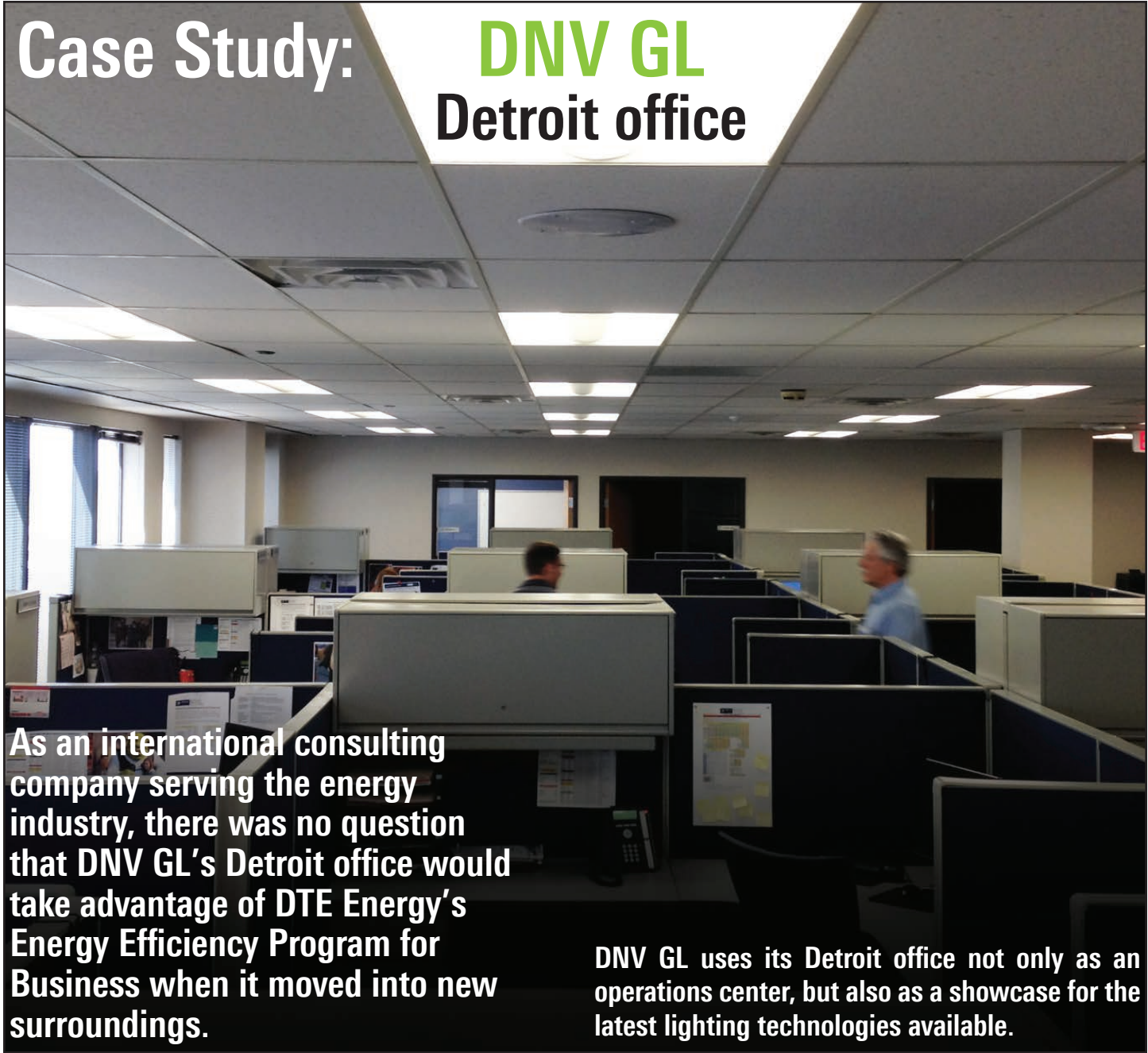




## Case Study: **DNV GL** Detroit office



**As an international consulting company serving the energy industry, there was no question that DNV GL's Detroit office would take advantage of DTE Energy's Energy Efficiency Program for Business when it moved into new surroundings.**

**DNV GL uses its Detroit office not only as an operations center, but also as a showcase for the latest lighting technologies available.**

Especially since DNV GL serves as DTE Energy's administrator of the energy program — and saw the move as an opportunity to showcase energy-efficient measures within its own operations.

"Yes, we qualified for some incentives under the program," said Operations Manager William Ringrose, "but more importantly, we saw this as a chance to demonstrate in a real-world environment how companies can save money by saving energy.

"It literally was a matter of us putting our own money

where our promotional mouth has been," he said.

The company moved from one office suite to another within the New Center One Building in Detroit — but it was more than a simple move down a hallway; energy-wise, it was a move into a new era of technology.

Particularly, lighting.

DNV GL's suite features the latest in office lighting and sensors and in one application, deliberately uses advanced technologies — induction lighting — to showcase how it works.

## Anatomy of a lighting makeover

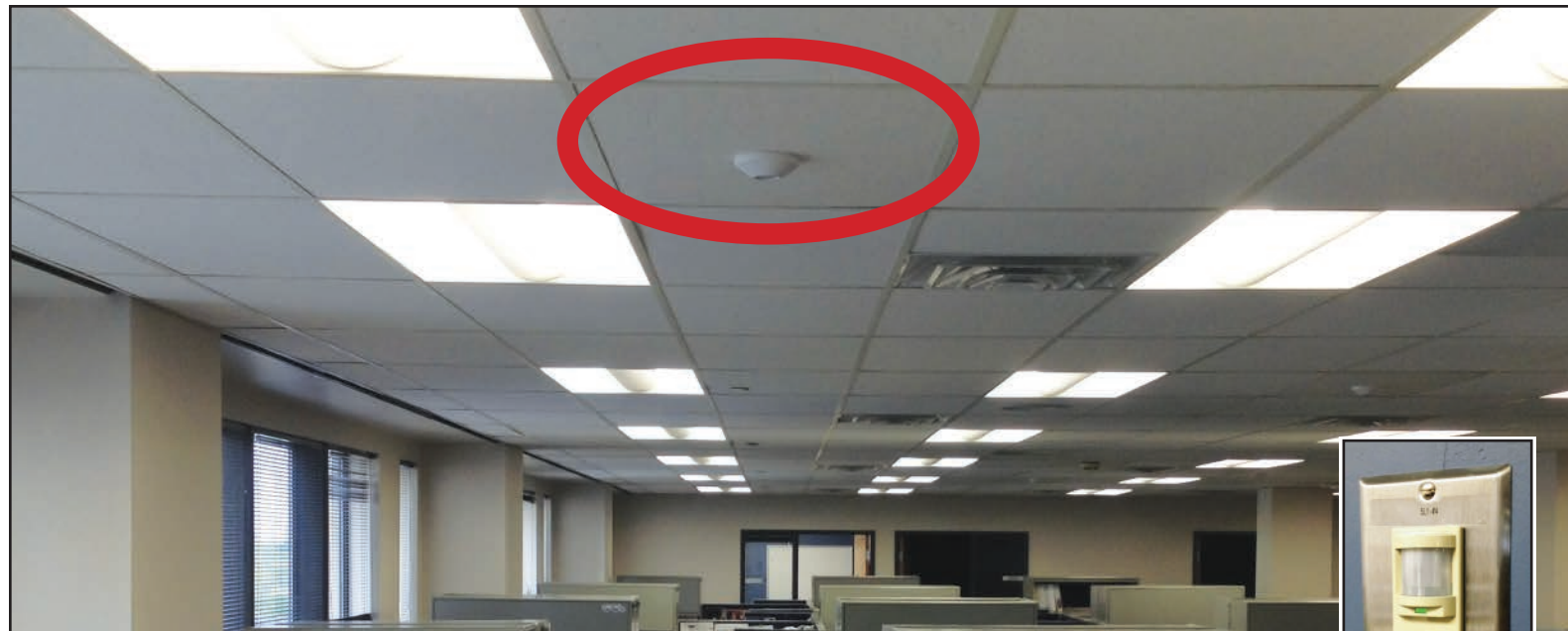
**New office suite provided a new canvas for installing the latest technologies**

Because it was renovating an existing office space, DNV GL had to work with existing lighting, based on the original layout — as well as designing a new floorplan that met its needs.

This meant tearing out all fixtures and then designing new schematics that incorporated the construction of new

offices, a lobby area, meeting and conference rooms and a small kitchen.

In every instance, the company was removing out-dated lighting fixtures — which offered the opportunity to not only create custom designs, but also install the latest lighting technologies.



In its main office area, DNV GL uses daylight sensors (circled above) to control the first two banks of ceiling lights on bright, sunny days. All interior rooms, lobby and kitchen have occupancy sensors (right) that time out after 15 minutes of inactivity. A total of 12 occupancy sensors were installed throughout the office suite.

Lighting Upgrades	
Before	After
66: 3-lamp 4ft T832W fixtures (88W ea.)	73: 2-lamp LWHP T8 fixtures (49W ea.)
19: 75W incandescent flood lamps	23: 12W LED tracklights (12W ea.)
4: 75W incandescent track lights	8: 80W induction lamps (82W ea.)
<b>Energy use</b> 7.533 kW	<b>Energy use</b> 4.509 kW
<b>Energy savings: 40%</b>	



In its offices — but especially in its conference rooms (left and right) — DNV GL replaced outmoded light fixtures (above) and installed new state-of-the-art induction, LED and LWHP T8 fixtures throughout the suite.



### More energy savings

**Company also installed energy-saving kitchen appliance**

Not everything DNV GL installed in its new office suite was lighting: The company also upgraded its kitchen refrigerator to a new ENERGY STAR® appliance — saving even more energy.



# ENERGY EFFICIENCY PROGRAM FOR BUSINESS

## About the Program

Through DTE's **Energy Efficiency Program for Business**, companies like yours — big and small, manufacturing and service, sole proprietorships and corporations — can apply for cash incentives to help offset the cost of energy-saving equipment and technologies.

The **Energy Efficiency Program for Business** offers a comprehensive set of incentives for both electric and natural gas users, helping you invest in energy efficient technologies, saving you energy and money — today and into the future.

Our online Catalog provides specifications about each incentive offered, and our online Application provides step-by-step instructions on how to apply for those incentives.

The incentives fall into three categories:

### Prescriptive Incentives

**Prescriptive Incentives** provide customers with predetermined incentive rebates for the installation of specific energy-efficient equipment — including, but not limited to: lighting, controls, HVAC, refrigeration and food service equipment. Incentives are provided for qualified improvements and equipment commonly installed in a retrofit or equipment replacement situation. Prescriptive incentives are paid based on quantity, size and efficiency of the equipment.

### Custom Incentives

When customers cannot find a prescriptive measure that fits their projects, they can apply for **Custom Incentives**. This program provides cash rebates for measures installed in qualified projects that are less common or more complex than prescriptive measures. Custom incentives are paid based on the first year of energy savings (kWh and/or Mcf).

### New Construction and Major Renovation Incentives

If a customer is building a new facility, changing the usage of space or adding load, **New Construction and Major Renovation Incentives** are available to assist them with off-setting the cost of energy-efficient upgrades, allowing them to save on operating costs long term. There are three categories of new construction incentives:

- **Systems Approach** incentives are predetermined to optimize the energy efficiency of individual systems.
- **LEED Whole Building Approach** incentives are based on energy savings validated by LEED.
- **LEED Design Review Assistance** is a flat rate incentive designed to encourage LEED certification.

---

## Contact Us

We are available to help you understand the incentive requirements and available resources for this and other energy-efficiency projects. Call to check your eligibility and learn how to make DTE's **Energy Efficiency Program for Business** work for you.

email: [saveenergy@dteenergy.com](mailto:saveenergy@dteenergy.com)

phone: **866.796.0512** (press option 3)

web: [dteenergy.com/savenow](http://dteenergy.com/savenow)

fax: 877.607.0744

mail: DTE Energy's Energy Efficiency Program for Business  
P.O. Box 11289  
Detroit, Michigan 48211

NOTE: Programs based on availability of funding and may end at any time.