



**STATE ELECTRIC
SUPPLY CO.**
CUSTOMER FOCUSED, QUALITY DRIVEN

ENERGY SOLUTIONS

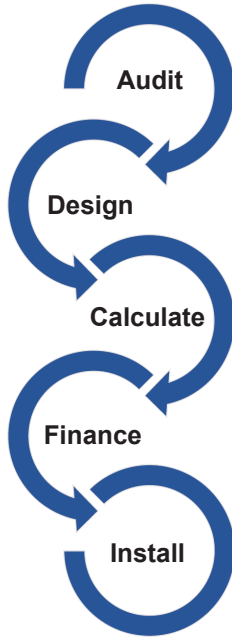


WE ARE YOUR TOTAL ENERGY SOLUTION

Our goal is to provide a turnkey solution for your renovation & retrofit plans that will meet all of your expectations. We are confident our 5 step process will help you develop the strategy which makes the most financial sense and will move you toward your goals of Energy Reduction, Maintenance Reduction, Increased Productivity, Reduced Environmental Impact, and much more.

5 STEP PROCESS **Audit**

Lighting & Retrofit Solutions

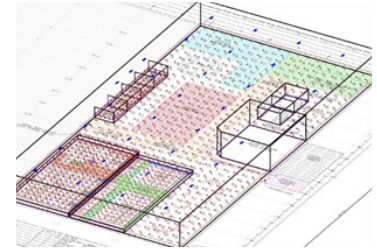


We take extra care to make sure we have the correct lamp types and counts as this analysis is the basis for all calculations. This will also insure we calculate the correct bill of materials and your Return on Investment. In addition, we evaluate each space within the area to determine whether the space is over or under-lit.

- Space-by-space analysis
- Performed by a trained specialist

Design

With our NCQLP – LC on staff, we have the ability to virtually design each space in house at no additional cost to you. We ensure you are maximizing your budget and choosing the strategy that makes the most financial sense.



Calculations

Once the fixtures and lighting controls are determined we can begin creating the Efficiency Measures which will ultimately calculate the ROI for your project.

Efficiency Measures:

- kWh Savings
- Operating Savings
- Payback
- NPV
- IRR
- Maintenance Savings
- Energy Savings
- Cost of Waiting

This information is needed to calculate any rebates which may be available from the utilities.

Proposal

This information is then combined into your entire job proposal. Examples of information include:

- Executive Summary
- Space by Space Upgrade Overview
- Cost of Waiting
- Environmental Impact Calculations

We have the ability to subtract or add additional information as requested. This information becomes the scope of work and the baseline for both installation and financing.

Rebate Administration

We manage the entire process from pre-application until you have your check in hand.

Financing

For your project to be financed, it has to make financial sense for both you and the lender. For a project to qualify, it must meet certain ROI length criteria. Our calculations are used to ensure the scope of work is accurate and help bring reassurance to the lender. The goal is to make you cash flow positive immediately, for example If your monthly savings are \$1,000, your monthly payment might be \$800.

Not only can you finance material cost, but you can also include any soft costs such as labor.

Installation

State Electric Supply Co. does not do installation, however, we work very closely with hundreds of Electrical Contractors (EC's) across the Mid-Atlantic to provide you with the best fit for your project. They will do a walkthrough as well to get a feel for the scope of work, and will utilize our proposal to calculate disposal costs as well as fixture counts to give you an accurate quote.



We Accept the Challenge, Large or Small, to Find the Right Solution for You

We will work with you to assure we are meeting the expectations you have. We will educate you on the different capabilities and options to work within your budget.

Lighting Solutions



RETROFIT

We provide all the renovation solutions to help you make the best decisions for your lighting and control projects.



NEW CONSTRUCTION

As the lighting industry continues to evolve, we have all of the up-to-date lighting solutions to fit your needs.



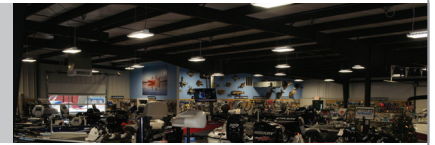
LIGHTING CONTROL

We have the ability to help you maximize and future proof your investment. Controls unlock the full potential of LED fixtures and give you the ability to maximize your efficiency. Whether you have a full building controls system or you want to start with a single room, we can help you build a platform that will allow your system to grow at your pace.



LED BENEFITS

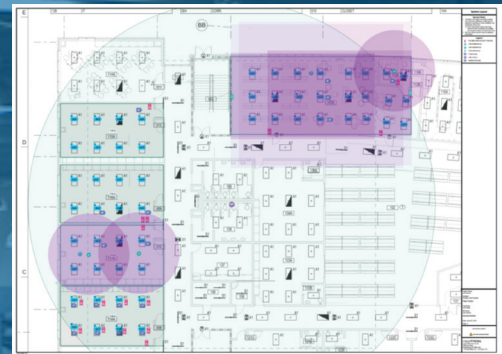
- Energy Savings
- Low Maintenance Costs
- Long Life
- Durable
- Low Wattage
- Cool Temperatures
- Environmentally Friendly
- Better Light Quality



IN-HOUSE DESIGN CAPABILITIES

CONTROL DESIGN

- Occupancy, Vacancy, Daylight Harvesting, Scheduling, Load Shedding, Energy Management, Building Automation
- Design to code requirements
- Bill of Material (BOM) Generation
- Ability to work one-on-one to assure proper sequence of events for your space
- Commissioning and Start-Up
- New Construction or Renovation



LIGHTING DESIGN

- Design to IES recommendations
- Ability to layout space with several different manufacturers
- Bill of Material (BOM) Generation
- Generate point by point foot candle levels
- Ability to render design to help you truly visualize your space
- New Construction and Renovation

LOCAL • KNOWLEDGEABLE • SUPPORT

WE ARE YOUR TOTAL ENERGY SOLUTION

To Find a Location Nearest You Visit stateelectric.com

Request our 5 Step Process Lighting & Retrofit Solutions

Energy Solution Specialists

We offer expert staff across our footprint to help you on products and solutions to maximize your energy efficiency.



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