

president's note

Simplifying the energy audit process

by Tom Naber

Many companies are faced with doing more with less these days. If there were a way to make life a little easier for your company and at the same time increase effectiveness, wouldn't you want to take advantage of it? Well, that's the concept behind NAED's Energy Audit Solution powered by ecoInsight. By now I am sure you have heard about it, but have you looked into the benefits it has to offer your business?



NAED's Energy Audit Solution powered by ecoInsight gives you the ability to audit a customer's energy usage, demonstrates the energy and cost savings of installing energy-efficient equipment, and provides project-wide financial analysis. This project began as an idea of your NAED peers, who serve on the NAED Energy Audit Task Force and know firsthand what the capabilities of the software should be in order to be of the greatest benefit to our members. The task force continues to work closely with ecoInsight to configure the software solution so that it meets the necessary requirements.

The software, which will be offered in a four-phase rollout, encompasses everything needed to complete an energy audit—including all of the energy-efficiency products that distributors sell. Basically, it provides a way to quickly and efficiently give everyone from building owners to CFOs a financial analysis regarding things like energy savings, the value of building upgrades, payback, ROI, and the cost of waiting. And by "quickly" I'm not talking about saving just a few minutes. NAED's Energy Audit Solution powered by ecoInsight is expected to reduce the time needed to conduct an audit by 20% to 30%. A percentage like that can result in reduced labor costs and will definitely improve response time to the customer.

The first phase, "Lamps, Ballasts, Fixtures & Basic Lighting Controls," will be available soon. Future phases will include building controls, renewable energy systems, and more. Please take a moment to schedule a demo of the ecoInsight software by visiting ecoinsight.com/naedpreview.

When it comes to sales growth in our industry, energy efficiency can really be used to our advantage—making NAED's Energy Audit Solution powered by ecoInsight a great tool to have in your arsenal. ■

Naber is president and CEO of NAED. He can be reached at tnaber@naed.org.



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QUOTABLE

“Projects that are under construction at present will keep going. We might not see a hole in the production cycle for a year.”

—Ed Dowey, "Recovery in the Gulf?" page 11

“Some of the toughest decisions offer no easy answers. That's where intuition enters the process.”

—Mark Jarman, "Go with your gut," page 31

“We are always looking for ways to improve our customer service levels and provide value added services to the electrical industry.”

—John Bakovich, "Is your warehouse battle ready?" page 54