

## PROJECT SUMMARY

This global steel building systems manufacturer identified that lighting was 40% of their operating budget and wanted to do something about it. The interior environment is challenging with welding, roll forming and plasma cutting running 24x7.

While cutting costs was a primary motivation, if they could improve the work environment for their employees at the same time, all the better. Lastly, as their market rebounded from the recession, they couldn't afford interruption of operations and internal competition for capital was extremely tight. Based on these conditions, the AES team designed and implemented the following project beyond expectations:



THE UTILITY CALLED WONDERING IF WE HAD SLOWED DOWN OR SHUT DOWN DEPARTMENTS BECAUSE OF THE DROP IN CONSUMPTION... THAT WAS GREAT.

DEREK STORM, PLANT MANAGER



PRISMATIC DOMED SKYLIGHTS OVER THE WELD BAYS, PROVIDING NATURAL DAYLIGHT, IMPROVING PRODUCTIVITY AND SAFETY WHILE REDUCING ERRORS.

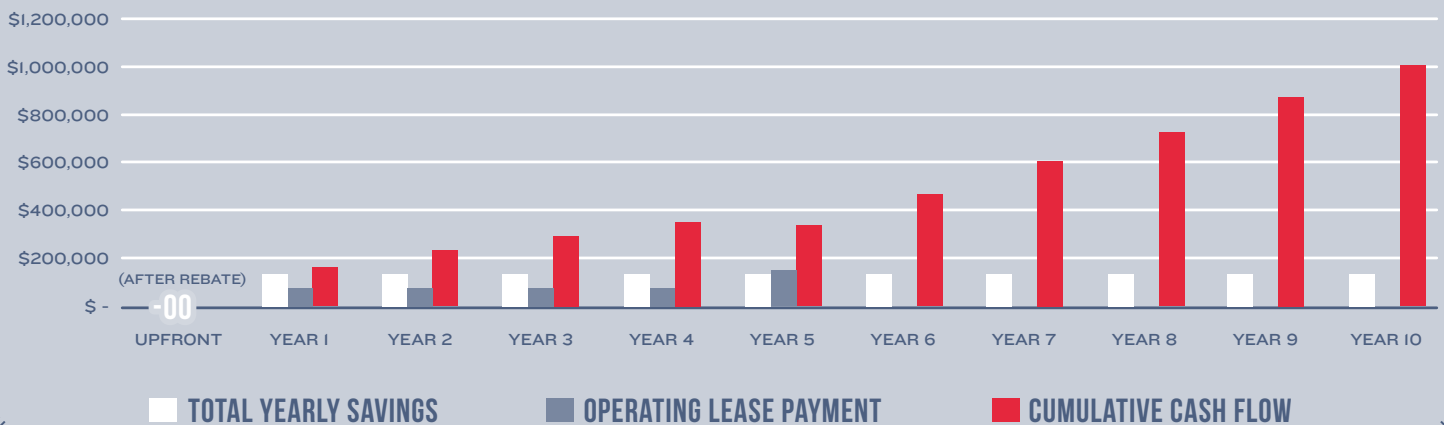
COMBO MOTION AND PHOTOSENSORS, INCREASING SAVINGS AND INCREASING REBATE TO 30% OF PROJECT COST.

STRUCTURED CASH FLOW POSITIVE, OFF-BALANCE SHEET OPERATING LEASE.

WORKED NIGHT SHIFT AND MANAGED INSTALL SCHEDULE AROUND KEY ACTIVITIES IN THE PLANT.

MODULAR LEDS TO REPLACE 1000W METAL HALIDES. FIXTURE DESIGN AND SPEC PROTECTS DRIVER FROM HEAT AND EASY TO MAINTAIN IN GRITTY ENVIRONMENT.

## PROJECT CASHFLOW



REBATE AMOUNT  
**\$108,072**

ANNUAL SAVINGS  
**\$137,338**

NET PRESENT VALUE  
**\$608,158**

SIMPLE PAYBACK  
**IMMEDIATE**

LIFETIME SAVINGS ————— **\$1,014,577**

KWH REDUCTION FOR ENTIRE FACILITY ————— **30.7%**

REBATE AS A % OF PROJECT COST ————— **19.7%**

DISCOUNT RATE ————— **10%**

INSTALLATION TIME ————— **4 WEEKS**

TO SEE ALLY IN ACTION VISIT US: [WWW.ALLY-ENERGY.COM](http://WWW.ALLY-ENERGY.COM)

INVEST IN THE FACILITY, NOT THE UTILITY





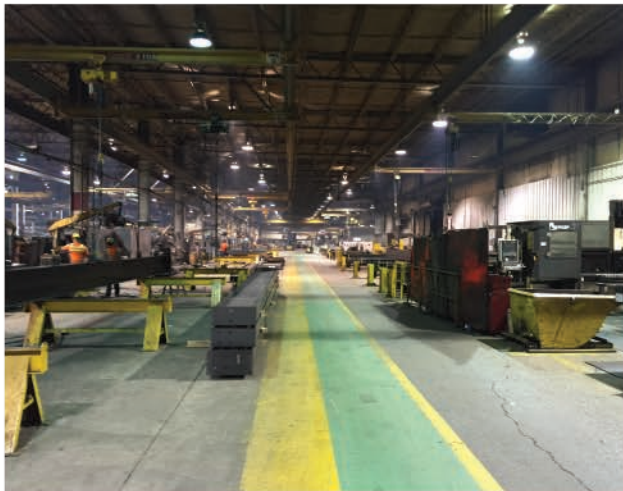
**FACILITY**



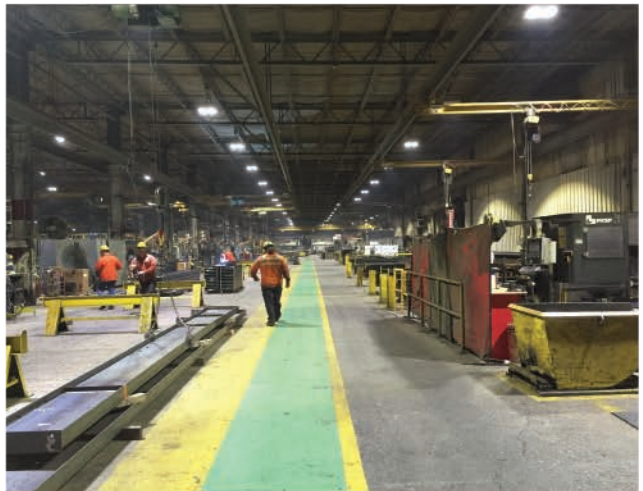
**1000W METAL HALIDE**



**262W LED WITH INTEGRATED  
MOTION AND PHOTO SENSORS**



**BEFORE**



**AFTER**