

How Lightserve Orchestrated a Nationwide Rollout Across 3,763 Locations in 8-Months

Project Overview

While the aggressive request was overwhelming to other contacted vendors Lightserve leveraged their trusted installation team, massive planning capability, rebate filing relationships, and Express Truck Roll methodology to deliver on-time, and below budget.

Managing a successful nationwide rollout of LED retrofits across 3700+ locations requires an experienced team to coordinate product, installation crews, and rebate administration.

The Project Management Team

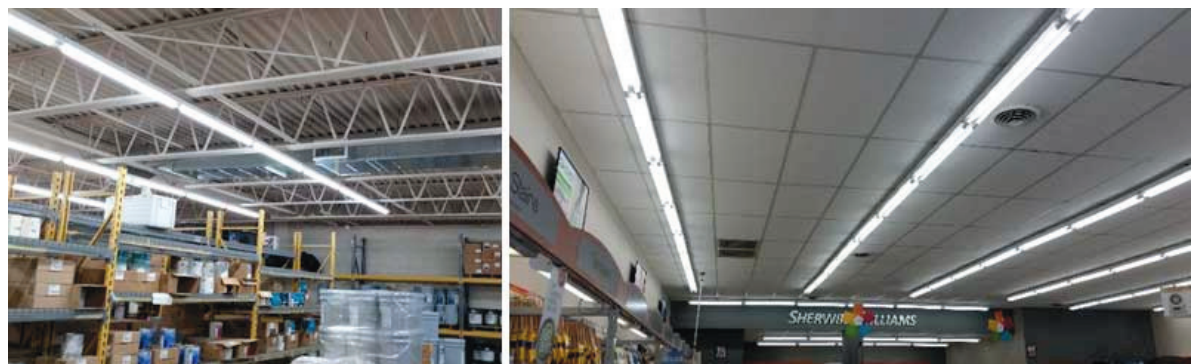
The orchestrating of installation of 559,145 Direct Wire LED lamps across 3,763 locations is one of great control, technology, flexibility and scheduling.

This means forecasting product availability, individual crew and location scheduling, seasonal weather forecasting, rebate availability, material procurement and staging, as well as nationwide recycling pickups.

During the project, dedicated project teams balanced materials, coordinated installer expectations, and provided clear visibility to the client- all with centralized and Lightserve managed scheduling.

Accurate asset data is provided to the client throughout the process with our cloud-based management system. Along with assets, real time project check-ins monitor scope adherence, troubleshoot site conditions, and scale workflow as required to stay on schedule.

The Sherwin-Williams corporate facility team, and individual store managers were all involved in approving plans and scheduling, and had complete project visibility before the bulk of the project began.





LIGHTSERVE[®]

Delivering for Sherwin Williams

“
 Working with Lightserve was fantastic. Not only was I happy with the speed and drive used to get over 3800 locations retrofitted in 8 months, but their communication was both prompt and transparent. For a program of this size to run that smoothly was an unprecedented experience on our end.
 ”

Jake Hostetler
Facilities Analyst



Schedule

May 2 - Dec 29

Stores

3,763 Total

Lamps

559,145 installed

Warranty Lamps

Failure Rate: 0.5%

2164 DOA

442 failed install

Budget

Estimated \$12M

Total billed \$10.65M

12% under budget

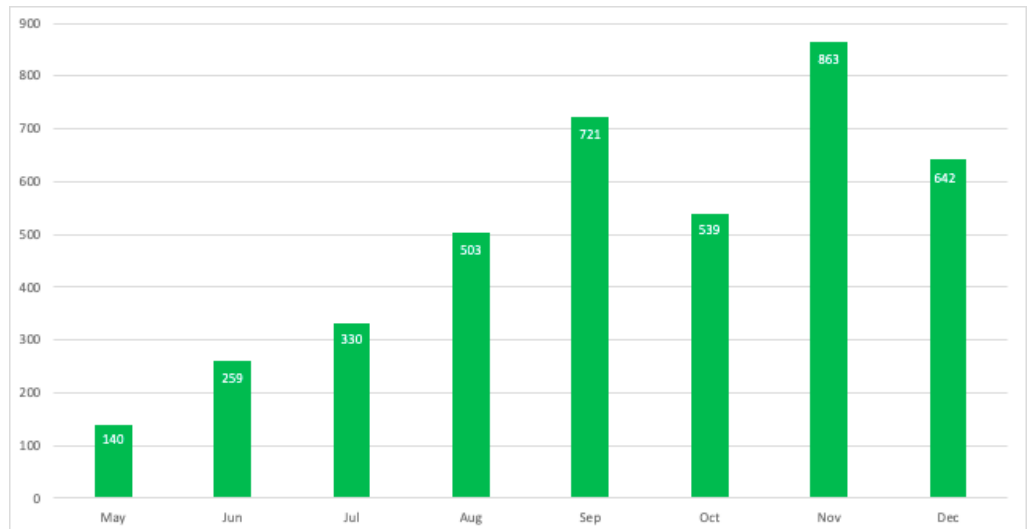
The Rebate Team

Never before have we filed so many rebates for one program so quickly.

Throughout the aggressive installation schedule and over the following few months, we filed 1,142 applications and secured \$976k in utility rebates for our client.

Our process adds value to our clients. Relationships, expertise, and technology means maximum rebate dollar returns. Our rebate team’s integration with Lightserve’s project management group, utilizing our cloud-based ARC management system, mean nothing gets missed.

Store Retrofits per Month



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