

# FROM LEGACY TO LED LIGHTING: HOW BISM SLASHED ENERGY COSTS ACROSS MULTIPLE SITES

## SUCCESS STORY OVERVIEW

Blind Industries & Services of Maryland (BISM) partnered with OEO Energy Solutions on an **LED upgrade** that **nearly paid for itself** to upgrade lighting across 4 sites, improving visibility, efficiency, and control while **leveraging available utility incentives**.

The rollout included **5 total projects across various utility territories** (BG&E, Delmarva, and Duke Energy). OEO provided 500+ high bay fixtures with motion sensors, 500+ troffers with motion sensors, and 2500+ LED tubes, tailoring each solution to the their needs.

Most fixtures use **motion controls to reduce wasted energy**, while select troffers include **Bluetooth dimming for employees who require more flexible light levels**. The result is a smarter LED strategy that helps **modernize Blind Industries' facilities and reduce operating costs**.

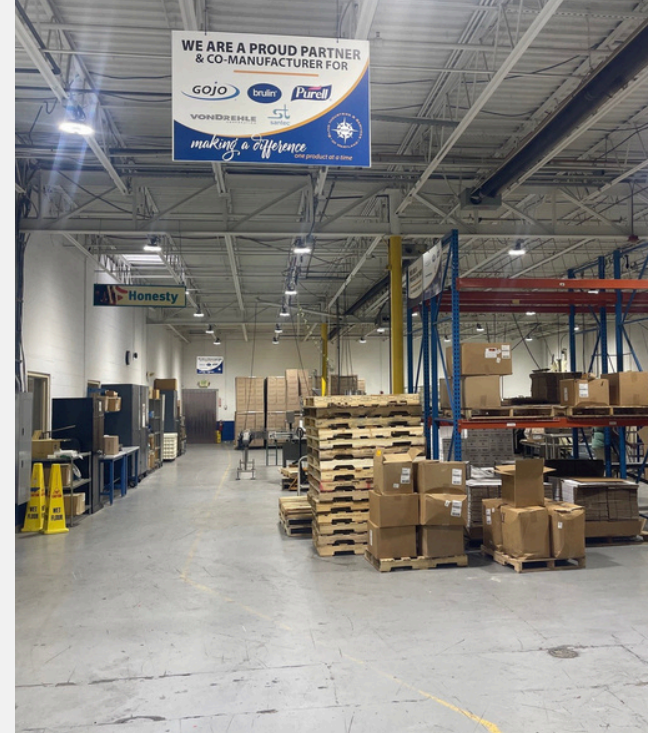
OEO LED T8 TUBES,  
TROFFERS, HIGH-  
BAYS, MOTION  
CONTROLS +  
BLUETOOTH  
SENSORS



# THE CHALLENGE

## Blind Industries needed:

- Multiple locations across different utility territories
- Mix of high bays, troffers, and LED tubes
- Need to reduce energy use without disrupting operations
- Some areas required more flexible dimming due to employee light sensitivity



# THE SOLUTION

## OEO Energy Solutions provided:

- OEO coordinated rebate strategy across BG&E, Delmarva, and Duke Energy
- Upgraded high bays, troffers, and tubes
- Added motion sensors across most fixtures
- Used Bluetooth dimming selectively where needed
- Included installation support on two projects



# THE RESULTS

- 5 projects across 4 sites
- 571 high bay fixtures with motion sensors
- 506 troffers with motion sensors
- 2,520 LED tubes
- Available incentives leveraged across utility territories