

## Our Customer:

A publicly traded grocer, and one of the largest in the USA, engaged Sona Energy Solutions to help reduce electric load in one banner (150+ sites) by upgrading lighting and leveraging various utility efficiency funds to help finance project implementation.

## Project:

The Sona team worked with various customer touch points to identify best possible locations to begin with project rollouts. Sona performed full site audits at various locations over several weeks and developed scopes of work using corporate approved light fixtures. Sona also added a level of control over the lighting which is able to be adjusted at the site or at corporate offices. The added control provides the opportunity to dim the new fixtures to a level low enough to not overlight the space but still provides an appealing environment and highlights all products throughout the store to help sell through skews.

*Areas of lighting in scope included but not limited to; general/sales floor lighting, low & medium temp case lights, accent lights, utility locations (prep areas, back of house, offices, refrigerated and frozen boxes), spot lighting and all exterior lighting (accent, canopy, wall packs, flood, pole light)*



## Results:

Sona has completed 25 sites over a 1.5 year period  
Average Sq. Ft of Interior - 54,000  
Average Return on Investment - 51%  
Average Simple Payback - 1.96 years

These site upgrades have yielded our customer annual kWh savings of over 15,000,000!