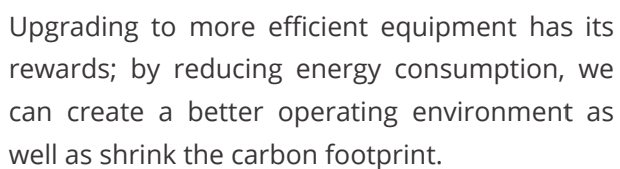
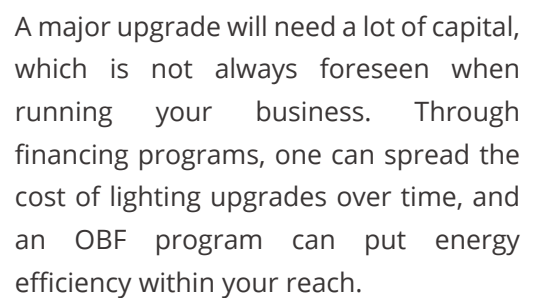


The main title "On-Bill Financing" is written in a large, bold, blue, sans-serif font. It is positioned on the left side of the page, overlapping a white background and a blue-tinted image of a woman on a phone. The text is partially obscured by a large, orange-to-red gradient triangle that points towards the top right.The subtitle "Financing for Energy Saving Lighting Projects" is written in a bold, black, sans-serif font. It is positioned below the main title, on the left side of the page, overlapping a white background and a blue-tinted image of a woman with a tablet. The text is partially obscured by a large, orange-to-red gradient triangle that points towards the top right.A paragraph of text in a black, sans-serif font. It is positioned on the left side of the page, overlapping a white background and a blue-tinted image of a woman with a tablet. The text is partially obscured by a large, orange-to-red gradient triangle that points towards the top right.A paragraph of text in a black, sans-serif font. It is positioned on the right side of the page, overlapping a white background and a blue-tinted image of a woman with a tablet. The text is partially obscured by a large, orange-to-red gradient triangle that points towards the top right.

What is On-Bill Financing?

On-Bill Financing is a financing option in which the utility provides the capital to implement upgraded & new technology and is repaid through payments on the utility bill. An OBF program typically has low-to-zero interest on the loans provided & also has a streamlined repayment structure. Each utility usually has its own terms and conditions for the financing provided and the suitable upgrade equipment needs to be considered to meet the criteria. Some commonly found requirements are as below:

- The applicant needs to be the utility customer for a minimum set duration (can vary among utilities) with a good standing payment history to qualify.
- Before purchasing and installing any energy efficiency measure or equipment, the customer must satisfy the eligibility requirements of the program along with the rebate/incentive program.



- Annual energy saving of the proposed system should meet a minimum value set by the utility.
- An energy assessment/pre-inspection should be completed by the utility representative before commencing any work for the project.
- If the project qualifies for rebates/incentives, the OBF will be available only after deducting it from the overall project cost.
- OBF amount will be subject to a maximum and minimum capping. They are also usually capped at the total project cost if the max cap is not exceeded.
- Equipment should be installed by an authorized trade professional or contractor.
- A post-install inspection will be conducted by the utility to verify the equipment as per the submitted proposal.

OBF funding can help your business make the transition to new technology without having to worry about capital investment.

“We help customers realize energy reduction goals, while concurrently improving revenue and profits”





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Upgrade with zero investment through OBF

- A Case Study

The mysupplier Advantage.

mysupplier has a global engineering team of qualified lighting designers, specification experts, and rebate consultants. Our team of highly skilled auditors is trained and qualified to perform lighting energy audits and to make educated recommendations that will yield short paybacks but also result in dramatic increases in lighting quality and reduced long term maintenance for our customers. With multiple technical teams across North America, South America, and Asia, we are uniquely positioned to provide rapid turn-around times for all your lighting needs. Having worked with many utilities on numerous lighting projects for our customers, we make sure that your upgrade proposal meets the incentive and OBF requirements of the utility.

A global logistics company, for whom we provide turnkey solutions, had 60 storage facilities that were under different utilities. By utilizing the state-of-the-art auditing software, ecoInsight, our team performed audits of the existing lighting systems in these facilities. The lighting data collected was uploaded to the cloud to process lighting upgrade solutions. After analyzing the rebates/incentive programs available with the corresponding utilities, qualifying lighting upgrade measures and controls were proposed. Rebates, in addition to the energy savings, helped us improve the payback period of the project. This is an important factor as many utilities have a minimum payback requirement to qualify for their OBF program.



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process is time-sensitive and faster completion of the application ensured to acquire the project funding for our customers before the allotted funds for the year were exhausted.

Project Summary	
Total Area (Sq.ft)	7,969,785
Existing Energy Consumption (kWh)	17,304,596
Proposed Energy Consumption (kWh)	6,420,207
Cost of Energy Consumed/Sq.ft	\$4.26
Product Cost (\$)	\$4,405,702
Labor Cost (\$)	\$3,077,692
Total Project Cost (\$)	\$7,483,394
Total Incentives (\$)	\$574,236
Net Project Cost(\$)	\$6,908,676
Savings	
Total Operating Savings (\$)	\$20,995,592
Annual Energy Reduction (kWh)	11,154,893
Avg. Maintenance Savings (\$/yr)	\$199,611
Avg. Maintenance Savings (%/yr)	99%
Annual Energy Cost Savings (\$)	\$1,899,949
Annual Energy Cost Savings (%)	61%
Avg. Operating Savings (\$/yr)	\$2,099,558
Avg. Operating Savings (%/yr)	64%
Maintenance Costs	
Existing Avg. Maintenance (\$/yr)	\$198,774
New Avg. Maintenance (\$/yr)	\$19,718
Existing Total Maintenance Cost (\$)	\$1,987,742
New Total Maintenance Cost (\$)	\$197,186

Some utilities required the project information and proposed measures to be filled-in an OBF workbook, whereas others required data to be entered in online application portals. Supporting documentation like product spec sheets, DLC or Energy Star certifications, LM-79 reports, installation photos and details of existing fixtures like lamp & ballast info were provided for the qualifying measures. Our comprehensive audit process helped us to capture all existing luminaire data required for incentive and OBF programs. A site re-visit was also required to validate the lighting upgrade information provided. OBF

For larger sites, we made sure that the net project cost did not exceed the OBF cap. The non-essential upgrades were left out in a site, and so we were able to include them in the programs of the consecutive year. As a result, our customer was able to receive more than \$6.9 million in OBF funding over 2019 & 2020.

mySupplier is an approved trade professional for SCE, PGE and SDGE which are some of the largest utility providers in the US.

At mySupplier, building a sustainable lighting system is just as important as meeting the customers' energy goals. With the help of industry best practices and a qualified & professional team, we are able to help our customers cut on their operating costs and maximize the benefits of LED technology.