

The Enercient Buzz

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“Wireless sensors, controls, and energy management solutions.”

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News from the AHR Expo

In February, John and Melanie traveled to Chicago to the AHR Expo in Chicago hosted by ASHRAE. John took the OPMP certification test, (and passed!) and intends to put the information that he gained from the test materials into the Enercient Facility Management Strategy.

ASHRAE chose the AHR Expo as the place to announce that ASHRAE has decided to make sure that BACNet and Zigbee were compatible, and that IEEE would recognize BACNet as the BMS protocol that Zigbee would use. This will enable Enercient systems to work with existing BACNet systems, meaning that the Enercient system can be fully integrated with many existing energy management systems.

“The economic downturn has opened up a real opportunity for us” John Tindale said, “If the economy were stronger, I feel that some of the larger control companies would be spending more research and development dollars on Zigbee, and would leave little room for small companies like us.”

Honeywell has decided to keep Zigbee relegated to their CO monitoring systems, while Johnson Controls and Siemens seemed content to stick to wireless thermostats for now.

Enercient Moves Forward with Development

We recently made another move forward in development by deciding on two potential wireless sensor providers, and we’ve purchased the development kits from both of these potential companies.

Several things were important factors in determining the sensors we would use. First we wanted to be on the 2.4 GHz frequency, second we wanted them to work with Java and Linux.

Open Source is important to the Enercient strategy, since we feel that the future will be in providing SAS or software as service, providing the source code to the global Linux

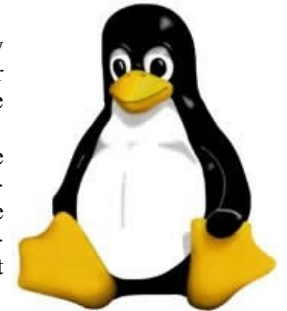
community, and monetizing our enterprise through the website, through tech support, and through our product offerings.

The core system for Enercient’s energy monitoring system will run on Eclipse for Linux with Java handling some of the workload as well.

The open source is gaining ground, as the US Defense Department has recently announced a new interest in open source software, with a new DoD online community for open source software found at www.sourceforge.mil

In addition to the government’s interest in open source, Microsoft has been quietly developing an open source community within their organization and partner networks, and we feel that this trend will continue.

Linux is an open Source operating system created by Linus Torvalds in 1991. Microsoft is a copyright of the Microsoft Corporation. Tux appears courtesy of Larry Ewing, Simon Budig and Anja Gerwinski.



Enercient and the US Green Building Council

From its inception and earliest concepts, Enercient has always been a green product— we just haven’t really talked about it. We feel that being socially responsible and helping people and businesses save money are part of our core values, and it has been important to us to make sure that our potential customers and investors understand that we aren’t just “greenwashing” another tech product and trying to sell it as green. We like to think of it as a great energy saving product, that *just happens to be green.*

After getting that announcement out of the way, we’d also like to announce that we’ve recently joined the local Maryland Chapter of the USGBC, and that John has recently registered for training in a first effort to obtain LEED EB certification.

We plan to use our online resource to help properties track their activities monthly to maximize energy efficiency and manage their LEED certification and documentation.

As energy efficiency and LEED becomes more prevalent in new construction, in existing buildings & in retrofit projects, we feel that the Enercient Energy Monitoring System can provide real-time information and data to help companies and people reduce their energy costs.

For more information about the Enercient Energy Monitoring System, contact John Tindale at 301-706-1490, check out the website at www.enercient.com, or send us an email to john@enercient.com





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