

Office of Physical Plant
170 Long Lane
Middletown, CT



September 13th, 2018

Mike Amedeo
Energy Division Manager
Environmental Systems Corporation
18 Jansen Court, West Hartford, CT 06110

RE: Testimonial Letter – Environmental Systems Corporation

Dear Mr. Amedeo,

Please accept this letter of recommendation for Environmental System Corporation (ESC) of West Hartford, CT for the successful design and implementation of LED lighting upgrades at six major academic and administrative buildings at Wesleyan University executed during the summer of 2018. The work performed by ESC allowed Wesleyan to realize an electrical usage reduction of 1,304 MWh/yr, saving the university over \$150,000 annually in utility costs. In addition to the yearly utility savings, ESC provided the expertise and unique skillset necessary to navigate the complex Eversource incentive structure to maximize the incentive received by Wesleyan, which totaled over \$550,000 dollars.

The project management services provided by ESC, specifically Daniela Johnson, were a crucial factor in the success of this project. Daniela successfully managed the procurement of all required materials and ensured on time delivery after being given a challenging execution schedule. Additionally, Daniela managed four separate electrical contractors working in geographically diverse locations while successfully navigating the complexities of performing work in highly occupied buildings. The coordination and stakeholder management provided by Daniela was a significant factor in the success of this project.

I highly recommend Daniela Johnson and the entire ESC team for the management of comprehensive energy projects. ESC provided all the required services including project development, material procurement, execution, and closeout. The team at ESC was professional, courteous, and honest. They provided timely updates regarding project changes and regular schedule updates to a wide range of stakeholders. All of those involved at Wesleyan are extremely satisfied with the project implementation and the outcome and we will be utilizing ESC for the management of the next phase of energy efficiency projects at Wesleyan.

Very truly yours,

A handwritten signature in blue ink that reads "Andrew Plotkin".

Andrew Plotkin
Project Engineer | Physical Plant | Wesleyan University
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