

"ESKOTECH" JSC

Moscow

| | |
|--------------------------------|--|
| Owners: | 5% public educational institution of higher professional education Moscow Power Engineering Institute (Technical University), individuals - 4 members (23%, 23%, 25%, 24%) |
| Staff: | 18 persons - full - time, 3 men - part - time |
| Previous financing: | \$ 207 000, including own \$ 165 500, attracted \$ 41 400 |
| Current financing: | \$ 120 000, including own \$ 90 000, attracted \$ 30 000 |
| Volume of investment required: | \$ 125 000 |

Intended use of the investments required: Organization of companies manufacturing of devices of the account and control heat consumption - 80%, increase of a number of rendered services due to installation of automatic systems of the account, control and heat consumption ("Teplocomfort") 20%

The description of the enterprise

Corporation "ESKOTECH" is set up in 2000 under the initiative of the Moscow Power Engineering Institute (Technical University) and employees conducting research energy saving technology. Corporation "ESKOTECH" is the small enterprise tenant of the innovation - technological center of Moscow Power Engineering Institute. The staff of the company basically consists of the graduates of Moscow Power Engineering Institute (Technical University). It includes 1 PHD, 8 engineers, graduate and undergraduate students are actively involved in work. Corporation "ESKOTECH" occupies office and industrial area in innovation - technological center of Moscow Power Engineering Institute.

Products/Services/Technologies

The company is engaged in design, development, installation and service of units of the measurement and control heat consumption. The tactical goals - delivering a complete number of services to the client: carrying out power audit of the enterprise, development of the recommendations effective energy consumption, development of the equipment project, installation of the equipment, service.

Achievements

Nowadays the work on creation of zones of high power efficiency in housing and communal services in the Central administrative district of Moscow is conducted. In 2001 at participation close corporation "ESKOTECH" the pilot demonstration zone of high power efficiency in central administrative district launched, on which at the moment the development and pilot realization of organizational, economical technological arrangements are carried out. In 2001 more than 70 units of the measurement and control heat and water consumption were established in Moscow and Moscow area.

Outlooks of development

The creation large-scale manufacture of the measurement and control heat and water consumption and water consumption in structure of three basic products:

- heat counters, completed from RTD flow meters and heat controllers;
- water counters;
- systems of regulation heat consumption

The increase of a complex of rendered services is proposed because of installation of automatic systems of the account, control and regulation heat consumption "Teplocomfort". The application of systems of regulation heat consumption gives significant economic benefit. For example, in offices the time of useful apply makes 8-12 hours during 5 working days a week, that means 2-3 thousand hours per year at total fund of time - 8,7 thousand hours (that is to say no more than

35%). However, temperature in non-working time in offices continues to be supported 18-20 degree Celsius that results in the huge over expenditure of heat. The systems of regulation heat consumption allow in non-working time to provide an economical temperature regime (warming up of offices till 10-14 degree Celsius) that results in economy of expenses on the average on 20%.

Sales volume (over the last 12 months): \$ 187,300

| year | Without investments requested | With the investments requested |
|------|-------------------------------|--------------------------------|
| 2002 | \$ 170,000 | \$ 240,000 |
| 2003 | \$ 320,000 | \$ 350,000 |
| 2004 | \$ 350,000 | \$ 400,000 |
| 2005 | \$ 400,000 | \$ 500,000 |