



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

Winter 2008

Volume 3, Issue 2

## **CMI named Siemens Independent Field Office of the Year**

Control Management, Inc. was named Siemens Independent Field Office of the Year for 2007 at their annual conference in Las Vegas February 13-15.

We would like to extend a big thank you to all of our customers for their part in helping us win this award. Without your business and loyalty, we would not have won. We look forward to a successful 2008!



## **Want to become an Energy Manager?**



**What does an Energy Manager do? Would having an Energy Manager be beneficial for my business/school/organization?**

The Association of South Carolina Energy Managers (ASCEM) is an organization supported by the South Carolina Energy Office. Membership is open, for a nominal fee, to all energy managers employed by a state agency, school district, college or university, or local government body.

ASCEM was organized to:

- ◆ Serve as a medium for the exchange of information among its members;
- ◆ Provide a consolidation of experience, knowledge and interest in the field of energy management;
- ◆ Serve as an instrument for the dissemination of energy related information; and
- ◆ Share strategies for the financing and implementation of energy conservation projects.

ASCEM and the South Carolina Energy Office offer a classroom training program in Columbia, SC to prepare qualified energy managers to take the certification examination.

For more information on ASCEM and Energy Managers, please visit the SC Energy Offices website at [www.energy.sc.gov](http://www.energy.sc.gov)

# 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, **ww.controlmanagement.com**, for more information. We look forward to seeing you in upcoming CMI training classes!

*There will be no November class this year. We are sorry for any inconvenience, and we look forward to seeing you for our December class.*

## **AIG-101**     *Insight for New Users - Part 1: Introduction*

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

**Class Date: March 19, 2008**

## **TEC-101**     *Insight for New Users - Part 2: 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: April 16, 2008**

*\* Dates for all classes subject to change. Please check our website ([www.controlmanagement.com](http://www.controlmanagement.com)) for dates before registering.*

## PC Corner

by: **Chris Bigalkie, PC Sales for Siemens in South Carolina**

### **Recent Siemens PC Activity - West Virginia University**



Siemens Building Technologies, Inc. announced the implementation of an energy savings performance contract project with West Virginia University (WVU) to significantly reduce the annual energy and water usage at its Morgantown campus facilities. The project is being administered through a comprehensive program of energy-efficient capital improvements financed by the savings generated from avoided energy costs over a 10-year period.

These conservation improvements have been designed to reduce electrical, heating and cooling demands, as well as lower water usage. Once completed, annual energy savings are anticipated to reach 7,791,600 kilowatt hours of electricity and 43,099,000 pounds of steam. According to Siemens, over the 10-year contract period this will reduce emissions of typical greenhouse gases (CO<sub>2</sub>, NO<sub>x</sub> and SO<sub>2</sub>) by more than 1.6 billion pounds\* and save the equivalent of some 140,000 barrels of crude oil.

Under the \$7.8 million first phase of the energy savings contract, Siemens will finance the purchase and installation of energy-saving lighting, building automation controls and programming, chillers, steam traps, process water conversion and side stream filtration, weatherization and other energy and water savings improvements to WVU's buildings.

Joe Fisher, associate vice president for facilities and services at WVU, notes that “Old, broken-down equipment will be eliminated, and routine maintenance required to keep the old equipment running will be reduced, allowing staff to focus on other work.” The effect will be to free-up otherwise over-burdened capital budgets, say University officials, enabling it to address other, more pressing infrastructure needs while improving the quality of life for students, faculty and staff.

# Customer Spotlight

## Paul Cantrell ASCEM Energy Manager of the Year The Citadel

Control Management would like to congratulate Paul Cantrell, of The Citadel, on being named the 2007 Association of South Carolina Energy Managers (ASCEM) Energy Manager of the Year. This award recognizes the outstanding work of an individual energy professional in the field of energy management. The award recognizes those working in the energy management profession, acknowledging both individual achievements in efficient energy practices and the innovative use of energy-saving technologies in the workplace.

Paul, born in Summerville, SC, graduated from The University of South Carolina in 1996 and accepted a job as an analyst for Utility Service Associates. He worked there for the next eight years moving his way up to senior analyst then finally to energy manager. In May of 2005, Paul left to move back to Charleston and took the Energy Manager position at The Citadel. As a certified energy manager, Paul is responsible for controlling and monitoring the campus energy usage, oversees our new Energy Performance Contract, acts as a liaison between the Citadel and South Carolina Gas & Electric Co. and other utilities companies and is the physical plant representative on Staff Council.

Through Paul's work as Energy Manager, the college was able to reduce its peak demand energy consumption, saving \$10,000 a year. They have also expanded the CMI/Siemens Insight system to more of the campus by adding several existing and new buildings. The Citadel is currently in the process of signing an energy performance contract with Ameresco. This contract will implement about \$5 million in energy and water efficiency projects, including lighting, plumbing, steam, controls, windows, motors and boiler economizers, and they are expecting nearly one million a year in energy savings once these projects are completed. Other energy saving projects they are implementing are putting a multiple zone refrigerant system in the newly remodeled human resources building, phasing out the purchase of incandescent light bulbs, installing our first solar water heating system, and installing solar electric battery charger on all of our emergency generators.

Paul is also in the process of receiving LEED (Leadership in Energy and Environmental Design) Professional Accreditation through the Green Building Certification Institute. With this certification, Paul will have access to wide network of information on energy management and LEED information that will benefit his work at The Citadel.

We would like to congratulate Paul on this award and his continued work as Energy Manager at The Citadel. We look forward to our continued work together.

*Paul Cantrell*



# Product Spotlight

## Siemens SiPass: Integrating Security for People, Property and Information

**A fully integrated security solution that grows and evolves with your needs**

With the ever increasing need to secure your property, assets and staff, electronic security has quickly become an essential solution for the protection of every facility.

SiPass is an integrated security package that incorporates access control, video imaging, card printing, card encoding, guard tours, CCTV, Digital Video Recording management, visitor management and external application connectivity in a single environment.

The comprehensive SiPass system sets the standard in electronic security – a total solution that fully addresses the ever increasing need to secure your staff, property and assets. Backed by years of experience in security and access control technology, SiPass has been developed by Siemens to deliver a total security solution that is expandable, flexible, and most importantly, easy to install and use.

Operating under the powerful Microsoft Windows 2003/XP/2000 operating system, SiPass can be tailored to meet the access control and security needs of your facility regardless of its size or operations.

### Features of SiPass:

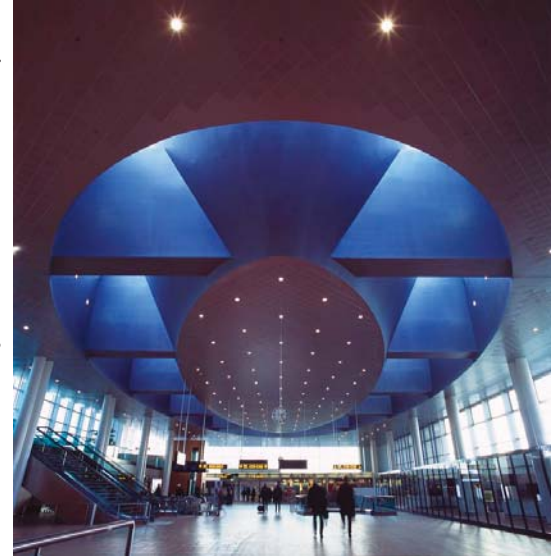
**User Friendly** Using familiar Windows conventions, SiPass is both easy to operate and simple to learn. With only a few clicks of the mouse, SiPass functions can be quickly performed. Combined with an intuitive design and comprehensive online help system, SiPass is one of the most user friendly electronic systems available today.

**Superior graphics make operation intuitive** SiPass uses advanced graphical topology for fast, targeted monitoring and operation of your system. Monitoring is easier and more reliable with graphic symbols that change color to dynamically represent the status of any system component.

Special features let you design your own passcard templates and import images, text or database information directly onto a card. Then at the touch of a button, you can print single cards or batch print a group by selecting the appropriate filters.

**More selective control over access to facilities and intellectual property** SiPass helps you safeguard your company's assets with a fully integrated entry and access control system. It provides all the MIFARE smart card management tools you'll ever need, from enrollment to administering individual access rights. You can enter standard details about each cardholder in the system from any workstation and customize pages for cardholder information specific to your facility. SiPass includes powerful database capabilities that let you control and monitor access for individuals, logical groups and visitors.

For more information on SiPass and other Siemens security products, please contact Control Management, Inc. at 803-765-9070



**Better alarm management assures accurate, timely responses**

SiPass offers all the alarm management tools you could ask for in an advanced access control and security application, from alarm logging to multimedia notification to fully configurable alarm priorities. And when security events arise, specific on-screen instructions ensure that the correct procedures are followed.

**Harness the true power of imaging systems**

Imaging systems are a very important component of security for any facility. SiPass enhances their power for routine surveillance, event monitoring and post analysis by integrating multiple imaging capabilities into a single operating environment. Through SiPass, you can control both DVR and CCTV systems. Not only can you store and retrieve watermarked, legally authenticated images, you can also link image data to your cardholder database for real-time identity verification and monitoring of cardholder activities.

**Effectively safeguards your security database**

To ensure that information contained in the SiPass database is secure at all times, entry to the application itself is guarded by a fully encrypted password. Only authorized users can change or view your important security data. Alternatively, SiPass allows access to information based upon the secure Windows Authentication model.

**Complements other security and building management applications**

The open architecture employed by SiPass allows it to interface with many other access and security applications, allowing cost-efficient data sharing. SiPass can interface with commercially available Human Resources packages or cardholder information systems. This technology allows sharing of cardholder data as well as images and signatures under the same high level of security used by SiPass to protect any stored data.



# CMI News



## 20 Years at CMI...Allen Wise and Shay Walters!

Allen and Shay have been with CMI for 20 years!



Shay Walters is a CMI Technician and Computer Specialist. He has been a part of the CMI team for 20 years and has a total of twenty years experience in the business. Shay was a Computer Science Major at the University of South Carolina. In his free time, Shay enjoys music, satellite television, his dogs, and his beach house in Beaufort. Shay believes that customer satisfaction is the most important aspect of our business and strives to promote this idea through his outstanding job performance.

Allen Wise has been employed with Control Management for 20 years as a Sales Engineer. He received his BS in Mechanical Engineering from Clemson University in 1984. Since that time, Allen has become a South Carolina Registered Professional Engineer and a Certified Energy Manager. With 24 years experience in the controls business, Allen feels that control components are increasingly becoming commodity items. Having good hardware helps, but the real value to the customer is in providing quality installation, start-up, service, training, and on-going support.

Welcome!

Welcome New CMI Employee:

Welcome!

**Chris Larson and Paul Brunson**

**Chris Larson** and **Paul Brunson** have joined the Control Management, Inc. service department. They will be working out of the Columbia office. We are pleased to welcome both Chris and Paul to CMI. Their email addresses are as follows: Chris - [Chrisl@controlmanagement.com](mailto:Chrisl@controlmanagement.com), Paul - [Paulb@controlmanagement.com](mailto:Paulb@controlmanagement.com)

## Congratulations:

**Nicole Wilke**



Congratulations to **Nicole** and **Brady Wilke** on the birth of their second child. Patrick Anderson Wilke was born December 28, 2007. He weighed 8 pounds 9 ounces and was 20 inches long. Everyone at CMI wish all the best to Nicole, Brady and Big Sister Ava as they welcome Anderson to their family. Nicole is Service Coordinator at Control Management, Inc.

# Pictures from CMI's Christmas Party at Mill Creek Friday, December 15, 2007



**Control Management, Inc.**

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