

Bes-Tech Generates Innovative Energy Solutions

At Omaha-based Bes-Tech, Inc., the people and products are all about saving energy. Short for Building and Energy Solutions and Technology, Bes-Tech's products and processes have been successful in reducing energy consumption and demand in commercial and industrial facilities and data centers across the U.S. and overseas.

The company was founded in 2004 by President and CTO Mingsheng Liu, Ph.D., P.E., who developed his expertise in energy-efficient building system technologies as a researcher on the staffs of Texas A&M University in College Station, Texas, and at the University of Nebraska-Lincoln.

From its original staff of 12

engineers, Bes-Tech has grown to 60 employees working out of Omaha and satellite offices in five U.S. cities and Beijing, China.

"Our product division, which supports our engineering services division, is based in Omaha where we manufacture our innovative energy efficiency equipment," Liu explained. "We have a group of engineers in China who also belong to the product division."

Among the company's family of products is its Digi-RTU (Digital Roof Top Unit) that reduces the energy consumption of rooftop cooling units and represents two-thirds of all commercial air conditioning in the U.S.

In 2011, Digi-RTU won the

American Public Power Association's DEED Energy Innovator Award For Energy Savings during the Omaha Public Power District (OPPD) roof top unit pilot project. The product was recently featured on the Business Day TV show with Terry Bradshaw ([http://bes-tech.net/Movies/Bes-Tech Inc TC.mp4](http://bes-tech.net/Movies/Bes-Tech%20Inc%20TC.mp4)), airing on national and regional networks.

Bes-Tech's energy -saving Digi-CRAC (Computer Room Air-Conditioning) system was designed specifically for data centers. A Cisco Yintai facility in Beijing, China saw a reduction of electricity usage of more than 38 percent, which led to the installation of 17 Digi-CRAC units in a second Cisco building in Shanghai.

In Dallas, an office and data center with a floor space of 660,000 square feet is saving \$400,000 in utility costs and \$35,000 in operating expense per year as a result of Bes-Tech engineering.

Closer to home, Bes-Tech engineers have applied their energy-saving expertise and technology to projects involving Kiewit Plaza, First Data, Gallup University and the University of Nebraska Medical Center (UNMC). "We have worked with UNMC for four years," Liu noted. "And during that time, they expanded their building capacity, but not their requirement for heating and cooling because we made what they had more efficient, saving them several millions of dollars."

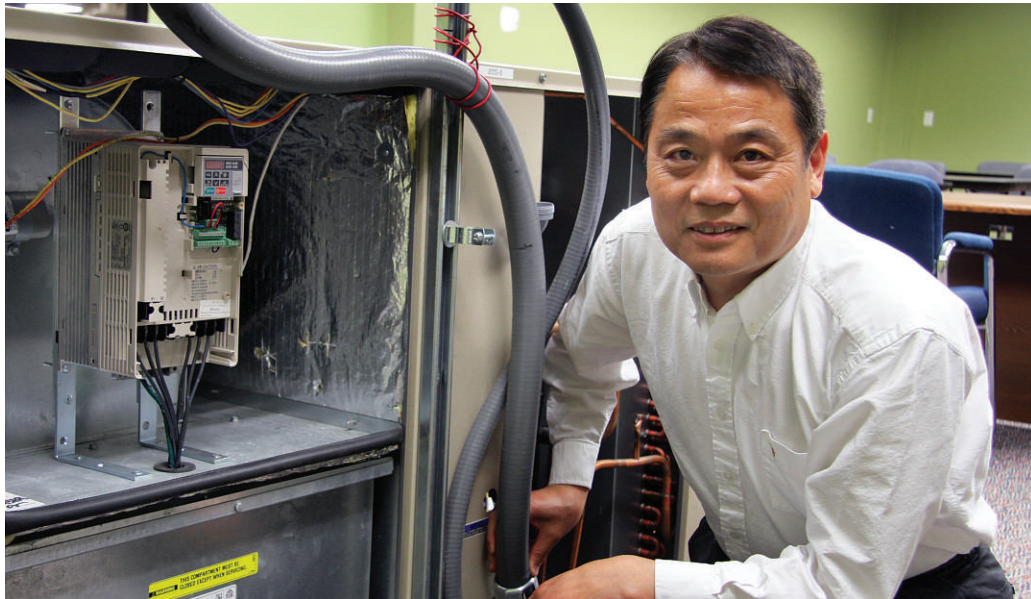
Innovation in Design and Energy Usage Credits are awarded to companies with exceptional



Eric Stodola puts the finishing touches on a Digi-RTU at the company's assembly facility in Omaha.

performance for sustainable building in the U.S. According to Liu, Bes-Tech's patented technology helps construction projects achieve those credits.

Four years ago, Bes-Tech turned to First National Bank to help manage its cash flow and provide financing to renovate its headquarters building at 4640 S. 59th Street in Omaha. "Since that time, we have had several conversations with First National about the equipment we are going to lease, what we need to buy and how we're going to structure our cash flow," Liu added. "First National has been a good partner that has enabled us to grow."



Bes-Tech President and CTO Mingsheng Liu developed and patented his energy-saving technology over his 30-year career as a researcher and entrepreneur.



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