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## RLE Technologies



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*The annual listing of 10 companies that are at the forefront of providing  
Facility Management solutions and transforming businesses*

# RLE Technologies

## Monitoring Critical Facilities 24X7

**B**e it supercomputers stacked in a data-center, documents kept in a school, or invaluable works of art displayed in an art gallery or museum, irrespective of the type, count, and sensitivity of assets one needs to protect, RLE Technologies' critical facilities monitoring solutions stand guard to them 24X7. "Our mission is to prevent disasters, preserve our clients' reputation, and provide peace of mind," informs Tim Hirschenhofer, Senior Vice-President of RLE. The company is a seasoned leader in critical facilities monitoring with more than 35 years of experience and is equipped with numerous solutions and products which, when deployed, can instantly detect an environmental threat, notify the concerned personnel and reduce the occurrence of false alarms. RLE's products are robust and developed from the highest quality materials. They are manufactured in the USA to ensure the integrity of the manufacturing process.

RLE's Falcon Monitoring Solution is the first of its kind comprehensive monitoring solution. Its wired and wireless sensors suite can determine the temperature, humidity, differential pressure, smoke, and other environmental changes in a critical facility. The company's Raised Floor Monitoring (RFM) is an elevated floor panel that houses a WiNG wireless sensor. All the information collected via the sensors is then aggregated into the WiNG platform or the Wireless Network Gateway, which analyzes the data and immediately triggers alarms in case of anomalies.

In case of a chilled water pipe bursting and leaking into the data center, RLE's SeaHawk leak detection solution would alert the customer, and they would be able to take action, shut the system down or close the valve off to stop the leak. SeaHawk has an array of leak detection and rodent repellent cables that are engineered to detect and report any leaks from conductive fluids such as acids, bases, or even

attacks by rodents that might threaten the client's facilities.

Apart from developing monitoring-solutions, RLE also designs products for proper maintenance of amenities like data-centers so that they function smoothly. To ensure the same, RLE believes that air circulation throughout the space must be managed well. To that end, the Triad airflow management products with raised floors circulate the air in a turbulent manner instead of laminar, via chamfer and slotted panels that include patented stratification fins. These fins create turbulent airflow by design, delivering more cooling to the racks where it is needed, eliminating hot spots and areas with poor air circulation. As is well-known, plugging holes is one of the simplest methods to improve airflow and efficiency in a raised floor area. RLE's patent-pending fire-rated foam grommets, seal holes in raised floors more efficiently than the competing companies and demonstrates an immediate efficiency return.

To ensure seamless information integration, the Raptor Integration Solutions from RLE synchronizes systems, simplifies protocol translation, and announces alarms for the building automation and monitoring systems. One differentiating characteristic of RLE's products is that they do not require inputs from customers once they are set up and can work remotely in dark sites. Even during the installation, the clients do not need a lot of assistance as the products are self-explanatory and easy to configure. Post the configuration and installation of products in the client-environment, the company provides thorough technical support to the customers and trains their staff on how to make the best use of the products upon implementation. The company's sales and tech-support staff is available on mobile and digital mediums of communication daily to help the clients design the right solutions for their respective firms.





RLE's engineering and sales team constantly keep in touch with the end-users and sales partners to learn about new features and functionalities that can be added to the products to improve them. The company provides free firmware updates on its website for its offerings. Additionally, the clients own their data, there are no contracts or data storage fees with RLE products.

The firm knows and understands well that it is their responsibility to make a facility manager's job easy, less stressful, more informative, and insightful. Recently, a critical facility firm paid the electricity bill of 13 cents per kilowatt-hour for their data-center. After implementing the company's cold aisle containment in the amenity, they saved 738-kilowatt hours of energy a year. This equated to around \$96,000 a year savings for them, which was as good as a one-and-a-half year payback on the project.



**We exist to prevent disasters, preserve our clients' reputation, and provide peace of mind**

Every day at RLE, the employees come to work geared up to execute the company's mission. RLE's integrated, agile, and co-operative workforce has been phenomenal in delivering quality products to its customers, even in the face of the COVID-19 pandemic that has struck the world. The clients, on their part, have unfailing faith in the services provided by RLE.

As the company believes that every customer's needs are unique, it continues to develop new products along with the existing ones. "I would say that we're extremely good at working with customers to continue to add features and update our products to meet customer demands," remarks Hirschenhofer. In light of such valuable principles, RLE has proven to be a company deserving of the title "20 Most Promising Facilities Management Solution Providers 2020." **CR**