

As Seen In... Forbes, April 2004

## Energy Service Innovator Leverages Technology to Optimize Efficiency

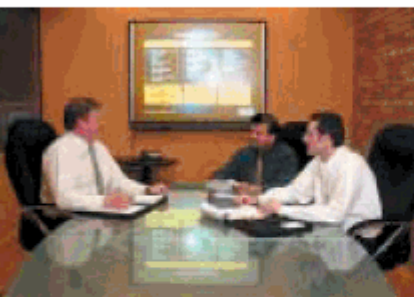
Outlook:  
Connecticut  
Business Profiles

The electric power industry is in the early stages of change. Current market forces including advancing technologies, market restructuring, an aging infrastructure, process demands for quality power and alternative power sources — these and many other issues are forcing electricity users of all types to evaluate their energy costs.

When the City of New Haven, Connecticut addressed the challenge of reducing its skyrocketing energy costs, it turned to Middletown-based energy services corporation NXEGEN, Inc. "We are taking a proactive approach to rising costs. We believe it is critical to monitor and manage our energy usage. NXEGEN provides us with the tools to deliver measurable and sustainable energy savings" explains Mayor John DeStefano.

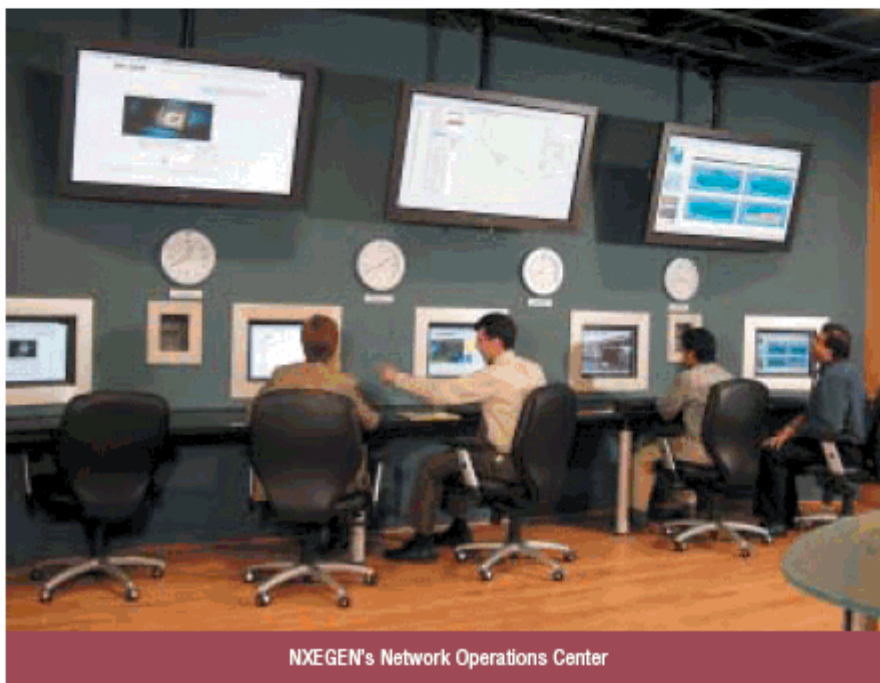
NXEGEN began by installing its two-way wireless network to monitor the city's energy usage on a real-time basis. The network collects energy consumption data hourly for 61 buildings, representing 65 percent of New Haven's \$9 million annual electric energy budget.

With this information, NXEGEN helped the city control and reduce energy usage by installing non-intrusive



NXEGEN's complete suite of management services includes Alert Services that warn customers when energy use is approaching predefined levels.

control devices on lighting fixtures, vending machines, refrigeration systems, and targeted ventilation systems. Additionally, the NXEGEN control devices continuously transmit information to NXEGEN's Network Operations Center, so NXEGEN and city managers can view energy



consumption real-time, verify energy saving controls, and take any appropriate action.

Erik Bartone, President of NXEGEN, explains, "measurement is the key — you can't control what you don't measure." By implementing this program, the city now recognizes the opportunity for measuring and controlling the costs of other metered commodities including natural gas, a \$2.5 million per year cost.

To date, New Haven's comprehensive energy conservation program has resulted in energy savings of over \$15 million during the past 8 years. This success has led the city to add 32 additional municipal buildings to the monitoring program.

Founded in 1998, NXEGEN has grown in size but adheres firmly to its vision of helping organizations understand and control energy usage. Today 50 NXEGEN professionals from a wide variety of disciplines help organizations of all sizes throughout Connecticut and Massachusetts achieve measurable results in an increasingly complex marketplace.

"Each NXEGEN project brings efficiency and lower energy costs to the client as well as the entire grid system. Our clients include municipalities, commercial and industrial businesses, especially process related, large usage, and public access facilities, with long run hours and high reliability requirements," states Bartone.



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