



Hungry Horse Engineering
Electrical Engineering Excellence

Interview #3

Owner: Neil Heckerman

What the business does: Electrical engineering consultancy with a focus on helping clients with investments, technology and growth. They serve in a consulting function to improve processes, save money, and make recommendations for use of capital and growth strategies.

Target audiences: They work in the U.S. and abroad and they work with audiences from maintenance staff to production managers up to the board of directors and executives. When working with clients, their objective is to solve a problem for them and help individual contacts to make a case for a better decision within their company.

How has COVID-19 impacted your business? H2E took the time to invest in their technology and embrace Microsoft Teams. Their employees are able to work from home with this investment. They saw financial impacts in the aerospace and construction sectors.

What has he learned? Communication and vision is critical; everyone's value equation is unique.

He is inspired by: "I believe in America and I want us to learn from this and have a re-awakening in our industry. If we invest in our technology and grow, others don't stand a chance. We can overcome given the opportunity. See the opportunity for change and come out of this more competitive – if you do the right things now, you could be positioning yourself much better than others for the future."