

TWO WELL-RECOGNIZED INDUSTRY SALES EXECUTIVES JOIN ENCYCLE TEAM

Company Broadens Reach of its Swarm Logic Service

SAN MARCOS, CA, UNITED STATES, September 5, 2017 /EINPresswire.com/ -- [Encycle](#) Corporation announces that two well-known and respected energy management industry executives have joined the company's sales team. Encycle is a technology-enabled solution provider delivering significant energy savings to commercial and industrial customers through patented IoT-based HVAC control technology.

Chris Hensley has joined the firm as Executive Vice President of Sales and Marketing, and Brad Rittler has joined Chris' team as Vice President of Channel Sales and Development. Hensley brings Encycle 20+ years of energy business development experience, most recently as Senior Director of Sales for Ecova. Hensley has also held energy leadership roles at Novar (a Honeywell company) and FirstEnergy Solutions. Hensley's key responsibilities will include accelerating the company's sales and marketing roadmap, expanding client relationships and new business development.



"It is exciting to join a highly entrepreneurial and innovative company such as Encycle," Hensley commented. "I have worked with Encycle's target customer base over the past 20 years, and

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Robert Chisten, CEO

Encycle's unique patented solution provides dramatic energy savings using a cloud-based business model that delivers exceptional returns to our clients with little to no capital requirements. It is rare for a game-changing technology to be successfully introduced into the century-old HVAC industry, but Encycle has done it. I can't wait to spread the word.”

Rittler is Encycle's new Vice President of Channel Sales and Development. He came to Encycle from Echelon Corporation, where he was Global Sales Director, Strategic Accounts – IoT. Rittler also has several years of sales and channel management experience with Honeywell. Rittler said, "It is apparent to me that the Swarm technology will provide a revolutionary change in the optimization of HVAC operations, much like the dramatic impact LEDs have had on the reduction of energy usage in the lighting industry. The company has already launched programs with several large channel partners, and we are establishing additional

partnerships at a rapid pace with highly successful enterprises that provide IoT platforms, monitoring services and energy management systems.”

“Both Chris and Brad bring a tremendous amount of direct experience to expand the rapid adoption of our patented Swarm Logic energy management solutions,” noted Encycle CEO Robert Chiste. “Just a year ago, Swarm Logic was being leveraged at some 40 million square feet of commercial and industrial facilities. Today, we have agreements in place to expand to more than 250 million square feet. Under Chris’ and Brad’s leadership, I am confident that Encycle will be embedded as the HVAC optimization solution in over one billion square feet of facilities in the near future.”

ABOUT ENCYCLE

Encycle Corp. is focused on empowering commercial and industrial customers to achieve dramatic improvements in the efficiency of their heating, ventilation and air conditioning systems. The company’s game-changing, multi-

patented Swarm Logic energy management technology is at the heart of the company’s solution set. Swarm Logic establishes a wireless network among HVAC rooftop units (RTUs) and enables them to communicate among themselves autonomously instead of operating in isolation as they’ve done in the past. This connected group of RTUs adopts the Swarm intelligence to self-organize, synchronize and respond holistically through a cloud-based algorithm that red-flags unnecessary consumption and automatically optimizes electricity usage by controlling the aggregated whole as one unified, coordinated group.

A long and growing list of the world’s most-respected and sustainable companies depend on Swarm Logic to maximize energy efficiency, cut electricity costs, participate in demand response programs, reduce carbon emissions and reduce HVAC maintenance costs. Companies using the technology have reduced HVAC electricity costs by 15-25%, with little or no capital investment.

Encycle offices are in Toronto (Canada), San Marcos (California), and Taunton (UK). For more information, visit Encycle.com or follow us on Twitter and LinkedIn.

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