



LED CASE STUDY

A PERSPECTIVE FOR CUSTOMERS

Overview/Purpose



LifeBridge Health is a \$1+ billion per year, regional health care organization based in northwest Baltimore City and Baltimore County. LifeBridge Health consists of Sinai Hospital of Baltimore, Northwest Hospital, Levindale Hebrew Geriatric Center and Hospital, Courtland Gardens Nursing & Rehabilitation Center, LifeBridge Health & Fitness, and their subsidiaries and affiliates. As the largest, most comprehensive and most highly respected provider of health-related services to the people of the northwest Baltimore region, LifeBridge Health continues to excel in the acquisition and deployment of energy-saving technologies, valuing the unique contributions of many technologies.



Facts on Emergence's project can be found at:

<http://www.lifebridgehealth.org/Main/EnergyEfficiencyFreedomToBeGreen.aspx>

Five Hospital Project

The purpose of the project was to demonstrate the many benefits of implementing Light-Emitting Diode (LED) technology in a hospital environment.

for CVS Caremark Corporation by (a) establishing a project that senior management could physically walk-through and experience first-hand the superior nature of LED general illumination; (b) gather empirical data about this technology in an operational environment to better understand how linear LED technology can have an immediate reduction on energy consumption, and (c) visually enhancing store merchandise while creating an overall better customer experience.

The Director of Plant Operations for Sinai Hospital of Greater Baltimore initiated a pilot project after receiving a Confidential White Paper from LifeBridge's President, Mr. Neil Meltzer, prepared by Emergence Technologies, LLC, on linear Light Emitting Diode (LED) replacement lamp technology. In the ensuing months, after an extensive due diligence on LED technologies and a trial installation of Emergence's linear LED replacement lamps, LifeBridge contracted for the acquisition of an initial 10,000 lamps, thus making Sinai Hospital the first hospital in the United States to fully transition its energy inefficient fluorescent light bulbs utilized for general illumination to LED technology. For Sinai Hospital alone the project is estimated to return approximately \$240,000 per year in needless electricity costs back to LifeBridge's bottom line and an estimated \$2,240,000 over the life expectancy of the linear LED replacement lamps. Due to a generous cash rebate afforded by Baltimore Gas & Electric Company the simple payback was 19 months.