

FOR IMMEDIATE RELEASE

Cancún, México 7/10/2013. Based in Cancún, ESYS Energy Controls is formed to represent the ECOSYSTEM product and Virtuality services in México. ESYS immediately signed the Occidental Hotel group based in Madrid, Spain to install the ECOSYSTEM into seven of its México and Caribbean all-inclusive resort properties with annual projected energy savings of over 7 Million kWh.

ECOSYSTEM is the latest generation occupancy based energy automation controls and software solutions for hotels, dormitories, serviced apartments and meeting rooms. These solutions are typically defined by the market as Hotel Guestroom Energy Management or EMS systems. By using wired or wireless sensors and software the solution can detect the controlled zones occupancy in real time, providing better control of HVAC, lighting and other electrical loads by reducing usage when areas are unoccupied. Besides occupancy, other control variables such as zone temperatures and door openings are monitored to execute configurable control algorithms and management strategies. This solution is based on over two decades of founder experience providing guestroom energy management solutions to hotels.

Virtuality is an exciting new twist on the energy services (ESCO) business model. The “Virtuality” SaaS (Savings as a Service) model allows customers to bundle energy efficiency measures and preventative maintenance into one convenient low monthly fee. This offsets the traditionally high capital investment required for a building owner to save over the long term. This means the customer gets an immediate benefit lowering their day to day operational budget while getting additional added value services together (such as preventative maintenance).

In addition to ESYS contract with Occidental to install 5 hotels in the Riviera Maya, the contract also includes projects in their properties in Aruba and the Dominican Republic with the help of Santo Domingo based partner T&S Energía (www.tysenergia.com.do).

Demetrio Tessada, President of ESYS Energy Controls said “I have been delivering energy efficiency to the Mexican market for many years. We used to be one of the largest producers for the national energy efficiency portfolio FIDE. With ESYS there is a better opportunity because our technology is updated and the service model will open a lot of doors that were previously closed due to funding or credit problems with our customers. Our plan is to be the market leader for energy efficiency in hotels in Mexico within the next 24 months and with ECOSYSTEM and Virtuality products I think we can vastly improve the market penetration over today’s levels.”

About ESYS Energy Controls: ESYS Energy Controls (ESYS) is an energy efficiency technology distributor and HVAC contractor based in Cancún, México. ESYS develops efficiency projects for hotels that include occupancy based air conditioner automation and high efficiency LED lightbulb retrofits. ESYS services the entire federal territory of México and also has offices in Guadalajara and Hermosillo.

Please find out more by visiting www.ecoenergycontrols.com

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