



**FOR IMMEDIATE RELEASE**

## **BuildingIQ Introduces Industry Powerhouses to its Executive Team**

*Dave Olson, Michelle Schofield and Derek Johnson to further mission to redefine how energy is managed in commercial buildings*

**San Francisco – August 17, 2011** – [BuildingIQ](#), a leading energy management software company, has added three new executive hires nationwide. The addition of Dave Olson, Vice President of Business Development for Utilities and Government, Michelle Schofield, Vice President of Marketing and Derek Johnson, East Coast Director of Operations will help further drive BuildingIQ’s mission to redefine the way energy is managed in commercial buildings.

“BuildingIQ’s innovative offerings and ability to deliver customer value are attracting the best and the brightest in the energy management space. With the combined experience Dave, Michelle and Derek bring to the table, we will continue to extend our global awareness and sales momentum,” said Mike Zimmerman, CEO of BuildingIQ. “Their industry-specific expertise will enable BuildingIQ to further capitalize on the market opportunity for [Predictive Energy Optimization](#)™.”

With 30 years of energy industry experience and a history of growing and managing profitable businesses, Dave Olson joins BuildingIQ as Vice President of Business Development for Utilities and Government. Previously, Dave was Senior Managing Director for Tersus Energy Plc, a publicly traded U.K. Energy Efficiency concern, V.P. of Business Development for the Electrical Power Research Institute (EPRI), and Director of Energy Services for Constellation/New Energy a pioneering de-regulated energy utility, where he led business growth efforts from its early stages to an ultimate trade sale. He also served as Business Unit Director for the Federal Government Market for Honeywell International, growing the unit from zero to \$110 million per year in annual revenue. In this role, Dave led teams which won and performed several multi-hundred million dollar federal government contracts.

As Vice President of Marketing, Michelle will develop and execute BuildingIQ’s global marketing initiatives. She will focus on the strategic market direction, increasing brand awareness and market leadership, managing outbound marketing and driving successful partnership programs. With a rich background of defining new markets and taking companies on the cutting edge of energy and technology to the next level, Michelle brings 15 years of software and technology experience from Cisco and Oracle. She also held senior positions with leading enterprise software start-ups Efficient Frontier, Satmetrix and Silicon Energy, one of the industry’s first energy management software companies.

With deep expertise in deploying advanced building controls and scaling energy management services, Derek comes to BuildingIQ from energy services firm Pacific Controls, where he was the Chief Operating Officer. At PCI, Derek launched and managed the firm's industry-leading energy monitoring and management managed services offering to building owners. Prior to Pacific Controls, Derek was a Senior Vice President and Program Director of the Intelligent Command and Control Center at Bank of America, where he led the design, deployment and operation of an energy monitoring and management program for 3,200 banking centers across 34 states, the largest program of its kind in the world.

### **About BuildingIQ**

Founded in 2009, [BuildingIQ](#) is a leading energy management software company whose mission is to redefine the way energy is managed in commercial buildings. BuildingIQ's suite of software offerings are unique, patent-pending Predictive Energy Optimization™ technology. These offerings reduce energy cost and consumption, helping facility owners, managers and occupants get more value out of their existing energy systems. BuildingIQ has commercialized 15+ years of building control systems, modeling and comfort research developed by the world-leading experts at the Energy Division of the Commonwealth Scientific and Industrial Research Organisation (CSIRO), Australia's national research organization, and combined it with industry expertise to offer commercial facility owners and managers high value solutions with no capital expense outlay.

The company has been honored as Winner of the AIRAH Award for Excellence in Innovation, Tech23's Greatest Potential Award, *Red Herring's* Asia 100 Award and most recently *Environmental Design + Construction* and *Sustainable Facility's* Readers' Choice Award and *Connectivity Week's* Buildy Award.

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