

## PRESS RELEASE

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### **Walters Group and Systel announce strategic partnership at the ACI Energy Efficiency Conference**

**London, February 4<sup>th</sup> 2009.** Walters Group, a major UK ISO9001 Electronic Manufacturing Services organization, and Systel Development and Industries Ltd, a pioneer in digital power management technology, announced that they have formed an alliance to introduce Systel's Energy Saving Lighting Systems (ESLS) to the UK market place.



Rafael Mogilner, Chairman & CEO Systel and John Walters, Chairman & Founder of the Walters Group

The Alliance is targeted to provide the entire UK market with ESLS components at the highest level of quality assurance. The Alliance will also provide services including training, support and maintenance to both system integrators and future clients.

The Energy Saving Lighting System (ESLS), based on Systel's IDC2000 family of ICs using powerline communication (PLC), has been developed as the most comprehensive and low cost energy savings and power demand control solution overcoming the drawbacks and limitations of others currently in the marketplace. The ESLS achieves the goals of: **over 50% energy savings, less than 2 years ROI with simple installation and commissioning, providing enhanced user comfort and unique load shedding capabilities with the least disruption when refurbishing existing buildings.**

Walters Group and Systel jointly sponsored **the ACI Energy Efficiency Conference (4<sup>th</sup>-5<sup>th</sup> February 2009)** held at the Radisson Hotel, Mayfair, London at which the ESLS system was launched as part of the Alliance's marketing strategy. Together Walters Group and Systel exhibited a live demo of the ESLS building blocks and were the sole exhibitor with a building energy management system. Attendees at the **ACI** included many important influencers, enablers and potential early adopters of the Systel ESLS solution, despite the inclement weather. These included names such as:

Arup Communications	GDF SUEZ Energy Services ( UK )
Bank Julius Baer & Co Ltd	Hilson Moran
Barclays Bank Plc	IBC Ltd
Billund Airport	London Sustainability Exchange
Carbon Trust	Norman Disney & Young
Carillion Facilities Management	Northumbria University
College Of Estate Management	Philips Lighting
Dalkia Plc	Power Perfector
ECA	Serco
Ecotricity	Siemens Real Estate Limited
Electrical Contractors' Association	Sonae Sierra
ERM	LSTrillium (manager of 25,000 UK buildings)
EuroACE	University Of Bradford
Financial Times Group	WSP Group
Fulcrum Consulting	

Systel's' PLC based solution that saves money, time to install and fit, offering maximum achievable savings with far better ROI and TCO than the current alternatives, is of serious and immediate interest to the UK marketplace. The attention of the conference participants was captured by the functioning of the smooth daylight harvesting, combined with individual control of lamps within a fitting, using the ESLS components, resulting in additional power reduction. All parties anticipate the commercial pilot of the system as soon as possible, some on their own premises.

Walters Group, an ISO 9000 UK defence supplier, and UK distributor and marketing channel for Systel, will install a showcase beta site at one of their factories as a first UK demonstration site.

Walters Group believes their own international security clients and the UK Govt will be seriously interested in adopting the ESLS solutions as tested/provided by them.

In view of the world economic situation and the growing demand for environment friendly solutions, particularly in the UK, Systel's ESLS solution for energy saving, providing exceptional power demand control, was warmly welcomed by the attendees, as well as by other potential large adopters contacted in the UK. There are now expected to be a number of key commercial pilots in the UK during 2009 followed by mass sales of the system and its components from 2010.

The ability of the ESLS open platform to interface with various BEMS systems being currently offered by leading companies, in particular web-based energy management solutions, will allow the ESLS system to be widely adopted in close cooperation with these companies.

#### **About Walters Group**

Founded in 1971, The Walters Group is a highly successful British owned electronics manufacturing organisation with an annual turnover in excess of £25M. Headquartered in High Wycombe, Buckinghamshire, the group has over 200,000 sq ft of manufacturing space across the UK and China. The Group offers a wide range of design, manufacturing and procurement services, including full product design to customer specification, development of prototypes, plus all manufacturing procedures including tooling, moulding, component procurement, assembly, inspection, test and logistics/distribution to ISO9001:2000 standards. It has invested over £16 Million (\$30M) in capital equipment during the last three years, including fully automated SMT assembly lines in both the UK and China. For more information go to [www.waltersgroup.co.uk](http://www.waltersgroup.co.uk).

#### **About Systel**

SYSTEL is a pioneer in mixed-signal power management IC controllers and power electronics end-products developing proprietary comprehensive digital based system solutions. Its first application in power electronics was in 1993 when it unveiled a true on-line high performance UPS system implementing unique control functions in logic engines. The first generation of its digital power management solution for lighting was released in 1998. In 2007 Systel launched its powerful IDC2000 IC family with embedded power line communication modem, the second generation of the IDC ICs, aimed at lighting and HVAC building systems. These ICs with their breakthrough architecture are the result of more than 20 years of evolutionary work and allowed the development of the ESLS. Systel holds 12 key patents and has more than 20 patent applications pending that range from IC core technology, power control functions and communication methods to power topologies and systems supported by digital control. For more information go to [www.systelpower.com](http://www.systelpower.com).

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