

# Sidney de Avelar Mourão

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## **Bio**

Eng. Mourão has over 30 years of experience, working in the Refrigeration and Air Conditioning Market. He went through the areas of maintenance, installation, manufacture and assembly of equipment. Today he is product and commercial manager of Embraco and Dorin for the Southeast Region of Brazil.

Eng. Mourão holds an MBA in Refrigeration and Projects, from FEI Engenharia e Projetos and is currently studying at FGV.

## **Abstract**

Developing Fit-for-Purpose Solutions: Compressors

The market asked Embraco for a solution that would meet the two main needs of the market: Energy Efficiency and Cost Reduction in Installation and Maintenance. This presentation will show how we respond to this need. We will do this by following the steps we use to develop this solution at Embraco. Enjoy and understand the main points of this development.