



LEADING THE FUTURE OF  
**LIGHTING + TECHNOLOGY**

Every Watt is Worth  
**\$0.50 a Year**

## The \$5.6M Cost of Waiting

# Case Study

EMC helped a national bank generate over \$5M in additional cash flow by accelerating their LED lighting modernization timeline.

### ► The Client's Plan

A national bank with 1,200+ branches initially planned to convert 200 locations to LED lighting over a 10-year period, with the remaining branches to follow gradually.

EMC recognized an opportunity. Our analysis showed that retrofitting all 1,204 branches within a single year (rather than spreading the project across a decade) would generate \$5.6 million in incremental cash flow. The substantial savings came from accelerating the kilowatt-hour reductions that would have been realized gradually under their original timeline.

### ► Solutions + Results

Despite initial hesitation, the client partnered with EMC to complete the full **1,200-branch project in just 12 months**. Using our proprietary EnergyMAXX® system, EMC leveraged competitive advantages in project prioritization, auditing, and rapid deployment at scale.

EMC delivered the project on schedule. The client captured the full **\$5.6 million** in accelerated cash flow and strategically reinvested those funds into additional energy efficiency initiatives across their portfolio.

### ► The Plan



#### Client Goal

Convert **200 branches** to LED lighting over a **10-year period**.



#### EMC Strategy

Accelerated the rollout by upgrading all **1,204 branches in a single year**.

### ► The Impact



#### Execution + Financial Outcome

Completed the rollout **10x faster** than original plan, unlocking **\$5.6M in additional cash flow** through accelerated energy savings.