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Multi-Billion Dollar Global Retailer Selects Orion Lighting for Retrofit of Its Corporate Headquarters and over 575 Retail Stores

Orion wins spec due to the fast installation and energy-saving performance of its patented LED Troffer Retrofit (LDR) suite

MANITOWOC, Wis.--(BUSINESS WIRE)-- [Orion Energy Systems, Inc. \(NASDAQ: OESX\)](#), a leading designer and manufacturer of high-performance, energy-efficient retrofit lighting platforms, today announced a multi-billion dollar global retailer with over 575 warehouse club operations has selected Orion LED retrofit lighting as the spec for its retail stores and corporate offices.

Over 33,125 Orion LED light fixtures have been installed in more than two hundred US stores and three corporate offices to date. The retailer plans for an additional 50 sites to be retrofitted each quarter, with each retail facility receiving on average 125 Orion light fixtures, including the 2x4 and 2X2 LDR in a variety of lens configurations and lumen packages. Orion originated this opportunity through its Enterprise Account division which gained the specification, and engaged its Pacific Northwest channel partner to manage the customer relationship, and provide the products and services for each site.

The national rollout was driven by the desire to reduce maintenance costs and increase energy savings, using energy-efficient lighting design to replace the existing inefficient fluorescent T8 and 2x4 troffer fixtures. Orion fixtures were selected over two other leading manufacturers due to the LDR's ease and speed of install, particularly since installation had to take place quickly over challenging areas in many stores, such as meat and produce sections.

Since its introduction in 2014, the Orion LDR suite has created a new standard not only for design, performance, and energy efficiency, but also a breakthrough in the ease of installation in troffer retrofit from fluorescent to LED, which reduces overall costs. The [industry's first patented LED Troffer Retrofit suite](#) reduces cost on the job site because it ships fully assembled, is adjustable to fit existing troffers, and typically installs in one to two minutes with no tools other than a ladder, compared to more than 10-minute installs for many competitive fixtures.

"This retailer is known for its commitment to bring merchandise to its customers at the lowest cost, and its focus to not only reduce expenses in their operations, but also be more carbon-efficient than other retailers," said John Scribante, Chief Executive Officer of Orion Energy Systems. "Orion is now a part of that story, providing patented, quick-install fixtures that reduce downtime, virtually eliminate maintenance, and reduce energy costs to yield more value for the retailer, their customers, and the environment."

About Orion Energy Systems

Orion is leading the transformation of commercial and industrial buildings with state-of-the-art energy efficient lighting systems and retrofit lighting solutions. Orion manufactures and markets a cutting edge portfolio of products encompassing LED Solid-State Lighting and high intensity fluorescent lighting. Many of Orion's 100+ granted patents and pending patent applications relate to lighting systems that provide exceptional optical and thermal performance, which drive financial, environmental, and work-space benefits for a wide variety of customers in the retrofit markets.

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