



## ENERGY & TELECOMMUNICATIONS SOLUTIONS

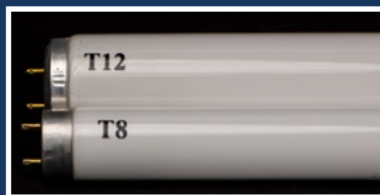
Q4 2016

### To LED or Not LED, That Is The Question!

Over the past 7 years, we have replaced thousands of older T-12 fluorescent bulbs (which are 1 ½" wide) with newer T-8 bulbs (which are 1" wide). This upgrade usually offers a 30%-40% savings.

Now, T-8 LED's are available, using the same ballasts that T-8 fluorescents use. (If the current ballasts are over 4 years old, we typically replace them when doing the LED upgrade.)

T-8 LED's (also 1" wide) not only have a longer expected life, they also use about half of the energy of T-8 fluorescents. With energy conservation incentives, along with 0% financing, now may be the right time to upgrade your facilities once again!



### Hosted Voice Phones: Buying vs. Renting

As more and more Hosted Phone Systems are being implemented, a decision needs to be made on whether to buy the phones up-front (as a capital expenditure), or include the cost on a monthly basis (as an operating expense).

Generally, a typical Polycom Hosted Phone costs between \$100-\$250. Depending on the quantity of phones required, and depending on the goals of upper management, both options should be considered to determine which direction is the right one for your business.



### Client Corner



For over 60 years, Barker Specialty Company, in Cheshire, CT, has offered turn-key promotional material solutions to their clients. They have the world's largest showroom, offering an extensive array of promotional products. (Emendee gets their promotional materials from Barker.)

Gerry Barker, President, has been interested in getting more energy efficient for 2 reasons: (1) to make his company more competitive, and (2) to be more friendly to the environment.

The Emendee solution included indoor & outdoor LED's, as well as new Roof-Top Units (RTU's), along with an Energy Management System.

According to Gerry, "It has been a true pleasure to work with Dave Pestillo. Dave has contributed a range of worthwhile suggestions, many of which have resulted in significant energy efficiencies. However, the most important value that Dave has brought has been his commitment to follow through and manage the often cumbersome, fine details of the project. I would happily recommend Dave for any future projects."



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