

CLIENT SUCCESS STORY

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**Robert Faust, Maintenance Manager of Facilities and Equipment
ICS Corporation**

OVERVIEW

As a major player in the Marketing & Advertising space, it was crucial for ICS Corporation to reach their energy saving goals and overall employee happiness and effectiveness. Find out how OEO helped them achieve their objectives.

THE CHALLENGE

ICS Corporation was moving from a 100,000 square foot facility - which OEO had already upgraded with their direct replacement EZ LED lamps - to a 200,000 square foot facility.

Inside the new facility were old T12 fixtures. ICS Corporation wanted to update the look, improve the light output, save energy and keep the cost around \$100 per fixture.

THE SOLUTION

Upgrading the look, light output and saving energy was not going to be an issue, but keeping it in their budget was. Since they already loved the OEO direct replacement lamps, OEO decided to go with their new fixture model of the lamp, the Focus 150, as the LED.

To make the pricing work, they tapped into the New Jersey Clean Energy Program which helped get their net cost down to \$104 per fixture.



THE RESULTS

OEO met all of their goals with the upgrade – look, light output, energy savings and cost. They did find other benefits that they weren't expecting when OEO started the project. Worker morale now seems to be up and they always get compliments from their customers when they come through to check out their operation.

TESTIMONIAL

"From the first interaction I had with OEO and Matt over at our old building, everything ran super smoothly. With the OEO EZ LED swap out, the ROI with the rebate took only about 2.5 months until we started saving money. So when we moved to our new facility which is twice the size, it was a no brainer that I was contacting Matt at OEO again.

We went with a fixture that is super reliable and one of the most commented on features of our building when we have potential clients or current clients that tour our facility.

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OEO CONTACT DETAILS

See what OEO can do for you!

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THE FINAL PRODUCT

