



Emendee Buzz



By Dave Pestillo

☎ 860 426-1755

✉ Dave@EmendeeTech.com

💻 EmendeeTech.com

Energy & Telecommunications Solutions

4Q 2014

Client Corner:



The Davidson Company, located in Newington, CT, is New England's largest specialty food distributor.

Davidson's annual telecom spend seemed to be out of control. Their monthly bills included under-used services, and unreasonable fees.

Emendee's solution was done in 3 phases:

- (1) Immediate savings
- (2) Wireless savings
- (3) Coordination with TAB Computer systems, with an installation of a new phone system, and a new telecom network.

According to Bob Rowe,

"Dave was recommended by an associate. I wasn't a believer at first, but seeing that the cost for Emendee's turn-key services were based on first year savings, I had nothing to lose. Dave is a "Phone Company Ninja!" Dave tore it apart piece by piece, and in the end, my savings was almost 40%! That's \$45,000 per year! Today I am a believer."

Why You SHOULDN'T Do An Energy Upgrade

When an Emendee client agrees to receive an energy audit, and follows up with an energy upgrade, they are usually pleasantly surprised with the results, including lighting & equipment improvements, and energy savings. However, there are a number of reasons why now may not be the right time to do an energy upgrade:



- 1) If you are considering moving your business in the near future, you may want to continue to be a bit *inefficient* a little while longer to avoid the cost of an energy upgrade.
- 2) If you have recently upgraded your lighting and/or HVAC equipment (in the past 2-3 years), you may be all set for now.
- 3) If you have a competing project with a much better break-even, you may want to postpone the energy upgrade a little longer. (A good lighting project has an expected ROI of 3-4 years).
- 4) The technology (especially with LED's) is changing so quickly that it may be difficult to decide when to jump onboard.
- 5) If you think long term electricity prices will fall, you may want to delay doing an upgrade. (Keep in mind that the higher the rates climb, the more you end up saving by being more energy efficient).

Hosted Services Webinar Recap



On Friday, 9/12, Emendee & RapidScale hosted a virtual webinar, demonstrating the features and benefits of a number of *Hosted Services*, including *Hosted Desktop*, *Hosted Server & Back-Up/Recovery*, and *Hosted Email*.

Some of the benefits of these services include: Ease of Scalability, Built-in Disaster Recovery, Lower Up-Front Infrastructure Costs, and even Lower Electricity Bills!

The presentation is available at www.EmendeeTech.com/tidbits.html.