

Safeguarding critical environments



MANUFACTURING

BY JOHN A. LAHTINEN | Contributing Writer

WHEN AVTECH SOFTWARE INC. opened its doors 30 years ago, the company's focus was on providing monitoring services for local software and information technology systems.

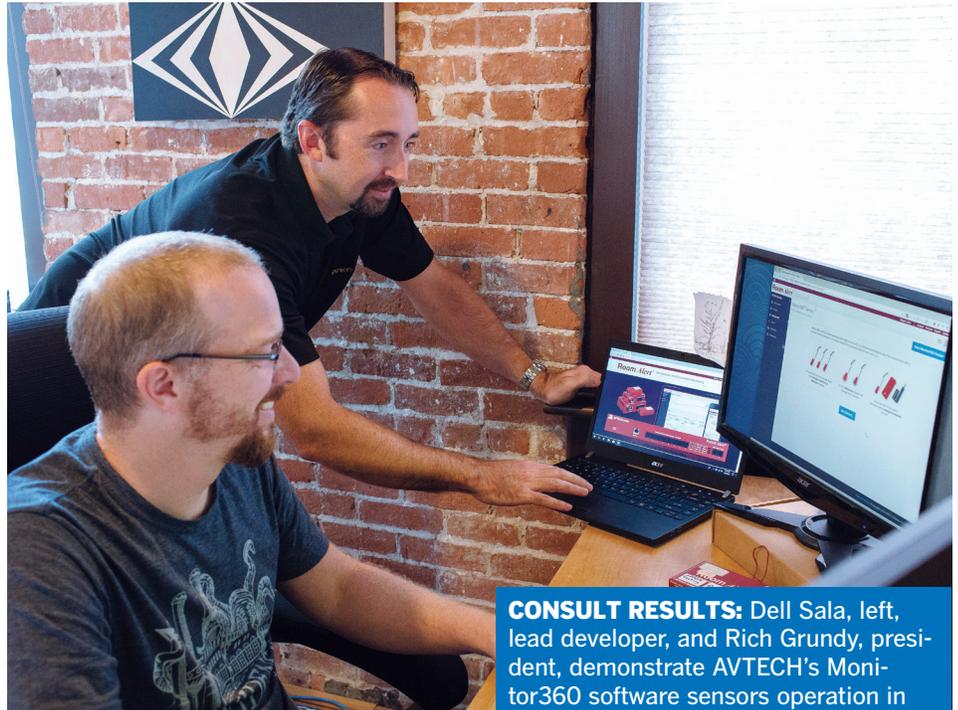
But with a data center boom in the late '90s, the team at **AVTECH Software Inc.** identified a largely untapped and timely business need – data center operators had to be able to monitor the critical environmental factors, such as temperature, humidity, flood, power and smoke that could result in significant downtime for companies if left unchecked.

In response, AVTECH unveiled its Room Alert line of environment monitors and sensors. Over the past couple of decades, Room Alert has monitored critical facilities and assets in nearly every country and on all seven continents.

“We get messages from customers almost daily letting us know that their Room Alert notified them of an environment problem and that notification helped prevent downtime and, in some cases, hundreds of thousands of dollars in potential damage and losses,” said Russell Benoit, marketing and channel communications manager.

AVTECH experienced 15 percent growth in revenue in 2017, a figure Benoit expects to double this year.

In 2017 the company introduced the



CONSULT RESULTS: Dell Sala, left, lead developer, and Rich Grundy, president, demonstrate AVTECH's Monitor360 software sensors operation in the company's Warren office.

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patent-pending Digital Active Power w/Temperature Sensor, a device that enables customers to monitor the power status of nearly any AC-powered device while also providing a temperature reading. AVTECH continued its Room Alert innovation by unveiling its patent-pending Monitor360 technology, which will allow any Room Alert user to create their own custom virtual sensors, alerts and reports based on the Room Alert hardware they have installed in their facility.

Thanks to strong international sales growth, AVTECH is slated to open a brand-new distribution center in Ireland in September, the company's first corporate location outside North America. The new center will allow customers in the EU, Africa and the Middle East to receive products faster and at a lower price point, thanks to reduced shipping and import fees. ■

‘We are constantly **learning from our customers.**’

RUSSELL BENOIT, AVTECH marketing and channel communications manager