



# ESCO Technologies, Harbor Networks and Nauset Construction Form Unique Technology Partnership For Senior Housing

*The single-source solution features ESCO's CareConnect, the only integrated telecommunications suite designed for senior housing*

LIBERTY TOWNSHIP, OHIO, UNITED STATES, March 20, 2017 /EINPresswire.com/ -- Liberty Township, OH; Framingham, MA; Needham, MA – ESCO Technologies, LLC, Harbor Networks, Inc., and Nauset Construction announced they have partnered on a single-



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*Benjamin Goldfarb, VP  
Business Development of  
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source managed services solution geared to new construction in the senior housing market.

The single-source solution will feature ESCO's CareConnect – the only [integrated telecommunications suite](#) designed specifically for the senior housing market. It includes residential and business telephone, TV, Internet and nurse call/safety systems.

Along with customized technology, CareConnect also offers a unique "high-touch" service – the [Technology Concierge](#). The Technology Concierge is an ESCO employee who works

onsite at senior communities, assisting with everything from new resident setup to day-to-day questions like how to connect a new TV.

The partnership brings together the three distinct elements that go into the technology infrastructure of complex projects such as senior living communities: designing, building and implementation. Harbor Networks provides business consultation services for voice and data communications technologies. Nauset Construction is a construction management and design-build firm that excels at complex projects on challenging sites with aggressive time and budget requirements.

"It all started at a senior living trade show," remembered Lou Lindsey, ESCO's Director of Sales and Marketing. "The crowd at the show was not the right audience for my pitch, so I struck up a conversation with a couple of other vendors. That first discussion turned into many more, and they led us to conclude that we should form a triangular arrangement to capitalize on our strengths."

Harbor Network's President, Greg Bertschmann, agreed. "It's a terrific value proposition for investors and developers. Instead of multiple providers operating in their own silos, you've got one team that offers best-in-class builders and technology implementation specialists, and a best-in-class technology solution tailor-made for these types of projects."

"We've been delivering our solution for more than a decade," said ESCO's Lindsey. "And staying in sync with the construction and infrastructure side of these projects was always a challenge."

“You’re talking about a multi million-dollar investment, and you’re expected to stay on time, on budget and deliver a resort-style entertainment and life-safety solution,” added Benjamin Goldfarb, VP Business Development of Nauset Construction. “You can save time and money if you have a seamless flow of information between all the players. Plus, I don’t think you could assemble another team that had the combined expertise we’re offering.”

#### About ESCO Technologies

ESCO Technologies is the nation's exclusive provider of an integrated suite of wholesale communications and entertainment solutions for the senior living industry through its award winning CareConnect product. The company also offers innovative telecommunications services for businesses and consumers, such as the [Ubiquity Mobile](#) cellphone service. For more information, visit [www.careconnectbyesco.com](http://www.careconnectbyesco.com).

#### About Harbor Networks

Harbor Networks is a communications systems integrator and managed solutions provider that offers business consultation services for voice and data communications technologies. Harbor Networks partners with resellers and solutions providers worldwide and has established a footprint in national and international theatres, with customers in 43 states and 15 countries. For more information, visit [www.harbornetworks.com](http://www.harbornetworks.com).

#### About Nauset Construction

Nauset Construction is a construction management and design-build firm run by industry veterans with a shared goal of providing an unparalleled positive client experience. Known for taking a collaborative approach throughout the project cycle, Nauset provides creative ideas and alternative methods that reduce cost and increase value to its clients, while creating lasting relationships. For more information, visit [www.nausetconstruction.com](http://www.nausetconstruction.com).

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