATION

## CLIENT CHALLENGE:

While IoT and smart controls are required to meet EU Renovation Wave goals and can cut operating costs by 25%, the high initial CAPEX (€50-€100/sqm) and cybersecurity concerns are significant barriers to adoption for legacy buildings.



## CASE STUDY & VALUE: ROME LEGACY STORE

**FINDING:** A client wanted to meet new EU energy codes but was blocked by an €80,000+ quote for a full IoT/smart building retrofit.

**M2S SOLUTION:** We developed a phased implementation plan using wireless sensors and advanced cybersecurity protocols. We structured the project through a green leasing program, reducing the client's initial CAPEX outlay by 40%.

**BENEFIT:** The project was completed with zero operational downtime, cut energy consumption by 28%, and is on track for a full 18-month ROI.



# LET'S BUILD EXTRAORDINARY SOLUTIONS TOGETHER

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