



Engenuity Systems Inc.

Case Study for: Small Box Energy

Company profile

Small Box Energy is a company dedicated to providing the ultimate energy management experience for quick-serve restaurants, casual dining facilities, and convenience stores. The company was founded in 2012 and has quickly cemented itself as an industry leader working with some of the top names in its market such as: Papa Johns, Taco Bell, and Famous Dave's.

Business situation

Small Box Energy has been a customer-centered company from the start. Its founders knew that offering energy management solutions was not a new product offering. However, they saw an opportunity to gain a competitive advantage through superior customer service and an adaptable platform which could be tailored to meet unique customer needs.

Technical situation

Being a start-up company of three employees Small Box Energy knew that it did not have the resources to develop, manufacture, and test the components of its chameleon energy management system while maintaining the resources necessary to provide its customers with the ultimate energy management experience. The decision came down to a classic make or buy scenario. Small Box Energy could either make a substantial investment in facilities, knowledge, manpower, and raw materials to create the components of their system in-house or they could partner with a company who could create the system for them, from the ground up.

Solution

Small Box Energy opted to trust Engenuity Systems to design, procure, manufacture, and test the hardware in its energy management system for them, freeing up resources for Small Box Energy to focus on its core competency, customer service. Small Box Energy met with representatives from Engenuity systems to explain the benefit of the system (lower energy bills) and the features needed to deliver that benefit. Engenuity Systems then helped Small Box Energy understand what hardware and programming would be needed to make that system a reality. Once the two sides had agreed on the design of the hardware system, Engenuity Systems procured the hardware components that could not be manufactured in-house and then integrated those components with proprietary Engenuity Systems technology to function as a harmonious system.

Benefits

By utilizing Engenuity Systems' rapid prototype design, manufacturing/programming services, and rigorous quality/safety standards, Small Box Energy was able to make their idealized energy management system a reality without taking vital resources away from strategic operations and customer service. Even as Small Box Energy has grown to prominence within their field Engenuity Systems has been able to accommodate their increased hardware needs through its flexible production schedule and continues to work with Small Box Energy to help their system evolve to better suit customer needs.

Products and services used

Engenuity Systems Services Utilized by Small Box Energy:

- Panelization using standard and off the shelf products/full turnkey and assembly services
- Procurement and purchasing
- Custom drawing creation, imaging, and design services
- Pre-programming and programming services for standard products
- Custom embedded circuit board/OEM
- Product Development
- Specification Drawing
- UL Certification, packaging and testing
- Visual inspection and electrical testing (quality control)
- Drop shipping

Products Small Box Energy Purchased From Engenuity Systems:

- i.Lon SmartServer – Echelon
- eBoxx w/Meter 208-Fused Surface Mount – Engenuity Systems
- Outdoor Air Temp Sensor – Greystone Energy Systems
- 1200 Amp CT – Continental Control Systems
- Lon Thermostat, T7350H – Honeywell
- Space Temp Sensors in Micro Enclosure – Greystone Energy Systems
- Duct Temp Sensors with Mounting Bracket – Greystone Energy Systems
- Galaxy 4 Tablet – Samsung
- Tablet 4 Mount – Samsung
- KE2 Evap Eff Controller – KE2 Therm Solutions
- KE2 Smartgate – KE2 Therm Solutions
- KE2 EEC with Enclosure – KE2 Therm Solutions
- EBOXX QSR Lighting Panel – Engenuity Systems