

Case Study for:

**Amica Mutual Insurance Company**

Rhode Island



Revolution  
Lighting



Case Study:

**Amica Mutual Insurance Company**

## Case Study: Amica Mutual Insurance Company

“ Revolution Lighting’s division, Energy Source, assisted with critical project requirements including scope development, budgeting, incentive procurement and project management, to expedite our process, completing the project in less than three months. Our LED lighting and control solutions retrofit will reduce operating expenses, while increasing light quality to improve employee comfort, health and well-being.”

- Amica Mutual Insurance Company



**ENERGY SAVINGS**



**PAYBACK PERIOD**



**IMPROVED EFFICIENCY**

### TURNKEY SERVICES USED

- Scope development
- Budgeting
- Project management
- Incentive procurement

### PRODUCT BENEFITS

#### OPERATIONAL

- 60% greater lighting efficiency
- 50,000 hour lamp life reduces long-term maintenance costs
- Instant on, no warm-up time

#### SAFETY

- No glass
- Negligible light depreciation over time
- Superior light output

#### SUSTAINABILITY

- Lack of UV or IR minimizes concerns with fading or discoloration
- Mercury-free, allowing for non-hazardous disposal
- 100% recyclable

### OPPORTUNITY

Amica Insurance was looking for a way to control energy costs in four corporate office buildings through a more efficient lighting solution. Its existing facilities lacked comprehensive management systems to control and optimize lighting energy use. Lights were continually left on due to manual control, and often turned off by either cleaning crews or security during non-business hours. Total project cost and ROI were key considerations by Amica, seeking to utilize local utility incentives to address this. To pursue this project, Amica was looking to partner with a solution provider who could offer a turnkey solution, to assist and manage the various phases of project development and implementation.

### SOLUTION

Amica Insurance partnered with Revolution Lighting’s division, Energy Source, based in Providence, Rhode Island, to provide comprehensive turnkey solutions, installing high-efficiency LED lighting and control systems throughout the facilities, including offices, corridors, conference areas and other secondary spaces. Energy Source assisted with various aspects of the program development, including scope development, budgeting, incentive procurement and project management. Completed in less than three months, the extensive retrofit program replaced existing T8 fluorescent fixtures with LED fixtures, reducing fixture lighting energy use by 35%. To enhance these project savings, Energy Source integrated smart controls through a central management system to regulate lighting use based on occupancy and vacancy sensing, daylight harvesting, task tuning, and time of day control, increasing lighting efficiency by an additional 20%. As a result, Energy Source was able to deliver annual energy savings of \$766K. Working with the local utility, National Grid, Energy Source received more than \$733K in project incentives, reducing project costs by 45% to achieve a payback of only 3 years.