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Orion Lighting Secures \$0.8M in Contracts to Upgrade VA Hospitals in Florida and Washington to Energy-Efficient LED Lighting

MANITOWOC, Wis.--(BUSINESS WIRE)-- **Orion Energy Systems** (NASDAQ: OESX) ([Orion Lighting](#)), a leading designer and manufacturer of high performance, energy-efficient LED retrofit lighting products, announced it has secured \$0.8M in contracts to supply its LED lighting retrofit solutions to two U.S. Veteran's Health Administration (VA) hospitals in Florida and Washington. Installations are underway and expected to be completed by the end of the 2017 calendar year.

Orion's HARRIS and APOLLO[®] LED LDR[®] Troffer fixtures were selected to replace over 6,000 and 1,800 fluorescent troffer fixtures at VA hospital facilities in Florida and Washington, respectively. Troffers are rectangular light fixtures that fit into standard modular dropped ceilings, typically in 2' x 4' or 2' x 2' sizes. The Washington facility will also replace over 50 existing high bay fixtures with Orion's third generation APOLLO LED High Bay fixtures.

The VA hospitals selected Orion's LED lighting products for their performance, innovative modular design, technical flexibility and speed of installation after testing comparable fixtures. Orion's patented LDR Troffer Retrofit fixtures are ideally suited to the VA's needs as they do not disturb the ceiling grid and therefore limit dirt and debris contamination during installation. Another important factor is that LDR troffer fixtures can be installed in as little as two minutes per fixture, causing minimum disruption to essential patient care and hospital services, while lowering total project costs.

Brendan Richards, project manager for Northwest Edison, who won the bid for Orion said, "We install a lot of retrofit kits and the feedback about the Orion LDR from our installers has been very positive. Not only is it easy to install, but the packaging is significantly better than other retrofit kits." Orion fixtures are packed completely assembled in boxes that are labeled by install area and can be carried through a standard doorway or elevator. Orion ships its fixtures efficiently, utilizing roughly half as many pallets as the average competitor to ship a comparable order, and can deliver products generally within ten business days of initial order. Quicker delivery with fewer pallets saves customers time and money while reducing disruption and waste.

Orion CEO, Mike Altschaeffl, commented, "The opportunity to provide enhanced illumination for our nation's veterans seeking medical treatment exemplifies our longstanding relationship with the U.S. Government and Veterans Health Administration. This project underscores the superiority of Orion's LED solutions. Not only do our products offer best in class performance and energy savings, but we also offer industry leading customer service and cost saving installation."

The projects expand Orion's U.S. Government relationship which now encompasses over 130 projects, including 13 in the past fiscal year, and are Orion's third and fourth projects with a government health services provider. The VA selected Orion's LED fixtures for their best in class performance and energy savings but also for their compliance with the Buy American Act. Likewise, Orion's products help the facilities meet other government and VA mandates for sustainability, to reduce energy consumption, promote healthy work environments, and protect natural resources.

About Orion Energy Systems, Inc.

Orion is a leading designer and producer of energy efficient lighting and retrofit lighting solutions for commercial and industrial buildings. Orion manufactures and markets connected lighting systems encompassing LED solid-state lighting and smart controls. Orion systems incorporate patented design elements that deliver significant energy, efficiency, optical, and thermal performance that drive financial, environmental, and work-space benefits for a wide variety of customers, including nearly 40 percent of the Fortune 500.

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