



IEC SYSTEMS HISTORY

International Energy Conservation Systems, Inc. (d.b.a. IEC Systems) was incorporated in the State of Georgia in November 1974. Five individuals, four of who were employees of the IBM CORPORATION, founded the company. The cumulative experience with IBM was over 40 years. In the early 70's, IBM developed a computer application to monitor real-time energy usage and perform electrical peak demand control for a retail department store chain.

IEC Systems was founded to offer the same type of Energy Management Monitoring and Control to all types of commercial, industrial and institutional facilities using an IBM mini-computer in its office, communicating over leased, multi-drop telephone lines to IEC custom designed control panels in its customer facilities.

Because of the limitations of the IBM computer, IEC Systems started development of its own computer hardware and software system based on a Hewlett Packard mini-computer. This system was introduced to the market in 1977 and all of our customers were converted over to the new system. In addition, IEC Systems became an authorized HP Software Solutions Provider for Energy Management. Under this program, IEC Systems sold stand-alone systems to several HP customers throughout the US and to customers in Canada and The Netherlands.

IEC Systems opened a branch office in the Washington, DC area in 1979 to offer the same products and services utilizing the HP mini-computer installed in the Atlanta home office. Our DC customers were connected to the Atlanta computer center by leased telephone lines. In 1982, IEC Systems installed an HP mini-computer in our DC office to service the DC customers.

The HP central computer in the Atlanta office provided supervisory monitoring and control of our customers' buildings with the following functions:

- Optimum start/stop of the HVAC systems.
- Real-time peak demand control.
- Chiller Plant controls including chilled water setpoint optimization, lead/lag selection and economizer control.
- Time scheduling for HVAC and Lighting.
- Temperature monitoring and alarm management.
- Real-time electrical energy monitoring and reporting.

- Night setback control.
- Data logging and trending.

IEC Systems had complete responsibility for operating its customers' buildings, 24/7. All building schedules were entered by IEC personnel at our central office, even down to daily meeting room schedules for our hotel customers. All programming changes, setpoint adjustments, alarm management, reporting, etc. were performed by IEC personnel either from our office or from remote dial-in to the central computer. This system was in operation serving a large number of diverse customers until 2002. Some of the customers included TransPotomac Plaza, Braddock Place, Northside Hospital, Piedmont Hospital, Hilton Hotels, Marriott Hotels, PBS, Stouffer Hotels, retail chains, office buildings, industrial facilities and schools.

In 1985, IEC Systems made a decision to discontinue further development of its central computer approach and, instead, become a partner with a national Building Automation manufacturer to provide sales, installation and service of a PC based DDC system. IEC Systems chose to partner with Control Systems International (CSI), now TAC. That partnership is still in place today. Some of the customers include The White House, Ft. Belvoir, Ft. McClellan, Ft. Gillem, Georgia Power, Black Entertainment Television (BET), many GSA facilities, schools, hospitals, office buildings, and industrial facilities.

At the beginning of 2003, IEC Systems decided to transition its business to become an independent Open Systems Integrator. The Open System chosen by IEC Systems was the Echelon LonWorks Open Standard. IEC System is an Echelon Authorized Network Integrator and a member of LonMark Americas. Today, we have three LonMark Certified Professionals on staff.

Besides Building Automation Systems, IEC Systems also has a Lighting Division that designs and installs Energy Efficient Lighting Systems to the retrofit market. Past lighting retrofit projects include the Waldorf-Astoria Hotel in New York, the Fontainebleau Hotel in Miami, the Las Vegas Hilton, Hugo Boss, various school districts, office buildings, warehouses, and industrial facilities