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Energy Focus first and only UL-verified low-flicker LED lighting products Available for Purchase by Texas Schools and Other Agencies on BuyBoard

SOLON, Ohio, Jan. 4, 2016 -- Energy Focus, Inc. (NASDAQ:EFOI), a leader in LED lighting technologies, today announced that its LED lighting products are available on BuyBoard.com through its partnership with E3 Entegral Solutions, an energy efficiency solutions provider. BuyBoard is a member-driven purchasing group available to Texas schools, nonprofit organizations, municipalities, counties, and other governmental entities. As a leading provider of the first and only UL-verified low-flicker LED lighting products, Energy Focus offers BuyBoard members a portfolio of lighting options that can provide energy savings of up to 75% over older fluorescent technology used in many public and private facilities.

BuyBoard helps their members save time and money by providing centralized product qualification, increased purchasing power and a large and varied product selection in one online location. It is administered by the Texas Association of School Boards and endorsed by the Texas Municipal League (TML), the Texas Association of Counties (TAC), and the Texas Association of School Administrators (TASA). Additionally, other national cooperatives can participate with BuyBoard, leading to its national reach beyond K-12 schools. Eligible participants are school districts, colleges, universities, municipalities, counties, and other local government agencies.

Offering Energy Focus products on BuyBoard.com provides the Texas school system an unprecedented opportunity to create a more natural and productive learning environment for the 4 million students it serves by replacing tubular fluorescent lamps with Energy Focus' proven, energy efficient LEDs. Research has shown that fluorescent lamps produce harmful UV radiation and contain hazardous materials such as mercury. Fluorescent lamps generate unnatural, high-energy wavelength spikes, and most individuals are susceptible to these spikes to varying degrees. Fluorescent lights using magnetic ballasts also generate low-frequency flicker that can induce seizures in people with photosensitive epilepsy, which inflicts one in 4,000 people.

Flicker and wavelength spikes have been linked directly to headaches, fatigue, blurred vision, eyestrain and reduced visual task performance for certain individuals including children and people with autism. The Job Accommodation Network, a technical assistance service provided by the U.S. Department of Labor's Office of Disability Employment Policy, lists reduction or elimination of fluorescent lighting as an appropriate accommodation for many conditions including epilepsy.

By leveraging the purchasing power of hundreds of members to competitively purchase state-of-the-art (energy-efficient) LED lighting, Texas schools can enhance the environment of their classrooms with full spectrum, mercury-free, and UL-verified low-flicker Energy Focus LED lighting products. These products, having been developed based on the company's U.S. Navy heritage and proprietary LED technologies, are now installed in a growing number of government and commercial properties with industry leading performance for efficiency, stability and durability.

"We are absolutely proud and enthusiastic to assist the nation's schools in lowering their energy costs and carbon footprint, while improving classroom aesthetics and student wellness with our leading LED lighting technology," said James Tu, Chief Executive Officer of Energy Focus, Inc. "Our partnership with E3 Entegral Solutions is a pioneering and exhilarating milestone for both entities to dramatically enhance the lighting standards and performance of Texas' school systems, as well as other state and municipal entities."

To learn more about Energy Focus, please call 1-800-327-7877 or visit www.energyfocus.com.

About Energy Focus, Inc.

Energy Focus is an industry-leading innovator of energy-efficient LED lighting technology. As the creator of the only 100% flicker-free LED products available, our lighting solutions provide significant and measurable benefits over conventional and fluorescent lighting, including extensive energy savings, safety and health benefits, and improved aesthetics.

As a long-standing partner with the U.S. government, Energy Focus has a proud history delivering energy-efficient LED products to the U.S. Navy. Every unit we ship is subject to rigorous testing in the most adverse conditions possible, ensuring unparalleled quality and reliability. Our family of customers and partners include national, state and local U.S. government agencies as well as Fortune 500 companies across education, healthcare, retail and manufacturing industries. Energy

Focus is headquartered in Solon, Ohio, and has additional offices in Washington, D.C., New York, Minneapolis and Taiwan.

About E3

E3 is the preferred design-build contractor in Texas, providing holistic facility solutions that reduce energy usage, create comfortable environments, and improve operational efficiency. Offering comprehensive solutions for facilities, their expertise is in HVAC Replacements, LED Lighting Design & Retrofits, Building Automation Systems, MEP Design, Energy Auditing, Water Conservation, and ongoing Performance Management.

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