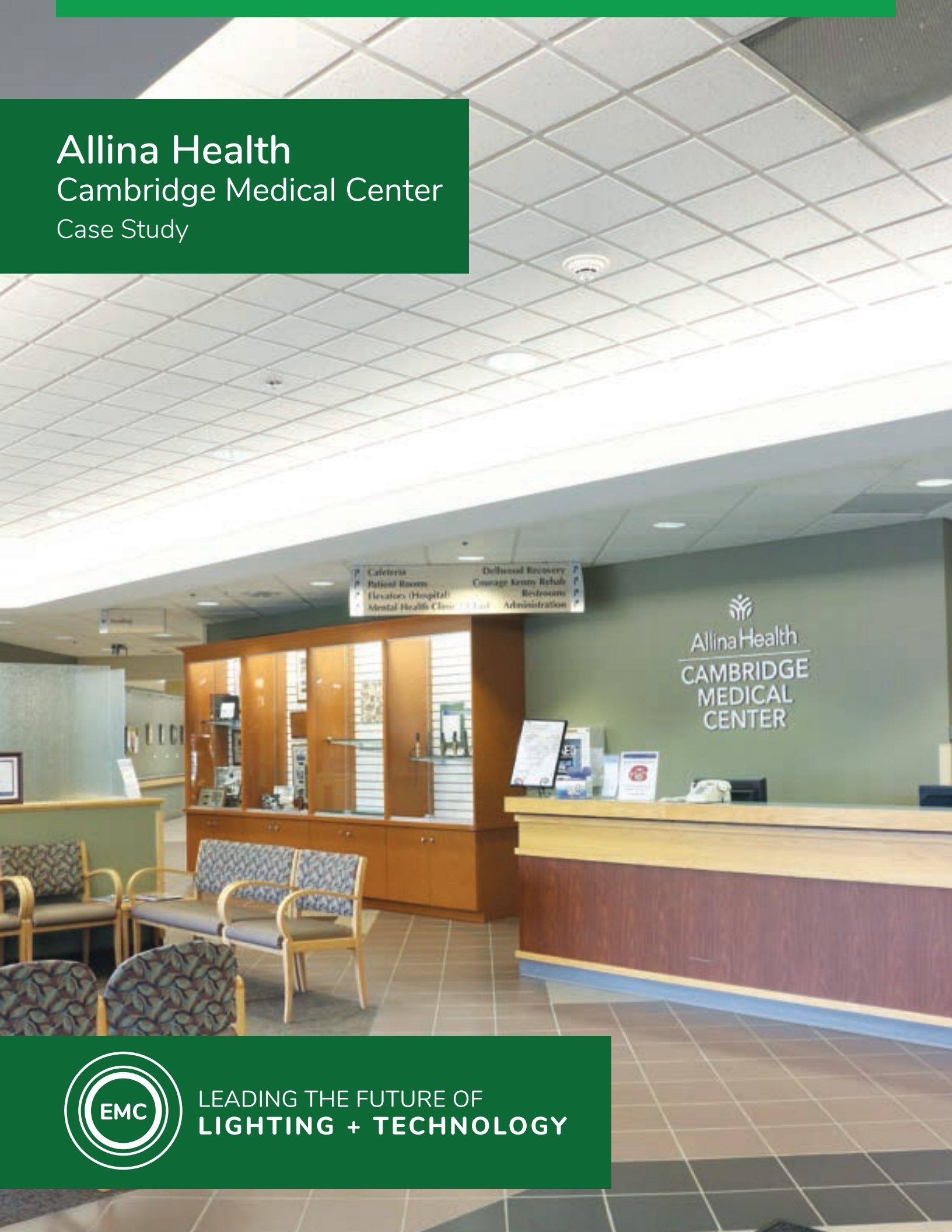


# Allina Health Cambridge Medical Center Case Study



LEADING THE FUTURE OF  
**LIGHTING + TECHNOLOGY**

# Allina Case Study

## Investment Summary Cambridge Medical

Project Cost  
**\$282,878**

Rebate  
**\$50,460**

Energy Savings  
**\$68,057**

Maintenance Savings  
**\$14,144**

Payback  
**2.8 years**

### The Challenge

Allina Health is a not-for-profit health care system that cares for patients from beginning to end-of-life through its 90+ clinics, 13 hospitals, 15 pharmacies, specialty care centers and specialty medical services that provide home care, senior transitions, hospice care, home oxygen and medical equipment, and emergency medical transportation services.

With energy consumption two and a half times that of similar-sized commercial buildings and double-digit increases in utility costs, the health care industry faces key challenges. Additional factors are declining hospital use due to shorter stays, expensive medical equipment, and the need to maximize cash flow per patient hospital visit—the stakes are high to reduce the total cost of care.

With a priority to enhance patient experience, optimize care settings and achieve energy savings, Allina Health partnered with Energy Management Collaborative (EMC) to implement an energy saving LED lighting retrofit and relamping program at multiple Allina Health locations.

In particular, the partnership was set into motion to ensure that Allina Health would meet their goals to:

- Reduce operating expenses
- Provide better care in a soothing, energy-efficient environment
- Drive corporate sustainability and reduce carbon footprint
- Improve public health through carbon footprint reduction
- Demonstrate environmental responsibility to benefit community

Within their health care system, Allina Health prioritized their clinics and hospitals for the lighting retrofit project. This case study features Cambridge Regional Medical Center in Minnesota. As a regional health care facility providing comprehensive health care services to more than 30,000 residents in Isanti County, the Cambridge Medical Center is comprised of a large multi-specialty clinic and an 86-bed hospital located on one large campus. A same day clinic, retail pharmacy and eye care center are also located in the facility.

One of the most unique aspects of the medical center is its size.

**Although located in the small community of Cambridge (population 5,520), the medical center has over 150,000 clinic patient visits each year, 4,000 inpatient hospital admissions, and has over 100,000 outpatient visits annually.**

There are more than 65 physicians and providers on staff and 27 consulting physicians providing specialty care such as cardiology, oncology, ENT, and urology, among others. The medical center has more than 900 employees and is the largest employer in the city of Cambridge.



## The Solution

### The Right Lighting Technology

EMC leveraged its status as a vendor-neutral, volume purchaser to identify the right lighting solution for the Medical Center. After narrowing the focus to several select Tier 1 LED fixtures, EMC worked with the hospital's facilities team to modify the fixture style to create the right aesthetic "feel" for both interior and exterior areas, in addition to meeting efficiency and maintenance objectives.

### The Installation

The Medical Center required both interior and exterior lighting upgrades that would reduce rising energy and maintenance costs, but with installation that had a minimal impact on patients, medical professionals and administrative teams.

Working with key stakeholders, EMC identified the installation requirements and lighting solutions to best meet their unique needs. During installation, EMC was attentive to details and provided timely and accurate communication. The company utilized its expert project management approach to ensure the most efficient and

clean installation process possible while providing the flexibility needed to accommodate day-to-day operational needs during the project.

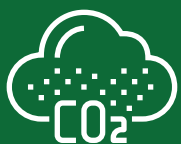
## The Savings

The new LED fixtures reduced overall energy consumption by 78 percent for exterior and 41 percent for interior. The new fixtures are expected to operate at peak performance for the next seven years, which eliminates the need for the routine service calls required by the old lighting infrastructure.

The end result was an improved patient experience due to the aesthetically pleasing human-centric lighting approach combined with sustainable practices that maximize the life cycle of the building and equipment, reducing the total cost of care.

The expected payback on this project from combining energy savings of \$68,057 with the more than \$14,000 in maintenance savings and \$50,460 in rebates is just 2.8 years.

## Energy Savings



898,150  
pounds of CO<sub>2</sub>



45,842  
gallons of gasoline



445,374  
pounds of coal

# EMC Lighting Solutions

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## Health Care Settings

EMC recognizes that health care settings include busy patient rooms, lab areas that require extremely high levels of visual acuity, reception areas, hallways and parking that convey clear direction, safety and a sense of calm. All require lighting solutions that are both aesthetically pleasing and energy efficient.

1. Energy efficient lighting for facility interiors/exterior reduce energy costs while maintaining and enhancing the health care environment.
2. EMC offers a vendor-neutral approach to select the best fit and performance for lighting solutions specific to health care settings.
3. Exceptional service and maintenance programs are offered to provide support even after the project is completed.
4. Expert at managing the time consuming and complicated process for incentives and rebates, EMC ensures all installation activities meet requirements and deadlines to speed up the project ROI.



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