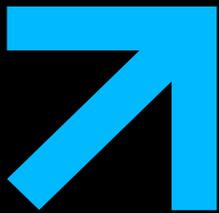
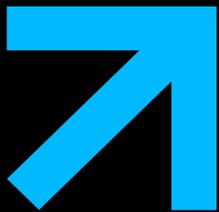


Entek Accelerated Time To Market By 6 Months With Blues Wireless



OVERVIEW

EnTek Systems is a leading provider of Electric Utility Demand Response and Building Automation products. Their latest product, the cellular-enabled TC260B, will aid Electric Utilities in protecting the grid from localized overloads, allow enhanced opportunities to sell excess power on the grid, and flatten the load curve, thus lowering energy costs.



CHALLENGES

Electrical utilities face rapidly changing technology, manufacturing process changes, and massive electrical demand in short delivery times. Traditional one-way products require on-site visits from utility personnel to verify operation, and they can only control a load with an on/off one-way command.

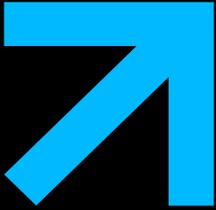
Two-way products allow for verification of load curtailment, configuration, and data acquisition at any time, but this often comes at the cost of installing a new network.

We often have to develop and deploy a new product in a matter of months. Blues is second to none in customer service, timely response, ease of instructions, and ability to get us product in a short time frame. That is critical to us.

Jean Dillard

President, EnTek Systems Inc.





SOLUTION

EnTek created the Demand Response Transceiver, TC260B, to control non-critical electrical loads in high electrical demand periods. It helps monitor electric load of HVAC, water heaters, pool pumps, electric car chargers, and more, enabling utilities and customers to make smarter decisions about electrical usage.

With the TC260B, EnTek makes it possible for electric utilities to upgrade their legacy one-way systems to two-way systems with ease. Utilities get easy access to data that has previously been unavailable to them, allowing them to upgrade to a Smart Grid, reduce peak demand and prevent outages, all without installing a new network.



RESULTS

Working with Blues cut EnTek's time to market by 6 months, and reduced the time and cost of UL certification using a pre-certified module. EnTek is addressing the Smart Grid in a way that is transparent to electric utilities while saving millions of dollars annually for their partner companies.

Accelerated time to market by

6 Months

Prototype built in

1 Week

EnTek partners save

Millions

of dollars annually



From an engineering standpoint, our biggest challenge was integrating an ASCII-based communication medium. However, the Blues development environment made it easy to navigate those challenges. We had a prototype up and running in a week.

Glenn Davis

Vice President, EnTek Systems Inc.

Blues has made it quick and easy for you to cloud-connect your products

Blues Wireless is a hyperscale cellular IoT solution. Founded in 2019 by repeat scale disruptor Ray Ozzie. Blues is solving the global IoT connectivity problem in just 2 lines of code. Our flagship products, Notecard and Notehub, provide complete scalable device-to-cloud integration. Blues reduces the cost and complexity of building connected devices by including provisioning, security, and cloud optimization as standard features, and adapting to system and device architecture. More than 800 forward-thinking companies, from startup to enterprise, use Blues to securely cloud-connect their products.

Get started at
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