



AN ECLEAR CUSTOMER JOURNEY



eClear Infrared Thermal Scanning Success Story in Manufacturing

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The New England Die Cutting company tells their story of how they decided to deploy eClear and what drove them to it.

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About NEDC

NEDC Sealing Solutions has been offering solutions through die-cutting, laser-cutting, molding, fabrication/assembly, and waterjet cutting for the past 30 years. NEDC has evolved from a garage with a few manual die-cutting machines to a 70,000 square foot facility facilitating solutions through high quality products such as EMI/RFI absorbers, insulators, thermal pads, tapes, gaskets, and epoxy preforms. NEDC Sealing Solutions now deals with military, medical, aerospace, and consumer markets.

NEDC is an SBA, woman-owned business located in Methuen, Massachusetts. It employs over 55 people. Its strengths are emphasized through its employees, experience, service, and commitment to quality. NEDC is ITAR Registered, AS-9100D certified, and ISO 9001:2008 certified. Through these different certifications NEDC offers a superior quality system for its products that it offers.



Visit www.nedc.com for more information about the company.

Thermal Screening Trial and Error

The Road to a Solution



Kimberly Abare is the President of NEDC who has been running the business successfully for many years, so when the COVID-19 pandemic hit in early 2020, she had to find a way to keep the business running while keeping her employees safe.

As the pandemic spread and as more businesses began adding thermal checks to their screening processes, Kimberly noticed that many establishments were doing it from behind a podium and they weren't sharing the final results with the people who they were screening. This generally makes most people feel uncomfortable with the process and Kimberly thought it was a horrible way to check temperatures. It's akin to taking a blood test and not knowing what the results will be for a many days. She thought it created unnecessary anxiety.



As an alternative, Kimberly decided to deploy infrared temperature screening guns at her facility but after using the devices for some time, she realized that they were inconsistent and the results simply couldn't be trusted.



A way forward with Self-Screening

eClear's Arrival at NEDC

In July of 2020, Dave Abare, the Vice President at NEDC reached out to eConnect to inquire about the eClear Thermal Screening solution which he learned about from researching on the Internet. He spoke to an eClear expert and although he was reluctant to buy eClear at first, he soon realized the product's value and that eConnect has provided over 350 customers with solutions since 2009. He took the leap of faith and bought the eClear along with a kiosk base for his main entrance at NEDC.

Within two weeks of using eClear Dave called eConnect to order a 2nd unit for NEDC's corporate gym. Once he placed the order, Chris Swanger, eConnect's RVP of Sales called Dave and Kim to see how the system was working for them and here is what they had to say:

Kim Abare

"Chris, the solution is amazing, it's accurate and our team members love it. They take their temperatures multiple times per day and they enjoy having the ability to read their own results. We use it to scan our team members, suppliers, vendors and customers and everyone likes the system."

Dave Abare

"It's simple, easy to manage and it takes just a few seconds to read your temperature. Our receptionist can hear the results from a distance which allows us to manage who can come into the building. We really like the system."

Kim and Dave both offered to be a reference for eClear. We thank them for their participation in the story.

