

## Echoflex Solutions, Inc.

Echoflex was incorporated in 2005 by founders Brian Aikens and Shawn Pedersen. Echoflex became one of the first companies in North America to begin developing products based on a revolutionary new wireless technology from Europe called EnOcean. EnOcean is a unique technology; integrating innovations in harvesting and storing energy with low-power radio technologies. Combining the advances in these technologies into a single radio platform created a platform for the world's first truly sustainable control solutions.

Building upon this platform, Echoflex is leading the way in North America, developing innovative yet sustainable solutions to solve control problems, improve the facilities environment and save energy.

## Culture



Echoflex is based in Squamish, a small coastal community on Canada's west coast. Nestled in at the north end of Howe Sound where the water meets the coastal mountains, Squamish is a sportsman's paradise owning the title of "Outdoor Recreation Capital of Canada". With an hour drive north to the world renowned Whistler-Blackcomb ski resort and an hour south to Metropolitan Vancouver, Squamish is a unique place.

Based in a community where an outdoor lifestyle is common, it is not uncommon to see an Echoflex employee skiing in the morning or going for a mountain bike ride in the afternoon. Employees are entrusted with control over their work day to allow them the flexibility to enjoy their surroundings and draw inspiration through activity and surroundings.

The people who live and work in Squamish are very much like their environment; friendly and inviting with a tough exterior to endure nature's passion. Living on the edge of wilderness in a resource based economy teaches you at an early age to respect nature and the environment.

It is respect for the environment together with innovation and years of engineering control solutions that has inspired the creation of Echoflex Solutions.

EnOcean based control products for a sustainable environment



## Partnerships

In 2009, Masco Corporation made a strategic investment with EchoFlex Solutions providing the infrastructure and resources to insure Echoflex's continuing leadership in EnOcean technology development.

Masco is one of the world's largest manufacturers of brand-name products for the home improvement and new home construction markets. Masco is also a leading provider of a variety of installed products and services making it one of the world's leading building product suppliers.

A subsidiary company of Masco, Verve Living Systems, has become a sister company to Echoflex, sharing technology and assets to strengthen both companies. Verve was founded by a small team of Masco executives who recognized the potential EnOcean had for dramatically improving the way consumers live their lives and the way homes are built.



## Marketplace

Echoflex develops products for the commercial building automation market with specific focus on lighting and HVAC controls. EnOcean technology fits very well into this market by addressing the "last 10 feet of a control system", the space where people live and work. Leveraging the advantages that distributed wireless controls offer, facilities can increase the integration between HVAC systems, lighting and occupancy controls. Adopting needs based operational processes is a logical, energy efficient extension of these networked systems.

## Energy Solutions

Echoflex develops automation solutions with energy conservation as a primary focus. To save energy, power that is being consumed today must be turned off when it is not needed. To achieve this goal efficiently and eliminate human intervention, automation must take a role in the process. The automation solutions that Echoflex develops are based on a distributed control model. Through distributing the control elements room by room or circuit by circuit, the density of the control mesh created increases making it more efficient in its goal and improving energy savings.

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