

EVERSOURCE



Channel Delivery

February 2, 2021

Our Mission

To own our relationships between Energize CT companies and organizations that make, sell or promote energy-saving products or services



MARKET INFLUENCE

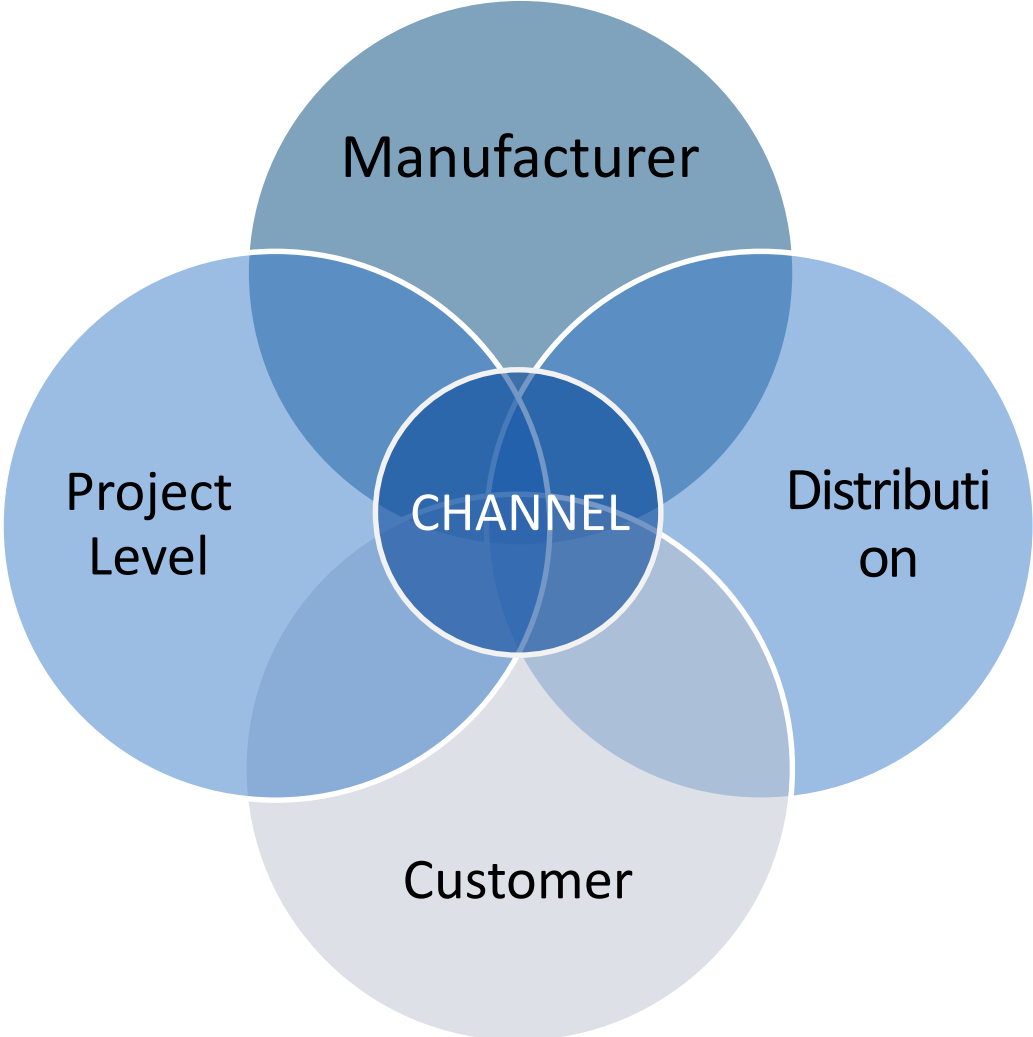


CHANNEL PARTNER
GUIDANCE



CONTINUITY

The Need



Why Channel is Important



Strategic Planning & Delivery



Program Improvements



**Resolve Market Confusion /
Problems**



Market Research

Icebreaker

- Using the chat feature tell us what part of the channel you represent?
 - Manufacturer
 - Manufacturer's Rep
 - Distributor
 - Contractor
 - Customer



Icebreaker

- Using the chat feature tell us what technology you focus on?
 - Lighting
 - Foodservice
 - Lab Equipment
 - HVAC & DHW



Icebreaker

- Does pineapple belong on pizza?
 - Yes
 - No



Incentives are Subject to Change

The Program Administrators will provide as much time as possible if programs or incentive levels are changing.



Lab Equipment

NEW 2021 Measure!

- Sales of 10 or more units require pre-approval
- Rebates available at point-of-sale or mail-in/online rebate application
- Must be on Cold Storage Equipment QPL
- To obtain pre-approval for instant rebates, contact the Program Implementer, Energy Solutions, at InstantRebates-NE@energy-solution.com or 617-440-5466.

**Qualified
Products:
\$1,500
incentive**

**Lab Grade High
Performance Refrigerators
and Freezers
Ultra-Low Temp Freezers**

Foodservice



Get money-saving rebates of up to \$4500 per unit on ENERGY STAR® commercial foodservice equipment.

Measures include:

- Cooking Equipment
- Dishwashers
- Food Holding Cabinets
- Ice Machines
- Refrigerators
- Freezers & More

Qualification: ENERGY STAR or must be on the Energize CT QPL

Electric & Gas Heating, Cooling, and Water Heating

- **Added New Measures:** Thermostats (must control cooling and replace manual thermostat), faucet aerators, & low-flow showerheads
- **Increased incentives** for Mini-Split ASHP Systems. As of April 1, 2021, we will deny mini-splits that do not qualify per the new criteria
- **Removed** HVAC & Dual Enthalpy Economizer Controls

For more information, go to www.energizect.com/your-business/commercial-and-industrial-online-rebates

Air Source Heat Pump Equipment (only mini-split systems)							
Size		Type	Tier 1		Tier 2		Qualification
Tons	BTUs		Minimum Qualifying SEER/EER/HSPF	Rebate \$/Ton	Minimum Qualifying SEER/EER/HSPF	Rebate \$/Ton	
< 5.4	< 65,000	Central/Ducted or Ductless Multi-Zone	≥16 SEER; ≥9.5 HSPF	\$250	≥20 SEER; ≥10 HSPF	\$500	Energize CT QPL
		Ductless Single Zone	≥18 SEER; ≥10 HSPF	\$250	≥22 SEER; ≥10 HSPF	\$500	Energize CT QPL

* Ductless mini split systems must have Inverter Technology.

Lighting

C&I Midstream Lighting Program

- All LED fixtures or lamps must be ENERGY STAR® or DesignLights™ Consortium qualified
- All purchases are subject to inspection & must be installed within 60 days of purchase.
- For measures, incentives, & participating distributors:
 - www.energizect.com/your-business/solutions-list/Express-Service-Lighting-Rebate
- Contact:
 - Energy Solutions: EnergizeCT@energy-solutions.com

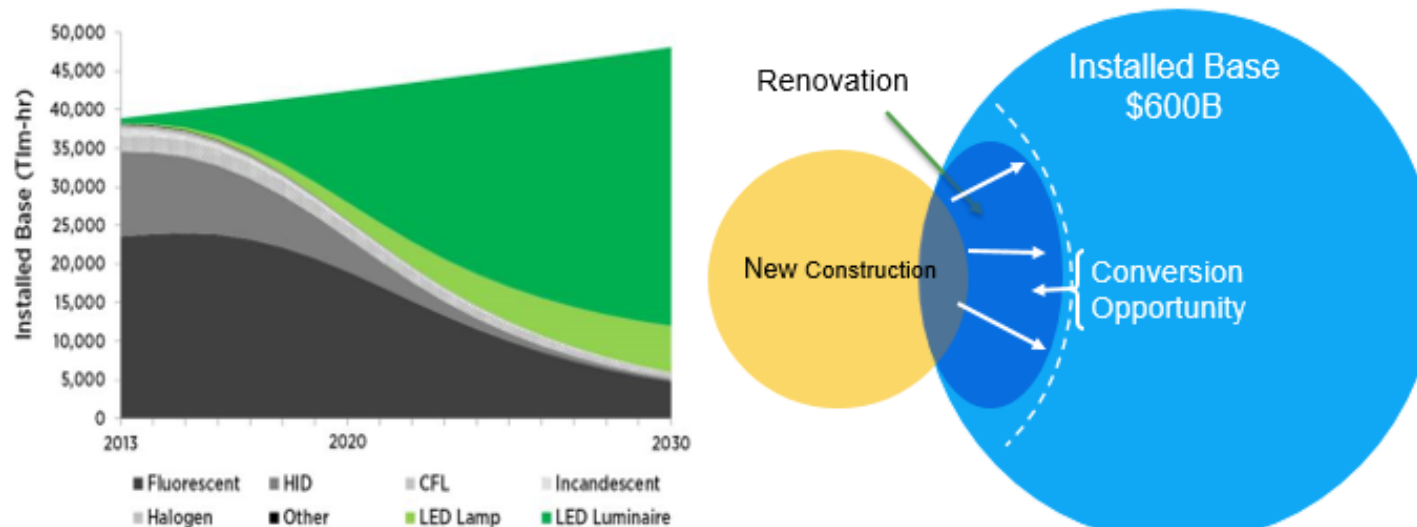


Lighting Controls

Practical Considerations of Networked Controls

Market Opportunity

"All LED lighting sales (based on lumen-hours) will increase from approximately 3% in 2013 to about 48% in 2020, and 84% in 2030."



U.S. DOE: Energy Savings Potential of Solid-State Lighting in General Illumination Applications – August 2014

Lighting Controls

Practical Considerations of Networked Controls










Applications of Control Strategies



Lighting Controls

Practical Considerations of Networked Controls

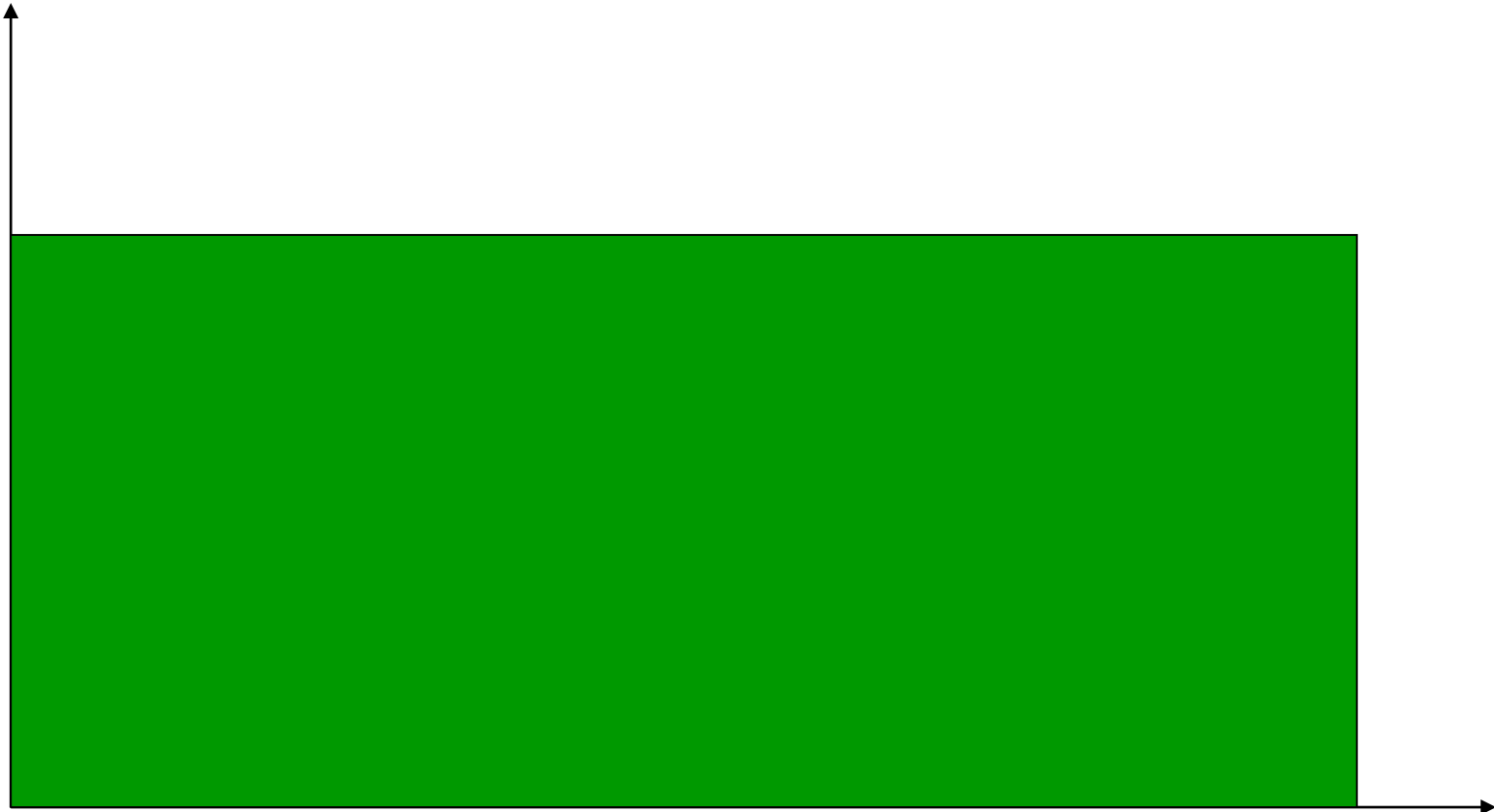
Control strategies

STRATEGY	DESCRIPTION	SAVINGS
 Scheduling	Automated control based on time of day, or relative to sunrise and sunset. Temporary timers and blink warnings ensure easy occupant override.	10-40%
 Occupancy Sensing	Turn off lights and set-back HVAC in unoccupied areas. Share occupancy information with BMS or security systems.	10-30%
 Daylight Harvesting	Seamlessly dim or switch artificial lighting in response to available daylight.	5-15%
 Task Tuning	Reduce eye strain and save additional energy by presetting light levels below 100% (full output).	5-15%
 Occupant Controls	Intuitive controls allow adjustment of lighting or temperature to maximize occupant comfort and productivity.	5-25%
 Load Shedding	Minimize peak demand charges and reduce real time energy usages through automated curtailment of various building electrical loads.	5-15%
 HVAC	Leverage lighting system scheduling, sensors, and wall stations to integrate HVAC control.	Situational
 Plug Load Control	Turn off plug loads based on time, occupancy or for load shedding.	Situational
 PC-Based Control	Remote control and monitoring of lighting and sensors simplifies building operations for facility managers and security staff.	Situational

Office Building Example – Lighting Energy

Lighting Power Used

Annual energy consumption = 8.76 kWh / sf

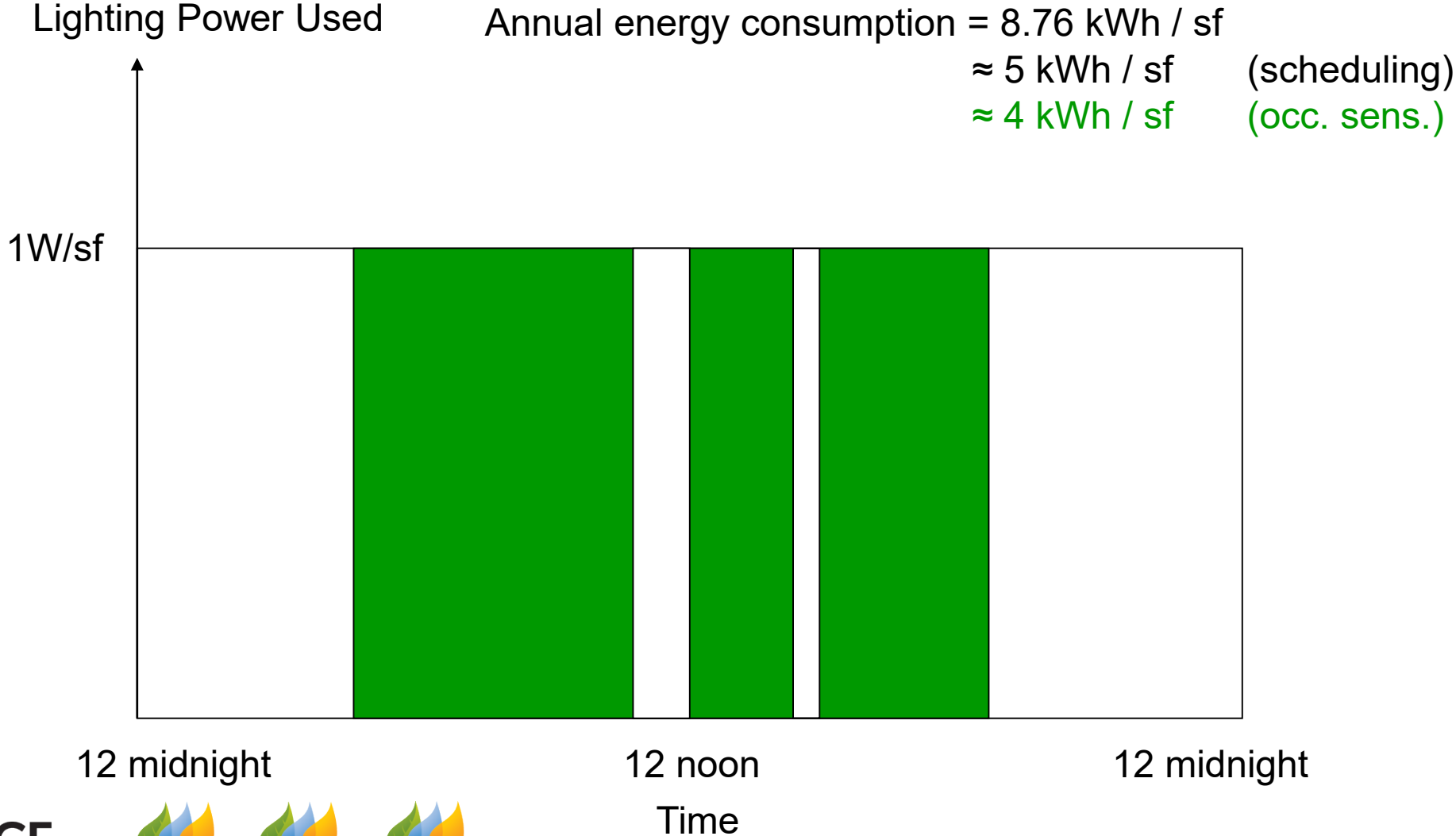


12 midnight

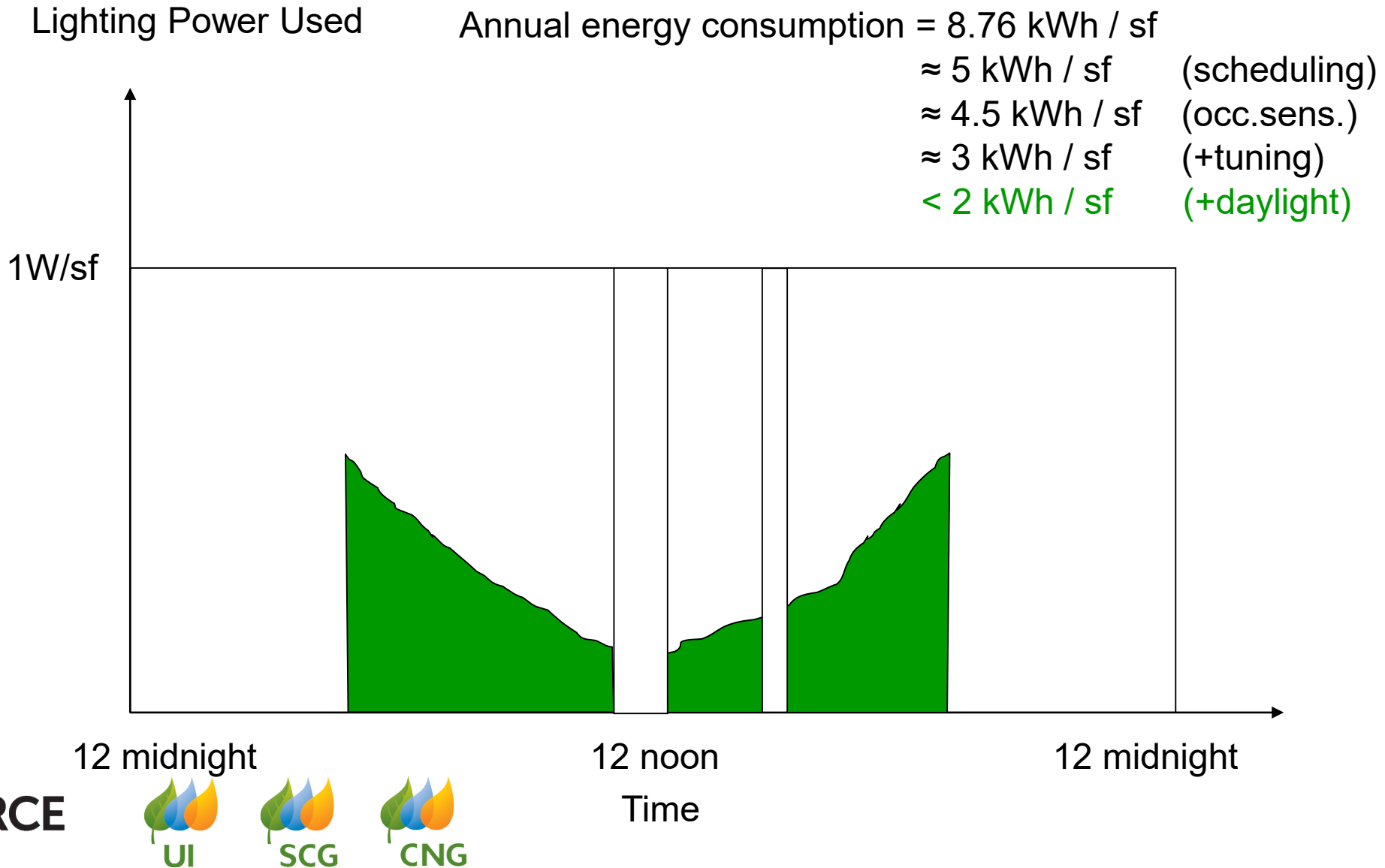
12 noon

12 midnight

Office Building Example – Lighting Energy



Office Building Example – Lighting Energy



Eye Strain vs Coffee

- Employers purchase coffee to help make employees more productive.
- Improperly lit spaces cause eye strain. Eye strain causes headaches and tiredness which therefore reduces employee production.
- Want to make the coffee investment payoff? Correct the lighting!



Contacts

Channel Team Contacts

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Contacts

Controls Guest Speaker Contacts

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Yusen

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Lighting
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Thank you