


# Staged Heating | Bridge Pro vs. Smart Thermostats


## FEATURES & AVAILABILITY





Dealer pricing available at professional distribution partners	✓	✓
Ethernet option to connect to customers' network	✓	✓
Wi-Fi (2.4 GHz) option to connect to customers' network	✓	✓
Rebates may apply (commonly known as Integrated Control rebates)	✓	✓
AC power cord via USB adapter option	✓	✓
Communicates with Puck Pros controlling ductless mini splits as the first stage of heating	✓	✓
Leave existing non Wi-Fi thermostats in place to configure staged heating	✓	✗
Avoid needing to run C-Wire to install Wi-Fi thermostats	✓	✗
Dry/Wet contacts to support up to 7 boiler or electric baseboard zones for staged heating	✓	✗
Works as a first-party staged heating solution - no third-party apps required	✓	✗
Unlocks future pro-only integrations with Smart Vents and additional equipment control	✓	✗
Available only through Pro channels (i.e., HVAC distributors, dealers, etc.)	✓	✗


## WHY CONTRACTORS LOVE INSTALLING FLAIR FOR STAGED HEATING

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**Integrated Controls with no wire pulls—Market's ONLY truly wireless solution**  
No wiring required (no C-Wire or USB) or additional devices in the head units, reducing device and labor costs.
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**Rebate eligible**  
Flair devices qualify for rebates that significantly reduce the upfront cost of staging equipment and can trigger significant additional rebates for heat pumps.
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**Universal ductless compatibility**  
Works with any ductless system controllable by a handset. Extensive coverage of equipment whether legacy or new.
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**Single app solution**  
Fully control both first stage (Ductless Heat Pumps) and second stage (Boilers, Electric Baseboards) equipment in one application. Simple to install, configure, and use.
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**Built for contractors**  
Pro products and features are only available through the Pro channel. Remote access allows Pros to eliminate truck rolls for troubleshooting systems.

# FLAIR COST ADVANTAGE

RectorSeal is the Master Distributor of Flair Products




**Smart Thermostats**



<b>\$900</b> Flair Products*	+	<b>\$520</b> Cost of Thermostat**	+	<b>\$1,000</b> Cost of Pulling Wire	+	<b>\$350</b> Installation Cost	=	<b>\$2,770</b>
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\* 4 x mini split head units + cost of Bridge(s)      \*\* 3 x boiler zones

**Bridge Pro**




<b>\$1,150</b> Flair Products*	+	<b>\$0</b> Cost of Thermostat**	+	<b>\$0</b> Cost of Pulling Wire	+	<b>\$350</b> Installation Cost	=	<b>\$1,500</b>
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\* 4 x mini split head units: Puck Pros  
1 x network device: Bridge  
1 x secondary heat interface: Bridge Pro      \*\* 3 x boiler zones

- ✓ Cost covered by rebates
- ✓ Unlocks \$10,000 additional heat pump rebates
- ✓ Fully wireless
- ✓ Up to 7 zones

**Competitive Solution**



<b>\$1,200</b> Cost of Control Devices*	+	<b>\$520</b> Cost of Thermostat**	+	<b>\$1,000</b> Cost of Pulling Wire	+	<b>\$350</b> Installation Cost	=	<b>\$3,070</b>
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\* 4 x mini split head units: Adapters  
Zone control devices  
Compatible smart platform      \*\* 3 x boiler zones

- ✗ Total cost not covered by rebates
- ✗ Not fully wireless
- ✗ Zone control costs higher with additional zones

## REBATE PROGRAMS

Rebates and incentives are available for professional installation of Flair’s staged heating/integrated controls solutions. Programs with Flair on Qualified Parts Lists (QPLs):



## FLAIR RESOURCES



**STAGED HEATING SOLUTION GUIDE**  
[flair.co/staged-heating-guide](http://flair.co/staged-heating-guide)



**WIRING DIAGRAMS**  
[flair.co/wiring](http://flair.co/wiring)



**FLAIR PRO REBATE PROGRAMS**  
[flair.co/pro-rebates](http://flair.co/pro-rebates)