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Furniture Manufacturer Sees Savings of Nearly 80% from Lighting Retrofit with Orion's Energy Efficient Apollo® LED Fixtures Managed by Smart Controls

Local utility incentives reduced customer's upfront project cost by 50%

MANITOWOC, Wis.--(BUSINESS WIRE)-- Orion Energy Systems, Inc. (**NASDAQ: OESX**) ([Orion Lighting](#)), a leading designer and manufacturer of high-performance, energy-efficient LED retrofit lighting platforms, was selected by a major U.S.

furniture manufacturer to provide its APOLLO® LED High Bay fixtures for a retrofit of the customer's legacy high intensity discharge (HID) lighting systems in a contract valued over \$500,000.

By replacing over 1,000 HID fixtures with Orion's APOLLO LED High Bays and smart controls the customer is expected to reduce its lighting electricity consumption by nearly 80 percent. Further, the project qualified for an energy-efficiency incentive from the local utility that reduced the customer's upfront project cost by 50 percent.

The APOLLO LED's 152 lumens per watt performance delivers 30 percent more illumination than comparable alternatives. More lumens per watt means the fixtures produce more light using less energy, therefore even with the added cost of the smart controls, the Orion system will yield a better ROI than comparatively priced systems. The future-proof, modular design of the APOLLO LED High Bay makes it quick and easy for the customer to install. It also allows maintenance crews to keep pace with new technology or to meet new light distribution requirements, such as moving from open area lighting to aisle lighting, or from high bay to low bay applications.

Finally, the customer selected the Orion fixtures because of their compatibility with their smart control system that will further improve facility performance and maximize energy savings. Utilizing smart controls, the fixtures' output can be raised or dimmed to meet the needs of each of the facility's production cells at a given time. The controls are also configured to track driver and fixture performance, allowing the customer to track and manage their energy usage and savings in real time.

Orion CEO John Scribante commented, "Combine the highest performing, energy-efficient LED high bay fixture in its class with smart controls and a significant utility rebate, and an Orion retrofit becomes a compelling business decision with an impressive ROI. Orion lighting systems are designed to span across a facility ceiling and serve as a powerful platform for integrating controls for additional energy savings or to solve other business problems. Today's controls and software applications can be easily integrated with our lighting systems to deliver intelligent asset management, power monitoring, heat mapping, occupancy control, and more. Orion's selection for this project exemplifies the value and potential of our digital ceiling platform."

About Orion Energy Systems

Orion is a leading designer and producer of energy efficient lighting and retrofit lighting solutions for commercial and industrial buildings. Orion manufactures and markets connected lighting systems encompassing LED solid-state lighting and smart controls. Orion systems incorporate patented design elements that deliver significant energy, efficiency, optical, and thermal performance that drive financial, environmental, and work-space benefits for a wide variety of customers, including nearly 40 percent of the Fortune 500.

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