



**Managers:**  
**Dr. Ofer Alon & Dror Chevion**

# Leading the industry by delivering intelligent, efficient and effective:

- Energy resources (electrical, fuels, water, gas)
- Energy management
- Techno-economical solutions
- Optimization services

***FOR***

***Domestic, commercial, industrial, public institutions,  
educational institutions, leisure and private consumers***

# The “New Industrial Revolution”

EXISTING		NEW
Extractive	→	Renewable
Linear	→	Cyclical
Fossil fuel energy	→	Renewable energy
Wasteful	→	Waste FREE
Abusive	→	Benign
Labor productivity	→	Resource productivity

# Our expertise = Solutions

**PLANNING**

**Advanced Smart Metering Solutions**

**Building Energy Management Solutions**

**Voltage Optimisation Solutions**

**Air-Conditioning Energy Saving Solutions**

**Lighting Solutions**

**Motor and Machine Solutions**

**PC and IT Solutions**

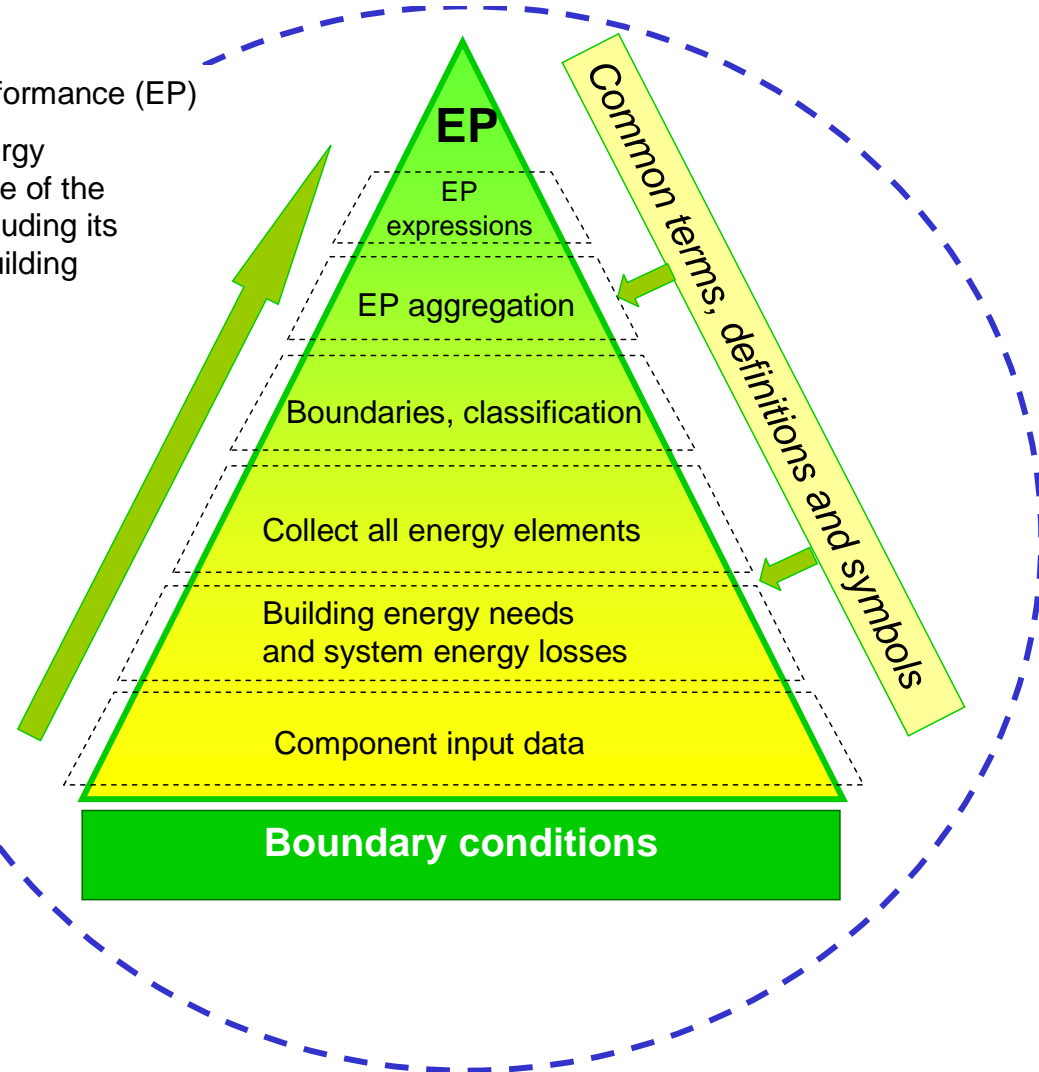
**Chiller / Refrigeration Solutions**

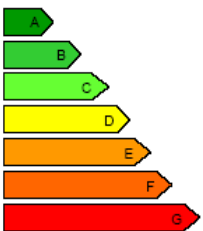
**IMPLEMENTATION**

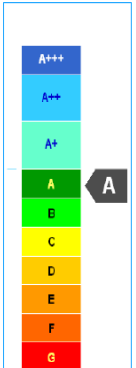



# Our unique pyramid approach - optimizing & monitoring project performance over time

Energy Performance (EP)

Overall Energy Performance of the building including its technical building systems



<b>Energy certificate</b>	Building Energy Performance	As built calculated
	Space to make reference to the energy certification procedure used	
	Very energy efficient  Not energy efficient	C
		130 kWh/(m <sup>2</sup> a)
Space to include additional information on the indicator and building energy use		
Administrative information: address of the building conditioned area date of validity certifier name and signature...		

<b>Eco-index</b> Water Heater	
Manufacturer Model	LOGO
	
	A
 	
	

# 100's of details...

- Temperature, lighting, sensors, controls, valves, electricity, water, gas, carbon, security, waste...**COST**

- Many **systems**,

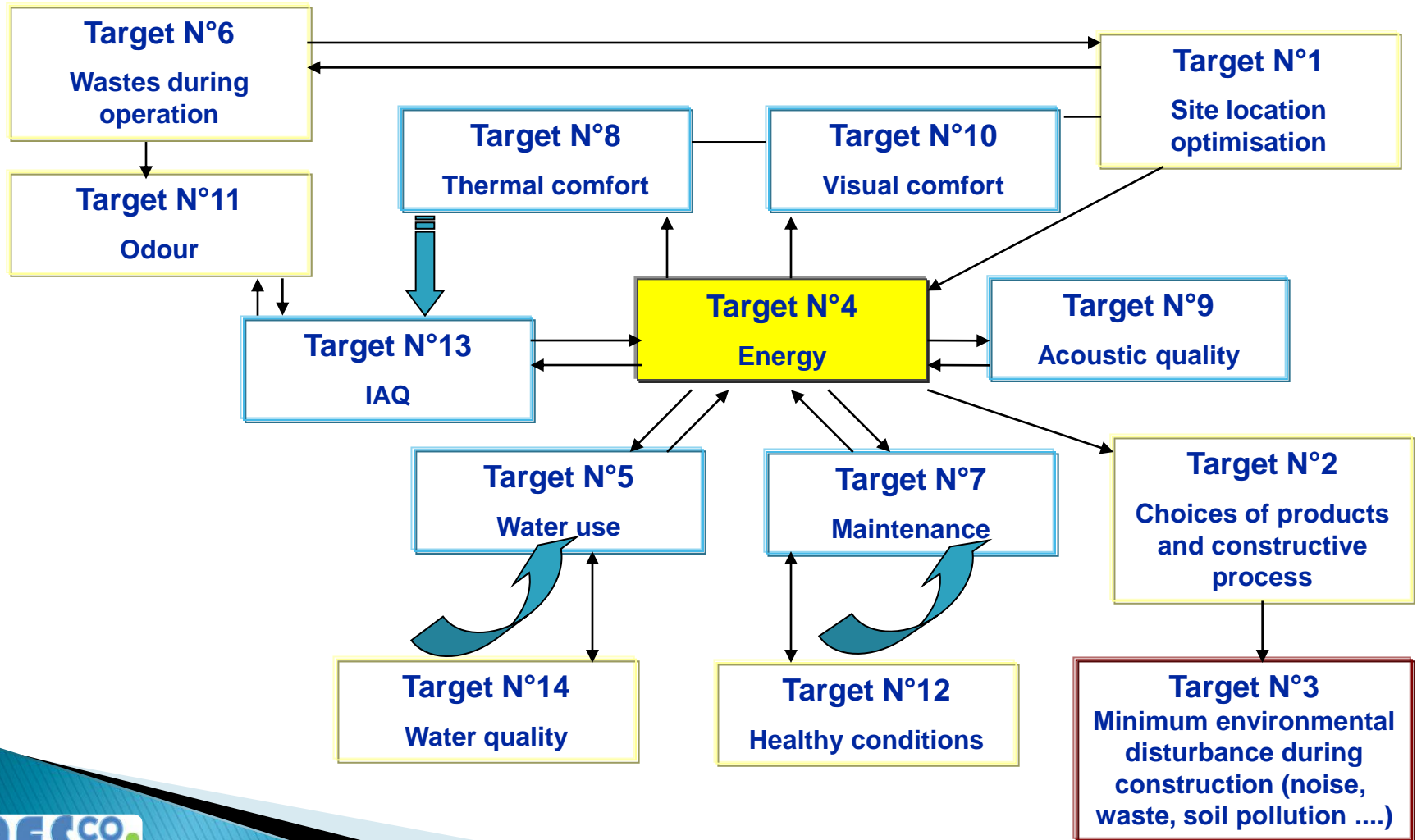
**locations**,

**readings**,

**goals...**



# Putting the details “in order”



# Our values:

**Innovation:** We stress creativity and innovation in everything we do. We ensure the solutions, products and services we supply are cost-effective and robust-proven solutions.

**Operational Excellence:** We continuously strive to provide the highest quality products and services on time and on budget, earning our customers trust everyday anew.

**Customer Connection:** Our clients' successes are our successes and to obtain this goal we work as allies and partners, providing expertise and solutions for their business needs.

**Transparency & Open Communication:** We encourage transparency and open sharing of ideas.



# Win-Win-Win is our strategic approach:

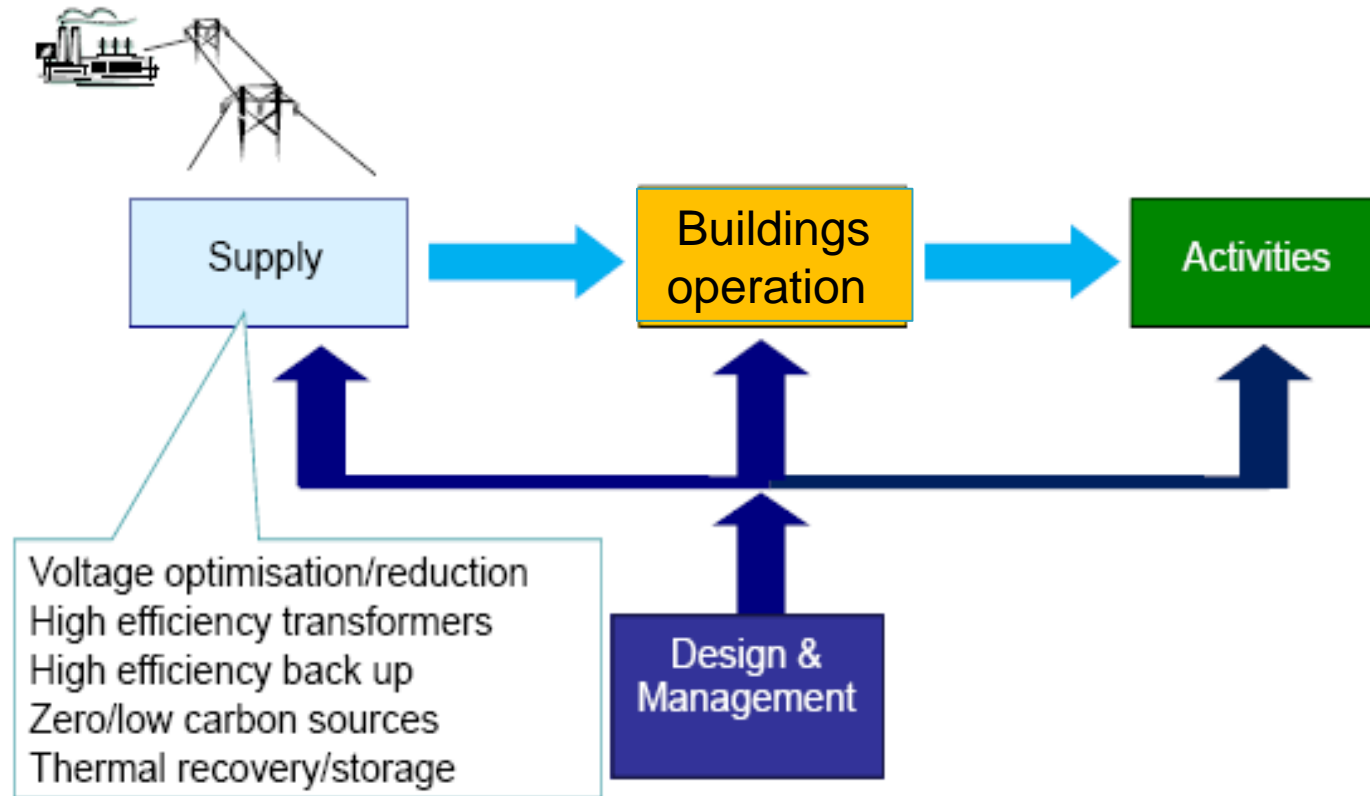
- ✓ **We** utilize the most advanced methods to increase your energy efficiency and achieve continuous optimization
- ✓ **We** apply the best energy management & site auditing methodologies
- ✓ **We** implement the International Performance Measurement & Verification Protocol (IPMVP)

# We “work it” like this

- ▶ **Holistic** view of solutions, services and management
- ▶ **Powerful** and integrated tools (applications and methodologies)
- ▶ **Ability** to monitor, process data, analyze, plan, implement and again monitor... (cyclical)
- ▶ **Continuous** improvement (resource productivity)

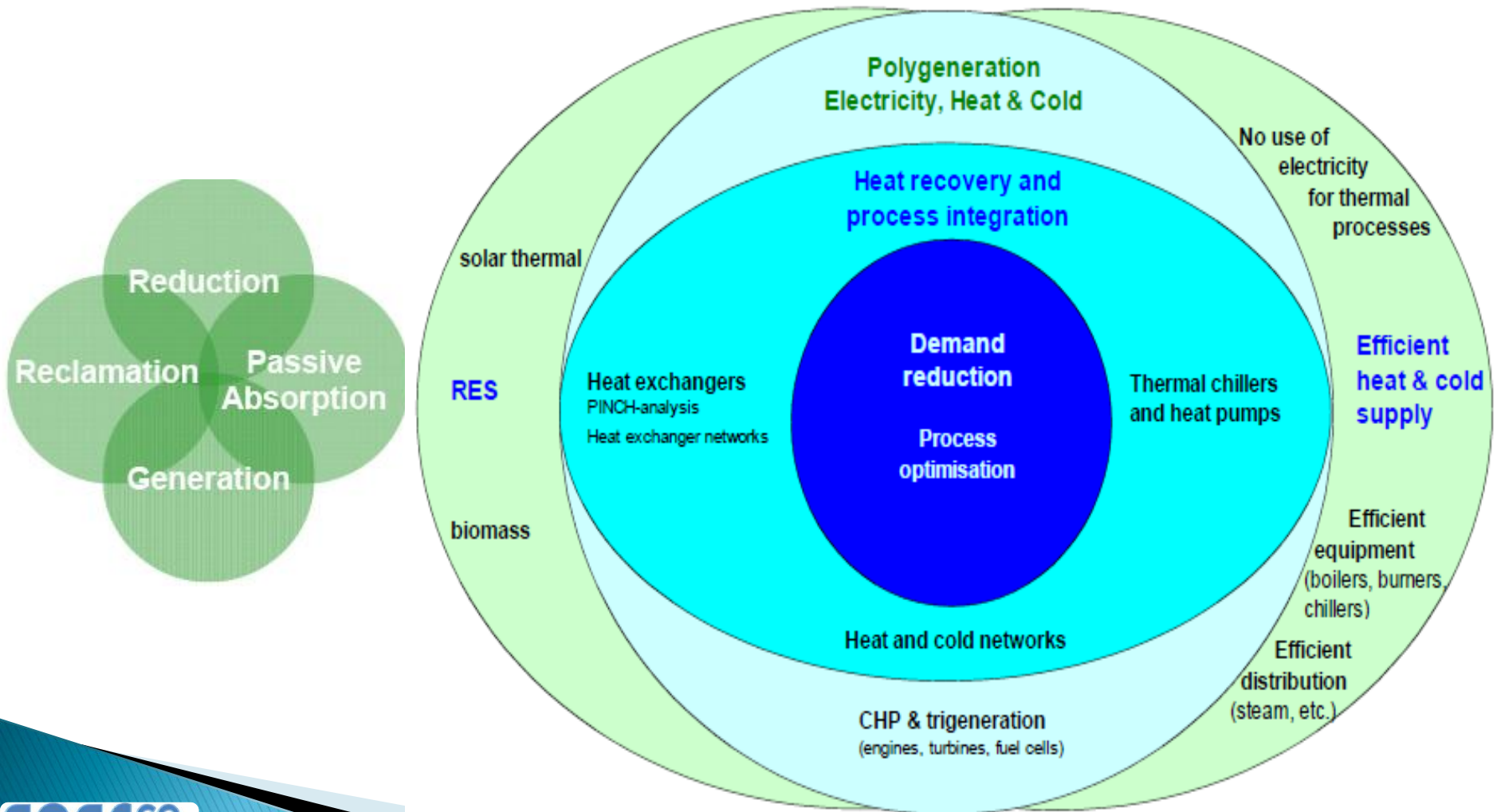
# We strive for Energy Efficiency...

from **preliminary examination** to  
**post implementation measurement**  
during the **entire life cycle** of the project/product

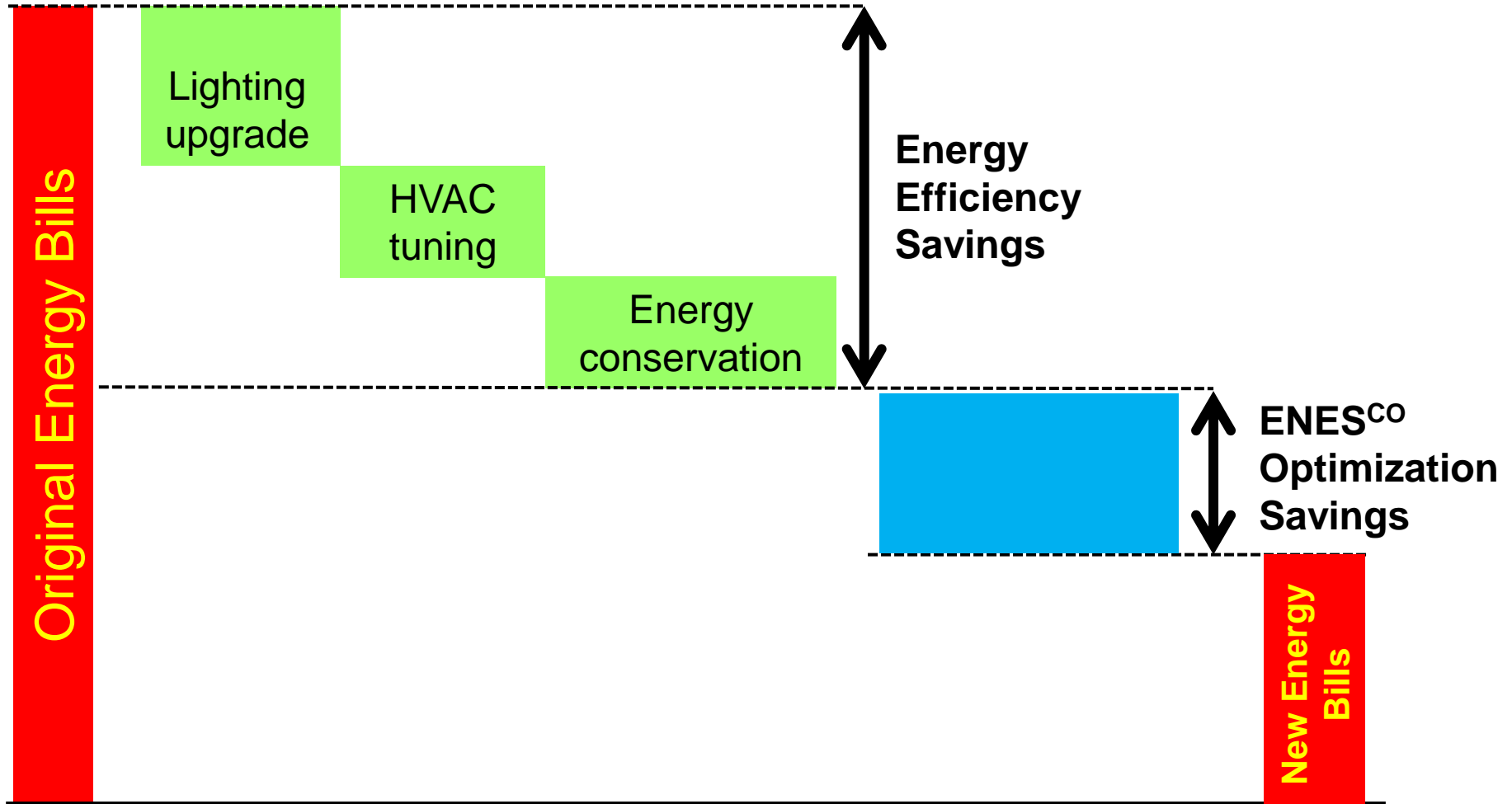


# Holistic approach to reaching targets

(Standardization, regulation, economic viability, market requirements)



# The ENES<sup>CO</sup> Advantage (schematic)



# Why choose ENES<sup>CO</sup>?

- ▶ We reduce implementation risk. **We make the complex simple**
- ▶ We have 30 years of experience in the energy business  
- **our expertise is unmatched**
- ▶ Our vast experience in design, installation & managing of wide-scale energy efficiency & energy management complex projects, enables us to provide innovative solutions that address the complexities of the energy industry – **today and far into the future**

# Why choose ENES<sup>CO</sup>? Continued...

- ▶ We are a trusted advisor. By leveraging our unparalleled expertise, deep understanding of customer challenges and requirements, and our end-to-end solutions, **we have earned our customers' trust**
- ▶ We provide the **most comprehensive offering**. Our solutions and services support customers in every aspect of intelligent energy management by providing complete, turnkey solutions that comprise hardware, software, services, and information management.

# If something exists it must be possible...**we have already:**

- ↪ Lead to energy efficiency in hundreds of org's
- ↪ Achieved maximum energy optimization;
- ↪ Increased energy capacity;
- ↪ Prolonged systems lifetime;
- ↪ **Reduced 15%-35% in electric bills;**



# If something exists it must be possible...**we have already:** Continued...

- ↪ Reduced service & maintenance cost;
- ↪ Reduced 5% malfunction & brake down time;
- ↪ Saved 12% and more in average retrofit projects;
- ↪ Reduced **thousands of dollars** from utility bills;
- ↪ Reached the goal of **20%-30% saving** in the most existing electro-mechanical systems facility.

# Why choose ENES<sup>CO</sup>?

- ENES<sup>CO</sup> is part of the Ledico Group
- Ledico - **Bosch sole agency** in Israel since 1965, market leader in its main activities (represents 30+ additional companies)
- Ledico - **logistics and services deployed cross-country**, 24x7 service level supporting all activities
- Ledico - experienced engineering capabilities, consistently profitable company, strong balance sheet - exceptionally high portion of shareholders' equity

# Why choose ENES<sup>CO</sup>? Continued...

Ledico - exclusive agent of 30+ additional world leading manufacturers of different complimentary products, Including:



- **Power Tools** - Bosch, SKIL, Dremel
- **Accessories** - Bosch
- **Fixing** - Fischer



- **IAM, OE and Diagnostics** - Bosch, Honeywell, ZF, Sachs, Osram, Knorr-Bremse, Behr and others
- **Bosch Authorized International Training School**
- **Intelligent Transportation Systems**



- **Intrusion Detection, Fire Detection, Video Systems (CCTV), Public Address, Building Management, Access Control** - Bosch
- **Integration and Professional Services**



- **Solar** - SMA, Bosch, Meteo-Control, Huber & Sunner
- **Thermo Technology** - Bosch, Loos, Buderus, MTU



- **Installation, Service and Maintenance** - Hyundai Elevators



- **Automation - Pneumatics, Hydraulics, Conveyors, Linear motion** - Bosch Rexroth
- **Electric Motion** - Actuators, DC Motors, operator
- **Compressed Air** - Compressors, Air Treatment

And now we raise the  
final question...

Are **you** ready to begin  
**saving money** and  
reducing your energy  
consumption?



**Thanks for your  
attention**