



In Control! *Effective Management* *of Your Facility*

July 2005

Volume 1, Issue 1

20 YEARS...Time Flies!!!!

It has been 20 years since Control Management, Inc. opened for business.

Our concept centered on "It's a PEOPLE Business- Not a Product Business". This was easy to say because we did not have a product; therefore it must be a people business.

In 1985, controls were sold through branch offices of the manufactures, and a small emerging group of "independent" control contractors were selling products from a wide range of "new" manufactures. Brand names came and went but a few contractors persevered. CMI became distributors for NOVAR and then MCC Powers (now Siemens). Who knew that these two manufactures would become the second and third largest control vendors?

The computer industry has been the locomotive for innovation in the controls industry: DOS became Windows, 10 meg became 10 gig, 300 baud modems became Ethernet, CGA graphics became plasma and the list goes on.

The way business is done has been driven by technology: A copy in the mail became a FAX, a letter became email, a beep became a digital message, the bag phone became a digital cell phone, a trip to the plan room became a website, the pink "while you were out" note became voice mail, the library of manuals became a CD, and the general pace of business increased.

One thing has not changed. Now more than ever, IT IS A PEOPLE BUSINESS. Technology and change have amplified the need for PEOPLE who are dedicated to customer solutions. Every customer has common problems and unique problems. That is the why CMI PEOPLE excel in not only being a vendor, but more importantly to be a partner and a resource for our customers.

There is a saying that "Change is Opportunity". Technology is the change, whether we like it or not. PEOPLE and the implementation of that Change will determine the Opportunity.

Thank you for your business over the past 20 years, and CMI stands ready for the next 20!



Training Schedule

Our in-house training courses are based on different skill levels. Whether you need to get a new employee familiar with your Siemens system or help your current system operator reach their most productive skill level – we can meet the needs of your entire staff. Enrollment is “first come, first serve” and classes fill quickly.

If you are interested in our training courses and have not received a training directory, please call Ernie Glenn at CMI, **803-779-6050 ext 411** or visit our website, www.controlmanagement.com, for more information. We look forward to seeing you in upcoming CMI training classes!

AIG-202 *Advanced Apogee Insight Operations: Reports, Trending & Scheduling* –

Learn to create, display, and print various reports; trending (data stored when a change of value or time occurs); schedule equipment, run times, trends, and reports and much more, all through graphics.

Recommended prerequisite: AIG-101.

Class Date: August 7, 2005

TEC-101 *Apogee TEC's – Terminal Equipment Controllers* –

Learn how TEC's control building equipment and communicate with field panels, communicate with the field panel using Controller Interface Software (CIS) or Datamate, communicate with a TEC from the room thermostat using a laptop, and through the field panel or Insight.

Class Date: September 13, 2005

AIG-101 *Apogee Insight for New Users* –

Learn the basic operations of the system for day to day use through graphics. *No recommended prerequisites.*

Class Date: October 12, 2005



SIEMENS
Customer Lounge

Visit Siemens "Customer Lounge" website to learn a wealth of information on building automation, energy management, indoor air quality, system integration and other topics geared toward our customers. Read case studies on various facilities around the US relating to building automation solutions. The website also contains informative articles from Siemens "Building Solutions Magazine".

Information is added to the Siemens Customer Lounge website frequently. You can take advantage of the "News Alert" program and be notified monthly, by email, when new content is added.

New content for this month includes:

- ◆ Ongoing Performance Monitoring: New trends in remote facility analysis brings significant energy savings
- ◆ Beyond Maintenance: What to look for in a good mechanical services provider
- ◆ New relative humidity room sensors improve building efficiency
- ◆ And Much More!

For more information access the Siemens Customer Lounge website at:
www.sbt.siemens.com/customerlounge

Product Spotlight

Access Your Facility's Infrastructure Systems from Anywhere in the World

Just Click GO!

APOGEE GO™ is the new web server application for Insight® - the latest software edition of our powerful APOGEE® building management and control system. It incorporates industry leading encryption technology to assure secure transmission. What is seen is only what is permitted.

Information is more accessible when available through a web browser - and with APOGEE GO, building managers will be able to access, view and command critical building information in real time over the Intranet or Internet.

APOGEE GO will automatically convert the existing Insight graphics into HTML pages. Authorized users log on using their Insight user name and password, and Secure Socket Layer (SSL) technology is used for Internet or Intranet connections to assure safe transmission of data.



APOGEE GO applications include:

- ◆ **Alarm Display:** Lists Insight alarms for points the user has access to, and supports acknowledgement of alarm events. Links are provided to additional information such as alarm message, informational text and Point Memo. All acknowledgements are written to the Insight System Activity Log.
- ◆ **Point Commanding:** Displays the Object Selector with the points user has access to. Allows commanding of new point values and priorities. All point commands and overrides are written to the Insight System Activity Log.
- ◆ **Graphic Display:** Displays the Object Selector with a list of available graphics. Graphic backgrounds with point values are displayed in a graphic window. User can link to other graphics pages, as well as to the Point Commander for any point on the graphic.
- ◆ **Scheduling:** Report, event, zone, and trend collection schedules are displayed in a graphical daily view, which allows you to navigate among different dates. You can create, modify, override, or delete schedules depending on your current user privileges. You can apply filters to display schedules by type, name, start time, frequency, and access level.
- ◆ **Running Reports:** You can display predefined reports on the Web client. Any report defined and saved on the Insight database server is available for you to run from APOGEE GO, based on your user privileges.
- ◆ **Point Details:** Displays the Object Selector to access additional details for a specific point including current value, address and alarm parameters.

For a demonstration of the APOGEE GO system, go to **<https://inet.sbt.siemens.com/apogee2>** and use the following information to log on:

Login:	Information
Domain:	Usbgrapogo01
User Name:	ShowMeGo
Password:	apogee2go

CMI News

WOW!

100 Training Classes!

Congrats!

CMI has completed its 100th training class! Congratulations to Ernie and all of the CMI employees who help to make our training program possible. Thank you to all of our customers for your participation in and support of our training classes. CMI strives to offer our customers the highest level of service and a commitment to excellence.

We look forward to our next 100 training classes!

Welcome!

Welcome New CMI Employees:

Welcome!

Blake deTreville, Margaret Wilson, Barry Todd and Steven Brown

Congratulations to **Blake deTreville** on graduating from USC. Blake is now a full time CMI employee in Project Management.

His email address is: Blaked@controlmanagement.com

Margaret Wilson is sales support and marketing in the Columbia Office.

Her email address is: Margaretw@controlmanagement.com

Barry Todd is working in Installation out of our Myrtle Beach Office.

His email address is: Barryt@controlmanagement.com

Steven Brown is in Project Management in our Myrtle Beach Office.

His email address is: Stevenb@controlmanagement.com

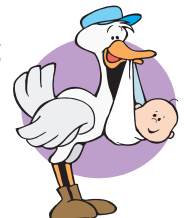
Congratulations:

Kathy Smith, Cheryl Wyatt and Nicole Wilke

Congratulations to **Kathy Burman** and **Patrick Smith** on their recent marriage. Kathy and Patrick exchanged vows on March 19, 2005. Kathy is in Accounts Payable in the Columbia office. Her new email address is: kathys@controlmanagement.com

Congratulations to **Cheryl Wyatt** and **Curtis Player** on their engagement. The wedding is planned for April 8, 2006. Cheryl is in Accounts Receivable in the Columbia Office.

Congratulations to **Nicole** and **Brady Wilke**. They are expecting their first child in July. Nicole is CMI's Service Coordinator.





3101 CARLISLE home

CMI's Website Has a New Look!

Control Management.Com has a new look.

Log on and check out our redesigned website.

Sign up for a training class, see new product information
or find contact numbers...

You will find all of the same helpful information
and links from our original site, with a fresh look.

www.controlmanagement.com



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Control Management, Inc. is dedicated to customer service and satisfaction.