LEADING THE FUTURE OF
LIGHTING + TECHNOLOGY

National Retailer

Emergency Light Tester (ELT) Use Case + Payback

EMC provides complete LED lighting + technology solutions and services to help multinational retail, commercial, industrial and specialized customers bring their environments into a more efficient, smarter and healthier future. Led by a team of industry experts, EMC specializes in energy audits, lighting upgrades, controls integration, incentives management and lighting and electrical services.

When EMC decided to diversify into developing an Internet of Things (IoT) device that automates the compliance testing and maintenance reporting of emergency light systems, EMC reached out to one of its long-standing national retail customers to understand the potential return on investment (ROI) of this solution. Based on the information received, it was clear the ELT would have a payback of just over two years.

Current Operating Expense

The national retail customer has service contracts in place for bi-monthly lighting maintenance, including the testing and maintenance of emergency light fixtures and signs at each one of its 1,000 locations. Each year, one visit includes the 90-minute compliance test required by NFPA 101. For a typical location, the retailer spends $2,375 annually for a technician to visit a location bi-monthly (material costs are additional), and at least $2.375 million annually across the entire portfolio.

ELT Capital Cost

EMC evaluated the current operating expense against deploying the ELT. After factoring in labor, EMC found that deploying the ELT would cost $5,400/site or $5.4 million across the United States and pay itself back in under three years. The retail customer could deploy on-demand route maintenance between three and five times a year and achieve a payback of under three years.

EMC is now in the process of deploying pilot sites to further support a portfolio-wide conversion.

Investment Summary

Project Cost
$5.4 M

Maintenance Savings
$2.375 M

Payback
2.27 years