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Partners Reaping Benefits With Orion's Partners for Profits Program

ECO Energy Among Partners Increasing Profits by Selling Orion's Proprietary Technology Platform

MANITOWOC, Wis., Nov 12, 2008 (GlobeNewswire via COMTEX News Network) -- Companies partnering with Orion Energy Systems Inc. (Nasdaq:OESX) have secured impressive projects retrofitting large facilities with Orion's high-performance technology, translating to added revenues for the partners and valuable cost savings and energy efficiencies for the customers.

Orion's Partners for Profits program pairs Orion's innovative, energy-saving technology with reputable electrical 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 as well as reduce greenhouse gas emissions.

ECO Energy, of Berwyn, Penn., has captured several projects selling Orion's technology platform, including replacing inefficient lights at Kane is Able Inc., a logistics company based in Scranton, Penn. The project is expected to be completed in mid-November.

The Kane is Able campus includes seven buildings, and ECO Energy replaced approximately 2,300 high-pressure sodium lights with Orion's Compact Modular(tm) lighting platform.

Kane is Able replaced its lights to cut costs and to continue its green initiatives, said Curtis McKay, senior industrial engineer department head.

After a rigorous interview process, Kane is Able chose Orion and ECO Energy.

"There were three things that differentiated Orion and ECO from the other bidders," McKay said. "We felt Orion was offering a superior product from a technology standpoint. Secondly, there was a written energy-savings guarantee and that's huge. And, finally, we were impressed by the knowledge and capabilities ECO brought to the deal."

McKay said the new lights have been well received.

"I think they're tremendous," McKay said. "All of the associates who operate forklifts say they can see better and the glare is gone."

Light levels taken after some of the lights were installed show light levels are equal to or exceed the light level of the replaced high-pressure sodium fixtures.

As a result of the lighting retrofit using Orion's fixtures, Kane is Able is expected to save \$255,659 annually in light-related energy costs and reduce its energy use by more than 3.47 million kilowatt-hours. The savings will pay for the project in approximately 2.1 years.

According to the Environmental Protection Agency, Kane is Able will reduce carbon dioxide emissions by 47,410 tons over the life of the replacement fixtures. The company also will reduce the amount of sulfur dioxide by 190 tons and nitrogen oxides by 73 tons over the life of the fixtures. Carbon dioxide, sulfur dioxide and nitrogen oxides are all harmful, greenhouse gases.

The emission reductions equate to the air-scrubbing equivalent of a 638-acre forest or removing 562 cars from the road, according to the EPA.

ECO Energy began partnering with Orion after founder and President Mark Krieg sold another brand of lights without much success. Krieg expects ECO Energy's revenue to double this year over 2007.

"The partnership with Orion is going very, very well," Krieg said. "If we focus on the quality features of Orion's products, 10 times out of 10 it beats everything else out there."

In addition to the Kane Is Able project, ECO Energy recently replaced about 2,000 inefficient fixtures at a Severstal North America Inc. steel facility just south of Baltimore, and 1,100 inefficient fixtures at Transcontinental Direct, a direct marketing services facility in Warminster, PA.

Companies that partner with Orion receive in-depth training that covers Orion's proprietary products and performing site surveys and installations. Other partner benefits include learning the 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.oriones.com.

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.

ECO Energy Solutions is based in Berwyn, Penn., and provides a full spectrum of energy efficiency technologies including high intensity fluorescent lighting and direct renewable light pipes to commercial and industrial companies. ECO Energy consults, designs, installs and maintains energy efficient projects for their customers, helping them save money and reduce the emission of harmful greenhouse gas emissions. For more information, visit <http://ECOenergy1.com>.

Kane Is Able Inc. is a third-party logistics provider that helps consumer packaged goods (CPG) companies warehouse and distribute goods throughout the U.S. Kane specializes in CPG logistics support to companies like Kimberly-Clark, Hershey's, Kraft, Nabisco, PepsiCo, Playtex, and Procter & Gamble. Its CPG logistics services include transportation, distribution, packaging, cross-docking, load consolidation, and inventory management. For more information, visit www.kaneisable.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.oriones.com.

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

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