



LEADING THE FUTURE OF  
LIGHTING + TECHNOLOGY

# EMC's RTU Sweep Project Management

Most rooftop HVAC units reach end-of-life without a plan—leading to reactive replacements, missed incentives and wasted energy.

## There's a better way.

EMC's turnkey RTU Sweep program delivers a smarter, more cost-effective approach.



- 1 **Portfolio Assessment**—We assess RTUs across your locations, documenting age, condition and efficiency opportunities.
- 2 **Strategic Prioritization**—Locations are ranked by equipment age, incentive availability and energy-savings potential to maximize ROI.
- 3 **Right-Fit Technology Solutions**—Optimal approach for each location:
  - o **Heat Pumps** where incentives exist (currently 50-70% project cost coverage in select markets).
  - o **Traditional RTUs** for standard replacement needs.
  - o **UV-C Technology** for continuous coil cleaning, ongoing efficiency and reduced maintenance.
- 4 **Incentive Maximization**—EMC identifies and manages all utility rebate applications end to end.
- 5 **Seamless Execution**—Installation coordinated through pre-qualified field experts.

## Why Partner with EMC?



### Financial Flexibility

Rebates can be applied directly to project costs.



### Technical Expertise

Controls and equipment are pre-qualified to meet rebate requirements.



### Proven Installation Partners

Specialized installers experienced in RTUs and heat pumps.



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HVAC SAVINGS

# Heat Pump Case Study: Major Big Box Retailer

A national big box retailer faced aging RTU infrastructure approaching end-of-life across multiple locations, with no documented process for strategic replacement.

## Strategic RTU Sweep Execution

We deployed our EnergyMAXX® project management approach to prioritize sites based on available incentives and execute turnkey replacements in markets with the strongest financial returns.

## The Financial Impact:

<b>Total Project Investment</b>	\$2,431,657
<b>Utility Rebates Secured</b>	\$1,262,792
<b>Net Customer Investment</b>	\$1,168,865

## Project Scope:



**6 locations**—across Massachusetts and Connecticut



Average of **14 RTU replacements** per site



**Heat pump installations** in markets offering substantial utility rebates

## What Made This Possible?



### Strategic Site Prioritization:

Targeted markets with the highest utility incentives: \$2,000/ton in MA and \$1,500/ton in CT.



### Technical Qualification:

Equipment and controls were pre-verified to meet rebate requirements.



### Turnkey Execution:

EMC managed all project phases from audits to installation and rebate submission.