

Richards-Zeta Testimonials & References

System Integrators (National)

1. System Integrator: Facility Solutions Group, Inc. - Austin, TX
Contact Name: Patrick Davis
Phone: 512-251-6149
Email: patd@fsgconnect.com
2. System Integrator: Environmental Systems, Inc.- Waukesha, WI
Contact Name: Pat Rossett
Phone: 262-832-1327
Email: Pat.Rossett@envsysinc.com
3. System Integrator: MacDonald-Miller Facility Solutions- Seattle, WA
Contact Name: Bill Heath
Phone: 206-767-7995
Email: Bill.heath@macmiller.com
4. System Integrator: Control Network Services- Colorado Springs, Colorado
Contact Name: Julian Smith
Phone: 719-475-8033
Email: jsmithclc@msn.com
5. System Integrator: Metropolitan Mechanical Contractors- Eden Prairie MN
Contact Name: Chris Koenig
Phone: 952-941-7010
Email: chris.koenig@metromech.com

System Integrators (International)

6. System Integrator: Secutech Automation Pvt Ltd.- Mumbai, India
Contact Name: Aditya Prabmu
Phone: +91 2224469444
Email: aditya@secutechautomation.com
7. System Integrator: Pharaoh-Tech SAE
Contact Name: M. Mourad El-Zayat
Phone: +122452887262-832-1327
Email: moh.elzayat@pharaohtech-me.com
8. System Integrator: Integration Controls & Engineering Pty Ltd. - Sydney, Australia
Contact Name: Greg Cottam
Phone: +2-9648-3185
Email: g.cottam@integrationcontrol.com.au

End-Users~ Education & Government

9. Company Name: Denver Public Schools
Business Type: School

- Contact Person: Sandra Scanlon
 Telephone: 303-797-0053
 Email: Sandra@scanloncs.com
 Date Last Supplied Products: October 2005
10. Company Name: Newark Public Schools
 Business Type: School
 Contact Person: Rodney Williams
 Telephone: 973-424-4413
 Email: rwilliams@nps.k12.nj.us
 Date Last Supplied Products: June 2005
11. Company Name: Claremont University Consortium
 Business Type: University
 Contact Person: John Moe
 Telephone: 909-621-8051
 Email: johnm@cuc.claremont.edu
 Date Last Supplied Products: November 2005
12. Company Name: University of Central Florida
 Business Type: Universities
 Contact Person: Dave Norvell
 Telephone: 407-762-2207
 Email: dnorvell@mail.ucf.edu
 Date Last Supplied Products: October 2005
13. Company Name: Santa Ynez Valley Union High School
 Business Type: School
 Contact Person: Gary Kersey
 Telephone: 805-688-6487
 Email: symaint@sbceo.org
 Date Last Supplied Products: May 2004
14. Company Name: On-Time Technologies
 Business Type: Government Service Provider
 Contact Person: Steven May
 Telephone: 250-762-2207
 Email: stephen@gemnetr9.com
 Date Last Supplied Products: October 2004
15. Company Name: FAA Los Angeles Airport
 Business Type: Government
 Contact Person: Lenny Evans
 Telephone: 310-342-4954
 Email: lenny.evans@faa.gov
 Date Last Supplied Products: October 2005
16. Company Name: Vandenberg Airforce Base
 Business: Government
 Contact Person: Timothy McIntyre
 Telephone: 805-606-9476
 Email: Timothy.McIntyre@vandenberg.af.mil

Date Last Supplied Products: June 2004

17. Company Name: FAA Santa Barbara Airport
Business Type: Government
Contact Person: Chuck Mullican/Mary
Telephone: 805-681-0675/ 805-797-1080
Email: chuck.mullican@faa.gov
Date Last Supplied Products: October 2005

18. Company Name: Cisco Systems
Business Type: Commercial
Contact Person: Kirt Boynton
Telephone: (408) 525-1060
Email: kboynton@cisco.com
Date Last Supplied Products: January 2005

19. Company Name: Panduit Systems
Business Type: Commercial
Contact Person: Jeff Paliga
Telephone: (708) 532-1800
Email: jjpa@panduit.com
Date Last Supplied Products: October 2005

20. Company Name: Meridian
Business Type: Government Service Provider
Contact Person: Walter Williams
Telephone: 818-988-5205
Email: walterf24@aol.com
Date Last Supplied Products: June 2003

Medical

21. End-User: Harris Medical Clinic
System Integrator: Facility Solutions Group
Business Type: Hospital
Contact Person: Patrick Davis
Telephone: (512) 251-6149
Email: patd@fsgconnect.com
Scope: Integration of an existing Johnson system and BACnet system into the RZ Mediator/OMEGA. The customer was able to have a fully integrated Building Automation System, including 1 web-based front-end Graphical User Interface (GUI).

22. End-User: VA Clinic - Amarillo
System Integrator: Facility Solutions Group
Business Type: Hospital
Contact Person: Patrick Davis
Telephone: (512) 251-6149
Email: patd@fsgconnect.com
Scope: Integration into energy meters via the Modbus protocol on the RZ Mediator for use with energy scoring tools and applications.

23. End-User: VA Clinic - Tucson

System Integrator: Facility Solutions Group
Business Type: Hospital
Contact Person: Patrick Davis
Telephone: (512) 251-6149
Email: patd@fsgconnect.com
Scope: Integration into energy meters via the Modbus protocol on the RZ M2 for use with energy scoring tools and applications.

24. End-User: VA Clinic - Alaska
System Integrator: Service One
Business Type: Hospital
Contact Person: Will James
Telephone: (907) 563-0196
Email: wjames@ascalaska.net
Scope: Integration into legacy Trane RTU controllers via the RZ moZaic and RZ M2 using RZ's perfectHOST graphical programming software. Using the RZ M2's web-server, the customer created a custom web-site.

25. End-User: St. Mary's Hospital
System Integrator: Open Systems Design
Business Type: Hospital
Contact Person: Pat Quaglietta
Telephone: (732) 607-6477
Email: patq@osdlc.com
Scope: RZ DDC I/O (RZ 100's and expansion I/O controllers) installed throughout the hospital for control of chillers, boilers, & air handlers. Integration into variable drives via the Modbus protocol using the RZ M2/OMEGA. Using the RZ M2's web-server, the customer has a web-based GUI, where users can monitor, override, alarm, and trend & log data.

26. End-User: Composite Medical Facility- Vandenberg Air Force Base
System Integrator: Richards-Zeta, Building Intelligence Group (BIG)
Business Type: Hospital
Contact Person: Jim Twomey
Telephone: (805) 692-5560
Email: jtwomey@richards-zeta.com
Scope: Full DDC system for temperature control and electrical systems monitoring as part of the facility modernization and upgrade project. System includes 62 system and unitary controls arranged in a Richards-Zeta multi-net architecture. Special features include smoke control for the operating rooms. Project utilizes the LonWorks protocol.

“We’ve only seen the tip of the iceberg in device connectivity... I believe the flexibility of the Richards-Zeta platform places RZ in a unique position to bring order to this impending chaos of systems integration.”

*Kirt Boynton
Cisco Systems
San Jose, CA*

We have completed the installation of both an upper level Johnson system (NCM, DX9100 & other misc. controllers) and a Trane system consisting of a VAV system and a BCU. We have integrated them fully with WebCTRL through the Mediator for the Johnson system and the MoZaic for the Trane system. The Johnson system integrated through BACnet points brought through the Mediator and the Johnson system remains fully functional we read/write to the Johnson system on a constant basis through WebCTRL and in essence have full control of the Johnson system. There is some special effort required to integrate the Johnson system and we do require some Johnson expertise in order to accomplish the integration. The Trane system is primarily the integration of the VAV system and comes in with no real effort.

The demonstration systems are installed at our San Antonio office and we plan to have them on line on our Website within the next couple of weeks.

Word is spreading fast and I am sure that you will have much more interest in your product due to this demonstration. We also have very good customer interest and we will be distributing quotes as soon as I complete my agreement with you.

*Bob Gleeson
Alamo Controls
Universal City, Texas*

“We have recently signed a strategic alliance with RZ Controls, an open controls and building intelligence manufacturer that has modified and improved the Mediator (the main data collection device we use in EEM) and added numerous web features that our customers (and targets) love. The new device is called the M2. RZ is a great partner in every sense of the word. Their CEO, Ed Richards, personally has made over a dozen presentations for us.

*Greg Mattison
Facility Solutions Group
Austin, Texas*

“Prior to Richards-Zeta (RZ), our company had struggled for 2-3 months to provide our client, a local community college with a multi-building campus, an interface from their existing Johnson Controls Metasys system into their new Honeywell SymmetrE. Within just a few hours of deploying the RZ Mediator on the same project we had our communications interface between the two disparate systems up and fully operational. The technical support we received from Richards-Zeta was excellent, and saved the day!”

*Adam Salmela
Gartner Refrigeration Co.*

“Graphical programming for ease in commissioning of jobs. “Richards-Zeta’s (RZ) Graphical Programming System, ‘Building Intelligence System’ is by far the simplest in the industry in the commissioning of new jobs. We have been using Building Intelligence Systems since the late 1980’s. The system is extremely flexible, easy-to-use and not limiting. The graphical monitoring windows allow us, the systems integrators, to see, in real-time, the actual logic-flow through the control application. It is this real-time control logic flow that is the most powerful characteristic of the Building Intelligence system. It allows you to override values, do “what if’s” and see the real-time changes in your actual control applications. We have done numerous projects of all sizes, ranging from 2 board projects to over one (1) million square foot complete Textile Plants both nationally and internationally, and have found that the commissioning of new jobs, as well as re-

commissioning of altered existing jobs is completed quickly and efficiently. You are able to see the errors, in real-time, and make changes using the Graphical Programming tool, perfectHost. Error-detection is far simpler than with any other system. This system allows for continuous updating and constant changes. Also, the graphical images allow for universal languages that can cross cultures and borders. We have numerous plants in Mexico, working flawlessly with RZ's Building Intelligence Controls Systems. Richards-Zeta's (RZ) Graphical Programming system is by far the simplest in the industry in commissioning of new jobs. Error-detection is far simpler than with any other system. We have numerous plants in Mexico, working flawlessly with RZ's Building Intelligence Controls Systems."

Joe Edmunds
Luwa Bahnson
Winston Salem, North Carolina

"Richards-Zeta is the simplest and easiest to use program, ever!" Richards-Zeta is the simplest program in the industry. People think in pictures, not numbers and Richards-Zeta allows for non-technical people to accomplish revolutionary programs. Service technicians know their buildings and systems but can't write the code. The Richards-Zeta program bridges this gap. It has a graphical interface, perfectHost, that allows our service technicians to easily program and reconfigure the controls in the field without having to go through any sophisticated programming. The technician just selects a component, or template, and places it on the screen, selects control logic templates and then connects the lines to complete the programming. Richards-Zeta is the simplest program in the industry. People think in pictures, not numbers and Richards-Zeta allows for non-technical people to accomplish revolutionary programs. Service technicians know their buildings and systems but can't write the code. The Richards-Zeta program bridges this gap."

Bruce Byrd
Rocky Mountain Mechanical Services
Denver, CO

"Richards-Zeta offers the best in 3rd Party Integration in the industry with the most advanced technology and flexibility at the lowest comparable, cost!" Richards-Zeta offers outstanding, truly graphical programming software, which requires no prior programming experience. Furthermore, the Richards-Zeta Perfect Host for windows graphical user interface and associated RZ hardware have been proven to connect to numerous drivers such as BACnet, Trane, and Lon Works. The scalability of the Richards-Zeta package is a tremendous benefit to our end users. The ability to start small and add to the system offers our client the flexibility and cost efficiency to grow their system as needed. The seamless peer-to-peer communication results in lower initial installation costs.

Richards-Zeta offers free software upgrades, which run on any pre-existing Richards-Zeta hardware, resulting in minimal costs for on-going upgrades and no additional hardware expenditures. Richards-Zeta passes on to the end user all necessary components to make any application or monitoring changes. The integrated application and monitoring program means the user only needs to learn one program which is a tremendous cost saving benefit.

Richards-Zeta offers our customers an outstanding solution at highly competitive rates. The flexibility of the program fits the diversity of our customer base, making Richards-Zeta a valued partner to AC Corporation. Richards-Zeta was the first graphical programming software in the industry and remains the best today. I have used numerous other Graphical Programs, and none have offered me the power and flexibility that Richards-Zeta offers."

Thomas Moeller
Affiliated Engineers, Inc.

Madison, WI

“Richards-Zeta’s Building Intelligence Systems is not only is easy to use, but it actually cuts across language and cultural barriers because it uses standard math and process control templates that mean the same to technicians regardless of their native language. This system is simple to learn and even simpler to use. It opens up the building automation industry to ‘non-techies’ by graphically representing sophisticated, control logic with simple to understand, standard math and control pictures. These pictures are called templates, and macros where multiple templates are used. The system is un-canned which means that it can be as flexible as you want it to be. You have all the power to control how you want RZ to work for you. You also have the power and ability to create your own templates and macros. You have the ability and options to personalize and customize your Building Intelligence System to best suit you and your customer’s needs. The Richards-Zeta systems open up the building automation industry to “non-techies” by graphically representing sophisticated, control logic with simple to understand, standard math and control pictures.”

Ted Wu / Henry Kao
Everrist International
Taipei, Taiwan

“Richards-Zeta (RZ) has the best and most personalized technical support assistance I’ve ever received! I have had the best experiences with the technical support staff at Richards-Zeta. They are informative, helpful and really know what they are talking about. In fact, all members of the technical support team at RZ have personally installed hundreds of jobs. They really have the experience that counts when you are depending on them to get you out of a tough situation. We have built a strong relationship with Richards-Zeta. This relationship has taken a great deal of dedication. We truly feel that the technicians at Richards-Zeta have demonstrated that they are responsive to our needs, patient and capable of solving even our most difficult problems. I have had the best experiences with the technical support staff at Richards-Zeta. They really have the experience that counts when you are depending on them to get you through a tough situation.”

Bruce Byrd
Rocky Mountain Mechanical Systems
Denver, Colorado

“Richards-Zeta offers a simple integration solution which allows us to leverage our customer’s existing assets and migrate disparate building systems up onto the IP Network”

Josh Miller
THC Controls
La Crosse, WI

“We have used Richards-Zeta’s Building Intelligence Systems in our buildings for years. They have proved, time and time again, to be reliable, efficient and simple-to use. The ease of programming has allowed for the simple commissioning of new buildings. We attended RZ training session in Santa Barbara and we’re able to completely program and commission our jobs ourselves. Our tenants are very pleased, as well. They used to know when our buildings had problems, now, with the system networked to the office, our building managers are informed via email or alarms, and the problem is handled and fixed before our tenants are disturbed. Overall, we are very pleased with the Building Intelligent System. We have used Richards-Zeta’s Building Intelligence Systems in our Microsoft buildings for years. Our tenants are very pleased, as well. They used to know when our buildings had problems, now, with the system networked to the office, our building managers are informed via email or alarms, and the problem is handled and

fixed before our tenets are disturbed. Overall, we are very pleased with the Building Intelligent System.”

Grubb & Ellis
Brooklyn, NY

“I came on board with Brooks in 1998, they had been using Richards-Zeta’s Building Intelligence system since 1995. That system was operating a Clean Room 24 Hours a day -7 Days a week. The system worked very well, in fact so well that I expanded the system to control the office space HVAC. I had 8 years experience with Johnson Controls, 3 years experience with Teletrol and several years in the field with many other control systems. I found the Richards-Zeta’s system simple to engineer, very powerful and adaptable to configure. I attended the customer training and soon adopted it as our corporate standard for HVAC and Energy Management. Since that time I have expanded it to in compass lighting control, indoor air quality, on-going monitoring for environmental verification and commissioning. I specified the system in our new manufacturing sites and found that it is a low cost model and very competitive in installed cost and design. The Building Intelligence Systems gives me the flexibility, quality and accuracy of control to properly commission high-quality clean rooms. On top of this, my staff has been doing our own programming for years. We are able to create and customize programs to fit my needs. The Graphical User Interface makes this process simple and efficient. The ability to import facility floor plans and create links that detail alarm conditions allows one person to review operations in our 4 BLDG campus. We have even developed complete control sequences which as used a models and copied from project to project to lower engineering time. The key point is reliability, we have several RZ-100 systems operating since 1995 maintaining +/- 3 Deg. F in our clean rooms with out a lost controller or deviation in operating conditions.”

Jeffrey Myrdek CEM
Brooks Automation
Chelmsford, MA

Richards-Zeta Building Intelligence System has to offer is that it is “backwards compatible”. When it comes to renovations and upgrades of old buildings, RZ provides a nice alternative from the other systems we have seen. They give you the option to use your old hardware and add new hardware that is completely compatible. We had a building commissioned in the late 80’s and were able to completely upgrade and renovate it without replacing any hardware. This is a very refreshing alternative option from the numerous other companies that try to force you to replace your entire existing systems. The Building Intelligence System completely integrates with any existing hardware installed in your building. When it comes to renovations and upgrades of old buildings, RZ provides a nice alternative from the other systems we have seen. They give you the option to use your old hardware and add new hardware that is completely compatible. This is a very refreshing alternative option from the numerous other companies that try to force you to replace your entire existing systems.”

Joe Torcatto
Norelco ONY
Toronto, Canada

“The man-machine interface is one of the big selling points. The ease of use, the way it communicates with the user, you can see the value right there. Whereas before you would have to go back in, make some changes, come back out and wait for it. When you can see it right now, you can override it, you can change your value effects to see how that affects the old system. I

did a lot of programming and it was really frustrating. I didn't care to do it anymore after a while. It just got to be cumbersome, whereas this, I enjoy doing it."

Randy Berthold
Washington Mutual Tower
Seattle, WA

"Looking at what the future holds for the building automation systems industry, interoperability amongst different manufacturers, having equipment that would talk to one another, is where Richards-Zeta believes the future is and we actually share that belief and that was really a boost to our capabilities. My supervisor and I sat in on a special presentation that the people at Richards-Zeta developed for us and as we walked out he said to me, 'that's the best graphical programming I've ever seen in my life. I was pleasantly surprised because I was thinking the same thing.'"

Bill Heath
MacDonald-Miller Facility Solutions
Seattle, WA

"I had almost no experience with computers before I took this job. I was amazed at how fast I picked it up because I was really a computer dummie. The guys in the shop tease me now and call me a computer geek and want to look at my hands and see if I have callouses and stuff to see if I've lost that touch; can't handle a screwdriver. Richards-Zeta certainly has a unique product in the fact that you can take a template and it is already internally, if you will, programmed to do several functions. With Richards-Zeta, the main advantage with their stuff is that you just plug the template on the screen and it is there; there's no text, no plugging in, that's it. You're Done!"

Ken Mears
Naval Air Weapons Station
Pt. Mugu, CA

"Truly a Leader and Class-Act Product!! Love your marketing savvy also. Looks like experience, passion and combination of hard-work is finally paying off. I can really tell you and your people have put foresight into the design of your products!!! Enjoyable to say the least!!!"

Anthony Mormann
Xorphine Technologies

"I've had guys that come into training sessions having never done any programming whatsoever, and within 2 hours, I can show them how to program our system. It's that simple. Because it's so easy to do the programming for a control job and because it's so easy to debug it, you actually see what's going on with a visual program. Because there are so many other diagnostic tools that go along with our system, it's very easy for him to drop in a system quickly that works right now. These guys sometimes feel a little intimidated coming to training. 'Oh...I'm going to have to learn how to program an entire new system'. But, when they sit down and actually get to play with our system and they see how easy it truly is; it is just graphical, flow charts, images and icons, they come to this point when all of a sudden, the light just turns on and they get it."

Patrick Frape
RZ Technician

"I just recently hired a new employee, and within three days of showing him a couple of things, we had given him five minute lessons at a time, and in three days he was very comfortable and

actually found some things and started showing them to us. I took a three day class and am able to show my engineers everything that needs to be done.”

Bruce Hoffman
Chief Engineer
Wright Runstad & Company

“We were the first to bring graphical programming to the industry over ten years ago. People think with pictures, they don’t think directly in numbers so we want to give them an image that describes the building to them.”

Fred Davison
Richards-Zeta

“I think it’s a pretty easy program to learn. When I first started working here, I knew nothing about control systems. It’s all graphical interface and graphical programming. Basically, you just put a picture there and connect the lines to it and it all works.”

Mark Stevens
Vandenberg AirForce Base