



## **EIA NEWS**

### **January, 2011: EIA partners with Con Edison as Subcontractor in their SBDI**

The SBDI Program is subsidized via Con Edison and is in place to save energy for Commercial Customers that use less than 100KW demand per month. EIA, Electric, Inc. is an approved installer in this program.

### **January, 2011: EIA partners with Con Edison as Market Partner**

This program is established by Con Edison to help subsidize commercial customers for replacing light fixtures and other energy consuming devices to achieve energy savings.

### **January, 2011: EIA partners with NYSERDA as a CLP Partner**

NYSERDA helps distribute subsidies to commercial entities to create energy savings. As a Commercial Lighting Partner (CLP) to NYSERDA, EIA takes on the responsibility of designing and installing high performance energy efficient lighting creating substantial savings in recurring energy bills for its customers.

### **August, 2010: EIA relocates operations to Long Island City, NY**

The new location accommodates EIA Operations with fast access to its warehouse and loading of its vans. This location is more accessible as a hub to service EIA Customers throughout the NY 5 Boroughs and tri-state area.

### **July, 2009: EIA & Sony @ LaGuardia Community College**

Sony.com - IP Network Upgrade Help College Enter New Age in Campus Security Technology [External Link]

### **MAY, 2009: EIA & NORTHERN VIDEO Partner to help CUNY Security**

A CUNY Community College in an attempt to make campus life safer for its nearly 50,000 student upgraded its campus-wide video security system with Sony's IP intelligent mini-dome cameras.

The campus Police Chief consulted with David Gonzalez, Area Specialist for Northern Video Systems, Inc. who in collaboration with Tom McGuire, EIA's VP of Business Development assigned Sal Guevara Account Executive at EIA, Inc. to implement the upgrade of the existing security surveillance system. The upgrade included replacing most of the campus's 200 analog cameras with a mix of Sony IP network models for a more complete system that included features to better capture events and integrate with other building services to continue to pace with the growth and demands placed on the network for information required by the campus community.

#### **APRIL, 2009: EIA Opens A Branch Office In The "MAGIC CITY"**

The City of Miami known as the "Magic City" is located in Southeast Florida in Miami-Dade County on the Miami River between the Everglades and the Atlantic Ocean. Several community leaders sourcing EIA's Security Systems Integration solutions created such a demand on EIA'S corporate headquarters in New York City that opening a branch office in the City of Miami was the next logical step. We are now supporting the quality of life issues City of Miami is famous for utilizing all of the latest technologies available.

#### **MARCH, 2009: EIA Honors American Hero**

In January of this year Petty Officer 2nd Class Anthony Romeo, United States Navy, Special Forces returned home from overseas from active duty looking to assimilate back into civilian life bringing his disciplines and winning ways to a winning team, he found EIA and climbed aboard. Joining our Sales team as an Account Executive he has immediately made an impact on his teammates along with the customers he serves. We are grateful to his service on both fronts.

#### **November, 2008: EIA Partners With Assa Abloy**

Assa Abloy, the global leader in door opening solutions, has approved EIA, Inc., a leading New York City-based systems integration company as a certified integrator for their product line. This truly brings EIA to the edge: the edge of the door with IP-enabled locking systems that are fully integrated into a total security solution. Some of the names under the Assa Abloy banner are Arrow, Adams Rite, CECO Door, Corbin Russwin, Curries, Fleming Baron, Folger Adam EDC, Graham, HES, HID, Medeco, McKinney, Norton, Pemko, Rixson, Sargent, Securitron, Yale and others.

#### **November, 2008: EIA Relaunches Its Website**

EIA has updated its image with a transformation that includes the relaunch of its website. The site features a simplified user interface and improved accessibility to information about the company and its

competencies. Current clients seeking support will find it easy to navigate. The EIA marketing team, led by Lexy Engel, worked with Catch 24 Advertising and Design to break the mold within the industry, choosing a distinctive color palette and sophisticated design for the company's rebranding.

#### April, 2008: IBM Selects EIA To Deploy NYCHA BPL Project

The New York City Housing Authority nominated the architects and maintainers of their city-wide Wi-Fi network to IBM for a key partner in deploying a Proof-of-Concept project. The (BPL) Broadband Over Power Line In-Building Network project is being created to enable Intercoms and Closed Circuit Television Systems for building security to enhance the quality of life for the tenants of the largest public housing authority in North America. Glenn Taylor, VP of Operations at EIA along with Anthony Bongiorno, Integrated Technologies Services Manager of IBM will be tasked to complete 1 building with 115 apartments in 90 days to determine the feasibility of a roll-out to encompass 2,643 additional buildings city-wide.

NYCHA Broadband Over Power Line In-Building Network Proof of Concept

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