



SEBIZ RFI Response

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Deco Lighting
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Technology Used: Linea 2X2 and 2X4 LED retrofit kit

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I. Company Background and Qualifications

Deco Enterprises has been in business over fifty years producing lighting fixtures for all the major lighting manufacturers in the U.S. Deco Lighting, a Made-in-America lighting manufacturer, has been in business for ten years. At Deco Lighting we stand by the quality of our products with rigorous testing and a forward focus on providing exceptional customer service. Deco Lighting employs over a hundred individuals in their facility in the City of Commerce, California.

All Deco Lighting LED products represent the latest in LED technology, using state-of-the-art LEDs and components, and are covered by a ten-year manufacturer's warranty, which includes labor. Even lumen depreciation is covered in this Industry's Finest warranty. In addition, our LEDs are manufactured by Nichia, arguably the best manufacturer of LEDs in the world. Nichia offers the tightest binning in the industry, without color-shifting, and allows for the widest range of color temperature LEDs in the market. Nichia LEDs also have the longest life-span available, with some products, like our Linea 2X2 and 2X4 Retrofit Kits, lasting as long as 219,000 hours as determined by using the Energy Star TM21 Worksheet.

Further reading on Deco Lighting's background and qualifications can be found in the attached **Company Profile**.

II. Proposed Product

The Linea Series 2X2 and 2X4 LED Retrofit kit delivers 6500 lumens of enhanced spectrum 85 CRI light while achieving over 100 lumens per watt at the system level. This innovative patented kit is designed for retrofitting existing 2X2 and 2X4 fixtures to energy-saving LED. The Linea Series is available in neutral or cool color temperatures and dimming comes standard. The Linea Series Retrofit Kit is easy to install and fits into almost any existing linear fluorescent fixture, making it a perfect upgrade option where energy savings and long life are critical.

A **spec sheet** for the Linea product has been attached.

III. Proposed Financing Method

Deco Lighting uses third-party financiers as partners for large sustainability and green-energy projects. Third-party financing allows the customer to transition immediately to energy-saving LED lighting without the pain of paying upfront fees. The finance company makes its money from the amount saved on the customer's energy bill.

IV. Cost Proposal and Representative Savings

Cost savings for typical municipal, educational and government retrofit projects run between 50-75%, depending on the existing technology being replaced. Additional savings result from reduced installation costs and an almost negligible maintenance cost over the life of the fixtures, which is determined to be 219,000 hours using the Energy Star TM21 Worksheet. Our ten-year warranty with labor provides a comfort level that no other manufacturer has matched.