



Intelligent Lighting Technologies CASE STUDY | THE PERZIA GROUP LTD.

The Perzia Group Ltd Design & Building Consultants
Market Segment: Commercial Building



Client's Problem

Owners Steve and Carla faced a challenge. They owned and managed the 70 East and 700 Bay apartment buildings for years and were facing increased lighting costs due to the requirement to keep 24 hour lighting in common areas, for the safety of all tenants and staff.



Dependency on Fluorescents: They had in place **T12 Fluorescent Tubes** and were experiencing increased costs due to maintenance staff constantly replacing burnt out bulbs and ballasts. They attempted to seek out more efficient lighting options from electrical contractors and suppliers but were left **unsatisfied**. The price to convert to LED fixtures was very high and the cost of installation brought the price out of range.

Age of Fixtures: The age of the fixtures were also a concern as they believed they would need to be changed out completely which would add to the cost of any retrofit.

The ILT Solution

ILT was able to retrofit **all** of the existing T12 fluorescent fixtures with the ILT Conversion Kit. Removing the ballast and tubes from all the existing fixtures eliminated the maintenance issue they were having. There is no more ballast to service and anyone can screw in a bulb. We dropped the energy from 90 Watts to 19 Watts saving Steve and Carla **79%** on the lighting cost.



Results

Perzia Group began saving on energy costs immediately!

	KW Hours	Energy Costs
Before	210,012 Total KW Hours	\$29,401 at 0.14/KW and 24hrs/day
After	48,143 Total KW Hours	\$6740 at 0.14/KW and 24hrs/day

*Full audit available

Client Testimonial

January 29,2016

The Perzia Group Ltd. has been in the building construction and managing residential apartment buildings for the past 50 years.

We strive to reduce the maintenance and repair costs each year; especially the exorbitant increases in the electrical costs.

ILT Lighting introduced cost savings by retrofitting our florescent light fixtures and switching to LED standard bulbs. This is a real energy savings since the apartment fixtures run 24-7.

We are extremely satisfied with the upgrade and the solution put forward by Mr. Temporao. The upgrade was carried out in a very professional manner with no disruption to the building and our tenants.

Yours truly,

*Steve Perzia
President
The Perzia Group Ltd.*

