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Southpoint Solutions Growing Rapidly While Helping to Improve the Environment With Orion Energy Systems Partnership

Southpoint Solutions Using Orion's Technology to Help Kimberly-Clark Reduce Carbon Dioxide Emissions by More Than 189,000 Tons

MANITOWOC, Wis., Dec 2, 2008 (GlobeNewswire via COMTEX News Network) -- Southpoint Solutions, based near Charlotte, N.C., is growing quickly and helping customers save money and reduce greenhouse gas emissions through its partnership with Orion Energy Systems Inc. (Nasdaq:OESX).

Southpoint Solutions, which was founded five years ago, is aggressively expanding and adding staff to meet the growing need for the proven energy efficient solutions it sells through Orion's Partners for Profits program.

The program pairs Orion's innovative and energy-saving technology with reputable contractors, energy solutions companies, energy management companies and general contractors that have a local presence and the motivation to sell and/or install Orion's technology. Orion's technology platform is guaranteed to save users money and reduce greenhouse gas emissions.

Southpoint Solutions primarily sells Orion's proprietary technology in North and South Carolina, Virginia, Georgia, Alabama, and Florida, but has sold systems in El Paso, Texas, and is expanding into Tennessee, said Southpoint Solutions' President Jeff Hickman.

"The partnership with Orion has allowed us to continue expanding our business," Hickman said. "But it's not just good for us. We're helping customers like Kimberly-Clark, who walk-the-talk when it comes to environmental stewardship, substantially reduce its carbon footprint and save money, while providing a better work environment for its employees. It's a win-win all around."

Southpoint Solutions is in the process of retrofitting five Kimberly-Clark facilities in North Carolina, Georgia, Mississippi, and Oklahoma. In total, Southpoint Solutions will replace 8,717 lights with Orion's Compact Modular technology, which is guaranteed to reduce energy use by 50 percent when compared to the traditional high-intensity discharge lights that have been the industry norm since about 1960.

As a result of the retrofit project, Kimberly-Clark, maker of household names such as Kleenex and Huggies, will decrease energy consumption by an estimated 13.8 million kilowatt-hours a year, removing more than one and a half megawatts of load from the nation's stressed electric grid.

As a result of the decreased kilowatt-hours, Kimberly-Clark will reduce carbon dioxide emissions by 189,032 tons over the life of the replacement fixtures, according to the Environmental Protection Agency. Kimberly-Clark also will reduce the amount of sulfur dioxide by 754 tons and nitrogen oxides by 292 tons. Carbon dioxide, sulfur dioxide and nitrogen oxides are all harmful greenhouse gases emitted as part of electricity generation.

The emission reductions are the air-scrubbing equivalent of a 2,545-acre forest or removing 2,240 cars from the road, according to the EPA.

Southpoint Solutions has landed several other large projects through the Partners for Profits program, retrofitting facilities for Hyundai, Cessna, Stanley Tools, U.S. Foodservice, and Siemens.

Southpoint Solutions began its partnership with Orion after Hickman was introduced to the energy management company through a friend. The company initially focused its efforts as an HVAC and controls energy management company, but gravitated heavily toward lighting because monitoring and verification of lighting was considerably easier than HVAC and controls, Hickman said. Southpoint Solutions then changed its focus to lighting and Orion's technology.

"Being an engineer by trade, we've analyzed and reviewed other lighting technology and Orion makes the most efficient product on the market," Hickman said. "This partnership with Orion has been very beneficial to Southpoint Solutions and is going extremely well."

"Southpoint Solutions is just another example of the many Orion partners who are experiencing great success while delivering

important energy saving solutions to customers in their local market," said Jennifer McCue, director of partner development for Orion.

Companies that partner with Orion receive in-depth training that includes information on Orion's energy-saving products, how to perform site surveys and installations, and learning Orion's unique and proven sales and marketing methodologies that have driven Orion's expansive growth.

Partners also benefit from the shortest lead times in the industry and factory-direct prices, allowing for the possibility of attractive profits. In addition, partners will have the full support of Orion's in-the-field sales professionals and inside sales support team, as well as marketing and public relations materials to help better promote themselves and Orion's products.

Those interested in becoming an Orion partner should call program director Jennifer McCue at (920) 892-5994, e-mail her at jmccue@oriones.com, or go to the Partners for Profits tab on the Orion Energy Systems web site at www.oesx.com.

Companies using Orion's products are an integral part of helping local utilities displace electricity capacity and reduce strain on the electric grid. Orion has deployed its energy management systems in 4,068 facilities across North America. Since 2001, Orion technology has displaced more than 386 megawatts, saving customers more than \$455 million and reducing indirect carbon dioxide emissions by 4 million tons.

Southpoint Solutions, based in Fort Mill, S.C., just south of Charlotte, N.C., is an energy services company specializing in power technologies that dramatically reduce energy and operational costs. The company provides design and turnkey installation for their products and can ship internationally. Southpoint Solutions' mission is to provide the highest quality and most cost-effective solutions for today's business challenges utilizing innovative and proven products that deliver guaranteed results. For more information, visit www.southpointsolutions.com.

Orion Energy Systems Inc. (Nasdaq:OESX) is a leading power technology enterprise that designs, manufactures and implements energy management systems, consisting primarily of high-performance, energy-efficient lighting systems, controls and related services for commercial and industrial customers without compromising their quantity or quality of light. For more information, visit www.oesx.com.

The Orion Energy Systems, Inc. logo is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=4540>

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