



FEATURED PROJECT

National Fixed-Based Operator

Ally Provides Real-Time Energy Monitoring at No Charge to Prove Value of Lighting Retrofit at Airplane Hangar

One of Ally Energy Solutions' largest clients is a fixed-based operator (FBO) providing world-class services and amenities to sixty airplane hangars throughout the United States. All of their locations had similar antiquated lighting systems that were expensive, inefficient and in need of upgrading. In bidding out the project, Ally provided conservative savings estimates made possible by lighting and sensor upgrades, but the savings seemed too good to be true, and the company was hesitant to sign off on a cross-portfolio retrofit without some kind of project validation in place.

To prove the value of the retrofit, Ally installed – at no extra cost to the client – real-time energy monitoring on a single test location. The results were dramatic and far exceeded Ally's initial estimates. The numbers provided the verifiable savings data that the company needed to achieve buy-in from all stakeholders. Numbers from a single lighting circuit within the project scope showed amperage drop from 16 at full load to just 5.3.

LED Lighting

Ally replaced old, inefficient lighting systems with new ultra-efficient and long-lasting LED lights.

Occupancy Sensors

The existing lighting system ran 24/7/365, and the usage was high and unvaried. Ally installed occupancy sensors to shut off or dim lights in unoccupied areas.

Real-Time Energy Monitoring

To provide proof of concept and validate the savings made possible by the retrofit, Ally installed real-time energy monitoring at the initial project site at no extra charge. The monitoring equipment was installed before commencing the upgrade in order to show before and after energy usage.

Featured Project by the Numbers

Annual Energy Savings

600,000 kWh

Annual CO2 Emissions Reduced

>550,000 lbs.

10-Year Positive Cashflow

\$500,000

Annual Cost Savings

>\$60,000

Utility Rebates and Incentives

\$37,000

Upfront Investment

Simple Payback

<3 Years



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