



## Research Park Firm Adds Clients

*Energy Management Solutions LLC at Purdue Research Park of Southeast Indiana says it has landed two new Hoosier clients. The company is providing the businesses with technology to monitor and analyze utility usage. U.S. Senator Richard Lugar also awarded Energy Management President Ed Fancher the Lugar Energy Patriot Award.*

NEW ALBANY, Ind. - Officials at Energy Management Solutions LLC, based in the Purdue Research Park of Southeast Indiana, have announced the addition of two new Indiana clients.

Also this week, the company hosted U.S. Sen. Richard Lugar as company president Hershel "Ed" Fancher received the Lugar Energy Patriot Award.

Fancher is the 30th recipient of the award, through which Lugar profiles an Indiana student, professional, scholar or member of the business community who has demonstrated leadership and initiative to improve America's energy security.

Lugar said that Energy Management Solutions' monitoring and measuring services for commercial and industrial clients benefit Indiana's economy.

"During tough economic times, saving money is important to Hoosier business," he said. "Fancher's clients approach him because they want to put money back into their business and fuel economic growth in Indiana communities."

Fancher said being recognized as a Lugar Energy Patriot is one of the highest honors he could receive.

"Sen. Lugar has led the way not only in finding means to lower the nation's dependence on foreign energy but also in encouraging methods to monitor energy usage," he said.

Fancher also said Energy Management Solutions is providing two Indiana-based companies with the technology to monitor and analyze their utility usage.

The company installed a utility monitoring system at the new Indianapolis headquarters of Summit Realty Group, a commercial real estate firm. Summit moved to its headquarters at 241 N. Pennsylvania St. in May.

"This installation will provide Summit with the ability to monitor and analyze electrical usage patterns for both a large rooftop HVAC system and the building as a whole," Fancher said.

Summit COO Brian Zurawski explained how the company expects to benefit from the technology.

"In addition to helping us better understand and control our power consumption, we believe it is essential for a real estate company like Summit to be at the forefront of implementing and managing such a system for our clients and their properties," he said.

Energy Management Solutions also will monitor utility consumption at SAMTEC Inc., a global electronic components provider based in New Albany, using its state-of-the-art wireless monitoring equipment and proprietary reporting software, UtilityRecon®.

Keith Baumann, global facilities manager at SAMTEC, explained why the company chose to partner with Energy Management Solutions.

“As SAMTEC’s products and processes evolve, the need to manage our utility costs becomes even more critical,” he said.

“EMS provides a solution for our energy management needs that is effective and user friendly.”

Fancher said energy monitoring provides a foundation for companies to take better control of utility costs.

“Once utility usage is understood, both in terms of usage on a sub-meter level as well as peaks, it is possible to reduce utility costs,” he said. “Our equipment and software can generate the actionable data, and our clients’ can-do culture is focused on implementation. We look forward to growing relationships as we assist Summit and SAMTEC with their monitoring needs.”

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## **ABOUT ENERGY MANAGEMENT SOLUTIONS**

Energy Management Solutions is a single-point source for energy management and monitoring services, utilizing state-of-the-art equipment and its proprietary UtilityRecon® software and database to provide large multisite energy users with the greatest value from their energy data.

## **ABOUT SAMTEC INC.**

Samtec Inc. is a \$466,000,000 worldwide manufacturer of a broad line of electronic interconnects including High Speed, Micro, Edge Card, Rugged/Power, Cable/Wire/Flex, IP68 Sealed, I/O, and RF Components and Cables.

## **ABOUT SUMMIT REALTY GROUP**

Summit Realty Group, a top-tier commercial real estate firm headquartered in Indianapolis, specializes in Office, Industrial, Investment, Site Acquisition, Retail, Corporate Solutions, and Property Management.

## **ABOUT PURDUE RESEARCH PARK**

The Purdue Research Park, with four locations across Indiana, has the largest university-affiliated business incubation complex in the country. The parks are home to about 200 companies that employ 4,000 people and are located in West Lafayette, Indianapolis, Merrillville and New Albany.

Source: Purdue Research Park