



Bright Opportunities RI: National Grid C&I Upstream Lighting Program

Frequently Asked Questions for Distributors

1. What is goal of the program?

The goal of the program is to transform the market from less efficient incandescent technology to more efficient LED technology. National Grid has partnered with electrical distributors to offer the design community, architects, contractors, and commercial lighting customers the most efficient LED directional lamps on the market at a comparable cost to conventional lamps.

National Grid now offers discounts on high performance fluorescent lamps. See chart below for details.

2. How does the program work?

The higher cost of eligible LED lamps is paid directly to the distributor by the local electric utility. In effect, your customers will be able to purchase premium technology at comparable cost to conventional standard wattage products.

3. What are the incentives?

Lamp Type	Current Incentive to Distributors
Linear Fluorescent Lamp	
Reduced Wattage 28 watt T8 lamp	\$1.00
Reduced Wattage 47-51 watt T5HO lamp	\$1.25
Reduced Wattage 25 watt T8 lamp	\$1.00
Reduced Wattage 25-28 watt T8 U-Bend lamp	\$1.00
LED Replacement Lamp	
MR-16 (bi-pin or GU-10)	\$15.00
PAR16	\$15.00
PAR20	\$15.00
PAR30 or BR30	\$30.00
PAR38 or BR40	\$35.00
A-lamp	\$15.00

Decorative Lamp (including G and B shapes)	\$10.00
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Note: Incentive Amounts may change with 10 days notice to distributors as described in the Distributor Agreement. All Products must be listed in the eligible products lists to be eligible for rebates.

4. Who are Eligible Customers for this program?

Eligible Customers are businesses in Rhode Island. An Eligible Customer is one who receives electrical service under a non-residential rate class from any electric utility in the state. Qualifying Equipment must be installed and operated at the Eligible Customer’s facility or premises.

5. Which customers are not eligible?

Sales of qualifying equipment to the following businesses are not eligible for participation in the Bright Opportunities RI program:

- Residential customers
- Businesses located outside Rhode Island
- Sales to businesses participating in a Rhode Island Small Business Direct Install (DI) project.

6. Can lamps ordered under this program be used for a project outside Rhode Island?

All discounted lamps through the program must be installed in Rhode Island.

7. Will National Grid conduct site inspections?

Yes, National Grid or its agent will conduct site inspections to verify the accuracy of the sales data including customer site location, quantity and type of qualifying lamps etc.

8. Which lamps are eligible for the program?

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MR-16 (bi-pin or GU-10)
PAR16
PAR20
PAR30 or BR30

PAR38 or BR40
A-lamp
Decorative Lamp (including G and B shapes)

Note: Additional technologies may be added in the future. All Products must be listed on eligible products list to qualify for rebates.

9. What are the benefits of these lamps?

The eligible LED replacement lamps save money in three ways:

- i. Lower utility bills
- ii. Fewer replacement products, and
- iii. Reduced labor costs

LEDs provide up to 80% energy and cost savings, last at least 10 times longer than traditional lamps, and produce less heat output for greater customer comfort and lower A/C costs. LED directional lamps also provide the same high-quality natural color lighting for product display as conventional halogen lamps. All eligible LED lamps provide excellent CRI (Color Rendering Index) and instant-on capability. Moreover, LEDs do not contain toxic materials such as mercury or lead. Many of these lamps are also dimmable.

10. What are the typical applications?

LED directional lamps are excellent substitutes for conventional halogen lamps typically used for spot and track lighting applications in retail stores, restaurants, hotels, museums and galleries.

Note: Consult manufacturer's literature for additional product information and technical requirements

11. Is there a list of eligible lamps?

Yes, visit www.nationalgridus.com/riupstream for a link to the program. Then, click on the list of eligible lamps.

12. How will this effect customer participation in incentive programs? Will a customer still be eligible for the same incentives?

Current downstream incentives for LED lamps **will be eliminated** with the launch of this program i.e. the incentive will be moved upstream.

13. Who is the 3rd party Program Manager and what is its role?

ECOVA, formerly ECOS Consulting, (www.ecova.com) will be the 3rd party Program Manager on behalf of National Grid Rhode Island. It will work with all participating distributors to collect and process sales data, allocate savings, and provide incentives to the distributors on a monthly basis.

14. When do distributors get paid?

Participating distributors will get paid within thirty (30) days of receipt of a complete and accurate invoice for qualifying lamps sold that meets the terms and conditions specified in the Distributor Agreement.

15. What data are required to be submitted?

Participating Distributors must submit the following information to 3rd party PM:

- i) The manufacturer, model, and number of units of Qualifying Equipment sold to each purchaser;
- ii) The date of each sale;
- iii) The invoice number of each sale;
- iv) The purchase order number or job name;
- v) The ship-to address, if applicable;
- vi) The Eligible Customer;
- vii) The end-user billing address including zip code and phone number; and
- viii) The purchaser if the Participating Distributor is not selling the Qualifying Equipment directly to the Eligible Customer.

16. Is there a template for the required data submission?

The 3rd party Program Manager (Ecova) will provide a simplified data collection form to be used by all Participating Distributors.

17. Am I required to pass the full incentive to the customer?

While not explicitly required, National Grid expects that Participating Distributors will pass the incentive to their customers. It is recommended that Participating Distributors list the National Grid incentive on their invoices to customers. National Grid will monitor list prices to customers to ensure that customers see a lower price as a result of this program.

18. How can a distributor join the program?

Contact below to find out how you can join the program:

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19. Will ESCOs, retailers, wholesale outlets and Internet sales qualify for participation selling direct to customer?

The program is designed for electrical distributors. Currently ESCOs, retailers, and Internet sales are not eligible to be considered participating distributors. Wholesale outlets may be

eligible depending on their specific business type. Additional business types may be considered in the future, but will not be until after 2012.

20. Can customers order spare lamps?

Distributors should not sell spare lamps to customers and submit them for the upstream rebate to National Grid. The number of lamps sold should not exceed the number of sockets where they will be installed. All lamps sold and submitted for upstream rebate should be installed by the customer or participating distributor soon after sale. As a reminder, National Grid will be conducting site verifications and if it finds that many bulbs are not being installed, the program may end or the rebates may be substantially reduced.

21. Do installations in common areas of multifamily units and apartment/condo buildings qualify?

The installation address should be on a qualified Commercial meter. Another way to check this is if the utility bill lists a commercial rate code.

22. Can a contractor or vendor information be provided in place of installation address?

No, end-user installation address and name are required fields for program participation. Do not enter Contractor info in the installation address and zip code fields.

23. Where can I find more information about the program?

Visit www.nationalgridus.com/riupstream for a link to the program.