



EnTech Digital Controls hosts 2014 Client Appreciation Event; Celebrating clients beyond the boardroom

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EnTech Digital Controls hosted its 2014 Client Appreciation Event, treating 300 attendees to an evening of food, fun, live music, and social networking. The company, which provides building owners in the New York tri-state area with advanced boiler control systems and energy monitoring services, hosted the event at Hudson Terrace, a venue on the city's West Side.

EnTech director of business development, Heshy Mandel explained the goal of the event was to spend an informal evening with clients and treat them to a fun time out on the town. "We wanted to celebrate our clients in a way that extends beyond the corporate boardroom. The real estate industry can be tense and trying at times; especially now, in the middle of the harshest winter New York has seen in 20 years, it was important that we created an atmosphere where people could really take a step back, relax, and enjoy themselves."

Noticeably absent from the event was promotional information about EnTech's products and services. Sol Levy, the company's VP of sales revealed that this was done intentionally in order to direct all focus to the clients.

"This night was not about us and it was not about business," he said. "We didn't want marketing literature or sales proposals circulating the floor; we wanted to host a fun night. And it is clear from the feedback we've received, that our focus on the clients' experience is what made the event such a smashing success."

While providing an evening of enjoyment was certainly at the top of its agenda, EnTech also took the time to single out one client, Community Access, as deserving specific recognition for the social and housing services they provide to disabled and low-income individuals of New York. Accepting the plaque of appreciation on behalf of Community Access was CEO Steve Coe and Maggi Knox. Running a non-profit organization on a tight budget, Coe expressed his appreciation for EnTech's ensuring his buildings achieved exponentially reduced energy costs. "This year alone," Coe said, "We have saved over 25% in heat and hot water in the 17 buildings that EnTech monitors and controls."

EnTech also presented Phil Madnick, of Con Edison with an award celebrating the companies' ongoing partnership as part of Con Edison's Green Team. This year marks the third consecutive year EnTech has been recognized as the Green Team's Contractor of the Year. Through incentive programs, Con Ed and EnTech have provided energy savings and increased fuel conservation to more than 24,000 multifamily units in New York who use the company's award winning boiler management systems. "Witnessing EnTech's impressive said, "We are proud to have you as a partner and look forward to a bright future working together."

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