

How to Write a PRSM Best Practice

PRSM Best Practice Papers are designed to educate and inform PRSM Members about what other industry professionals are doing along with their successes and failures. These papers and case studies are excellent resources for PRSM Members to read how one of their peers created a solution to fix a problem. Authors should ask themselves:

- Do you have a specific case study to show as an example?
- Was a new process created? What steps are involved? Did you create a template or checklist for the project?
- What is different about this best practice from what is considered “normal business?”
- What items should retailers/suppliers be thinking about before implementing a new solution?
- Did the best practice replace an existing method or process?
- What are the additional cost savings? Did you save employee time? Did you avoid potential lawsuits?
- What would you do differently next time? What lessons did you learn?
- Has this practice been proven – meaning how many times has it been used and was successful?

What is a good best practice?

- Has a catchy title that quickly identifies the topic of the best practice.
- A practice that shows tangible benefits that improves overall work processes, increases productivity and/or save the retailer money.
- It is simple. Everyone should be able to understand it. Spell out all acronyms. Explain their importance.
- Measurable – what are the savings in terms of cost, time and resources? Or what consequences does the practice prevent?
- Includes the retailer and supplier side of each challenge and best practice.
- Needs to be actionable. How can they implement this at their company?

What is NOT a best practice?

- A sales pitch. Supplier company names will not be included in the body of the email. Authors will be able to include a one sentence description of their company.
- A one-sided evaluation. Each best practice should include the pros and cons of each best practice.

Template:

BEST PRACTICE TITLE

Author’s Information

Name – *As you would like to be published*

Professional Designations – *As you would like to be published*

Title – *As you would like to be published*

Company Name – *As you would like to be published*

Brief Company Overview – *One sentence maximum*

CHALLENGE

(Briefly describe the issue/improvement opportunity the best practice was developed to address)

BEST PRACTICE IMPLEMENTED

(Provide a short, “abstract-like” description of the best practice)

RESULTS OF THE BEST PRACTICE

(Briefly describe the benefits derived from implementing the best practice)

VERIFICATION OF EFFICIENCY AND/OR SAVINGS CAPTURED

(Describe how the success was measured. What data/operating experience is available to document how successful the best practice has been? This should include any pictures, charts, tables or graphs to demonstrate results.)

CHALLENGE

Along with many of the opportunities afforded by new lighting technology and utility rebate programs, come new issues. New, unproven LED technology can sometimes create unforeseen challenges by way of inferior products in the marketplace that increase the cost of service.

Only a qualified lighting consultant can help by applying the right product for the right application while meeting strict energy efficiency standards such as California's Title 24.

In addition to the aesthetic benefit, lighting retrofits offer energy and maintenance savings that make them an appealing investment when the right amount of savings is achieved. Specifying the appropriate product with a reputable company that stands behind the warranty and has a proven product is critical in order to realize the return on investment (ROI).

BEST PRACTICE IMPLEMENTED

The Pike Outlets in Long Beach, California, which is managed by DDR, was in need of a light fixture that would meet their standards, qualify for the Southern California Edison rebate, and lower overall energy consumption. The design was one of the first Title 24 projects completed in California. Illuminating Engineering Society (IES) approved the photometric layout necessary to conform to DDR's strict security standards.

Steps for Identifying What to Retrofit

Step 1. Applications that will provide the best payback.

- Check with local utility providers to determine if they offer energy related rebates or incentive programs.
- Identify current technologies with cost-effective energy alternatives, such as metal halide, high pressure sodium, fluorescent, incandescent or others.
- Select replacement products that reduce the amount of energy consumed.
- Consider primary objectives and avoid selecting products with extra components or functionality that may unnecessarily increase the fixture cost.

Step 2. Identify a product that provides sufficient lumen and foot-candle output.

- Use a product that will meet IES standards for lighting levels.
- Design fixture layout to meet Title 24 compliance.
- Install sample fixtures to meet the desired aesthetic.

Step 3. Record analysis and evaluate results.

- In order to ensure the post-install lighting levels would meet DDR Corp's standards, a photometric layout was submitted to IES for approval.
- Due to the scale of the project, a city engineer was required to provide a pre- and post-audit to verify energy savings projections.

RESULTS OF THE BEST PRACTICE

Those who take advantage of energy initiatives will avoid cost of waiting expenses. A well-designed lighting retrofit can reduce maintenance costs, carbon footprint, energy bills and improve light levels. All of these benefits were realized as a result of this best practice.

Additional items for consideration include:

- The quality of manufacturers and their lighting systems varies widely from one application to another. One was to ensure quality is to identify devices listed with the DesignLights Consortium (DLC) or having a Department of Energy Lighting Facts label. Each certification means that an independent lab has tested samples to verify manufacturer's claims for efficiency, color and other factors.
- Verifying the accuracy of the projected ROI is critical. When a supplier provides a payback summary, check to verify the correct kilowatt per hour (kWh) rate is being used in the calculations. Make sure to ask the supplier to include a maintenance savings factor that allows for the most accurate overall savings projections.
- In addition, install mockups and leave them in place for several weeks to verify light color (Kelvin temperature), light output (foot-candles, lumens), and dark sky compliance regulations.
- Various codes now call for automatic lighting controls. In the past, occupancy sensors were not always economical after wattage reductions had been recognized by updating to energy efficient lighting. In recent past, manufacturers have introduced several wireless sensor applications that make installation and implementation more economical – improving payback.

VERIFICATION OF EFFICIENCY AND/OR SAVINGS CAPTURED

By using a DLC-approved fixture, the Pike Outlets qualified to receive the Southern California Edison utility rebate. Post-project audit results were:

- Light output was an average of 5.58 foot-candles.
- Payback was estimated at 3.96 years. ROI was accelerated through financing and early payoff.
- Energy was reduced by 71 percent.
- Maintenance was reduced by 65 percent.

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