

Why Top Luxury Retailers Chose Illumetek, a Division of Lightserve for Portfolio-Wide Lighting Upgrades

Project Overview

A premiere anchor store retailer outlined a portfolio-wide upgrade to LED lighting that included 28 million square feet of retail space and 2.7 million square feet of logistics and distribution to be completed in less than three years. They released a 'request for proposal' to their premium manufacturers of choice and asked them to package a solution that could deliver the aggressive schedule on time and budget.

Illumetek, a Division of Lightserve was enlisted by manufacturer Osram Sylvania to outline a program using our total portfolio management system and logistical expertise. At a fixed national price, Illumetek, a Division of Lightserve offered complete lighting audits, rebate administration, material handling, warranty management, scheduling compliance and a guaranteed deadline.

The retailer was pleased, but skeptical with the aggressive schedule and challenged Illumetek, a Division of Lightserve to deliver and gladly accepted. Sixty-seven locations were completed in five months across twenty-one states, including Alaska. Their Vice President of Facilities and Energy was thrilled to be proven wrong and Illumetek was given the rest of the program to complete in year two, including five distribution centers.

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As a National Accounts Customer who has done many lighting projects (both self install and using a contractor), I can say with confidence: Illumetek is the best company we've used to assist with install & rebate work. Our install projects with Illumetek have been on schedule and at our under budget. They complete and submit rebate work with a high attention to detail. Plus, they are all just nice people! They are true stewards of the philosophy "under promise, over deliver."

Vice President of Facilities & Energy

Results

To date, one hundred and seventy-five stores and four distribution centers now operate with 100% LED lighting. The client has realized nearly \$3.4M in energy savings and has received \$2.2M in utility rebates, managed entirely by Illumetek, a Division of Lightserve and paid directly to the customer in full.

Our focus is on helping businesses advance their efficiency and sustainability initiatives through lighting, electrical, controls, and IoT solutions. We are committed to every client's results.

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