



NAI MLG MANAGEMENT

“ ESI brings more to the table than the ability to ‘fix’ things. They offer us solutions that impact our ROI and improve tenant relationships. ”

- CHESTER OSZKANDY - President, NAI MLG Management

DETAILS>>

Managing more than 50 properties totaling close to five million square feet, NAI MLG Management is Wisconsin's largest full-service commercial real estate resource. The company's relationship with ESI (Environmental Systems, Inc.) began in the early 90s and has evolved into an ongoing, comprehensive partnership.

CHALLENGES>>

“As our business grows, the ability to keep each property operating at peak comfort levels while reducing energy consumption becomes more of a challenge,” says Chester Oszkandy, President of NAI MLG Management.

SOLUTIONS>>

We're a company that believes in being proactive, not reactive,” Oszkandy says. “Through ESI's expertise, solid suggestions and attentive service, we quickly saw the value they bring to our organization, as well as to our customers. We rely on them to help us develop building systems and programs that prevent problems before they can occur.” A prime example of this is ESI's installation of advanced integrated systems controls at the NAI MLG Management's corporate headquarters. “We can now monitor our properties from our web browser at headquarters. We don't need to have people at each location to ensure things are going smoothly.”

ESI handles the majority of the real estate company's service contracts. According to Oszkandy, ESI provides solutions to a variety of challenges, including:

- Finding innovative ways to provide tenants and occupants with comfortable environments while meeting tight budget parameters
- Consistently improving the energy efficiency of the company's properties
- Eliminating downtime and reducing customer complaints
- Dealing with any problems quickly and accurately
- Training staff to effectively use newly installed equipment

ESI also proposed and implemented an optimal start/stop program that reduced the equipment's operations by more than 20 hours a week. According to Oszkandy, the reduction in energy, maintenance and labor costs combined with Focus on Energy monies that ESI helped the company earn enable it to realize a savings of approximately \$15,000 annually, for a three-year pay back on investment.

“We don't believe in ‘bottom fishing,’ or just looking for the lowest price. We always choose the best vendor at the best price. ESI consistently fills that bill.”

- CHESTER OSZKANDY

ADDED ADVANTAGES

Oszkandy believes his company's long-standing relationship with ESI adds value for its customers. “ESI keeps the building systems and equipment running optimally, offers us solid solutions when changes are required, handles the installations and takes care of problems fast,” he says. ESI provides NAI MLG Management with a comprehensive range of services, including:

- Expert support and maintenance for the majority of its Wisconsin properties
- Installation and retrofits of numerous energy management systems and other mechanical equipment
- Redesign and installation of building systems to match new tenants' specific requirements
- 24/7/365 service for a rapid response to any control or system problem
- Spearheading of applications for state-funded grants and implementing performance and feasibility studies to demonstrate potential cost savings
- Education for staff to ensure optimal systems usage

From innovative designs and installation to comprehensive management and support, ESI provides integrated, performance-building solutions that generate success stories. Contact us to find out how we can help you improve your building performance.

SUCCESS STORY



Building Solutions. Building Performance.

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