

## FINANCING CASE STUDY

# Financing Helps Pediatric Clinic See the (LED) Light

**Project savings and pre-approved \$4k rebate almost unrealized from lack of budget.**

## THE CHALLENGE

Old, outdated office lighting was inefficient and created a poorly lit atmosphere for the doctors' office waiting room. But, even though Utica Pediatrics was already pre-approved for a rebate and excited about the new lights, they hadn't budgeted this project.

## THE SOLUTION

BlueRock Energy Services partners with Noesis so they can offer project financing. So, no budget? No problem! Utica Pediatrics was quickly approved (in a day!), and the funds were available for project completion within weeks.

## THE RESULTS

Upgrading the lighting to LED changed the look of the entire room. The cause of this dramatic change was due to the variance in the color temperature of the florescent lamps and that many of them were at the tail end of their life expectancy. They were using lamps that were metered at 2700K, close to the color of standard incandescent and the LED replacement lamps installed were rated at 5,000K, the equivalent to daylight. And, the project saves Utica Pediatrics over \$5,000 a year!

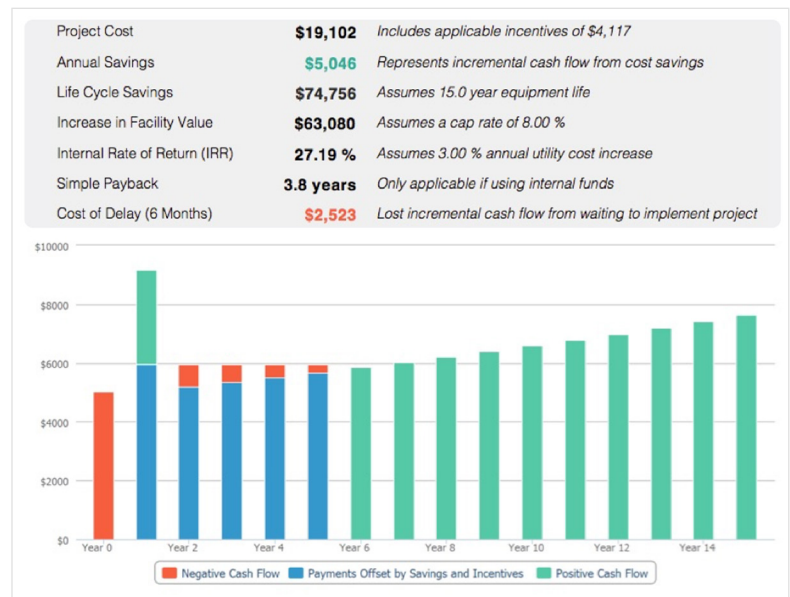


Before



After

## ECONOMIC SUMMARY



## ABOUT NOESIS + BLUE ROCK

Partnered with BlueRock Energy Services, Noesis is a supporting business partner who provides innovative financing products tailored to energy efficiency products and projects, along with tools to provide third-party project savings verification.

**“When proposing lighting projects, there is a technology barrier to overcome; we are talking LED advancements and the client only hears ‘lights’. But when we can showcase the project economics in such a clear way using Noesis, our clients begin to understand something that matters to them, cash flow. And by adding Noesis financing, the project becomes a familiar transaction that keeps the business efficient and successful.”**

—Jerry Schavone, Director of Sales and Marketing, BlueRock Energy Services