



Customer Success:

Viscardi Center Project



“We made the project cost-efficient, so savings were realized from the get-go.”

Eric Pucci
Lighting Product Manager
Aetna Electric

OBJECTIVES

- Realize energy cost savings
- Reduce maintenance costs
- Avoid extra cost and issues in coordinating multiple parties

SOLUTION

- Turnkey project delivery
- Expert assistance with PSE&G rebates
- High quality equipment at the lowest possible cost

RESULTS

- \$155,000 in rebates obtained
- Payback in just over 1 year
- Much lower ongoing maintenance costs





The Viscardi Center, a network of non-profit organizations, provides a lifespan of services that educate, employ and empower people with disabilities.

Its programs and services include Pre-K through High School education, school-to-work transition services, vocational training, career counseling and placement and workforce diversification assistance to children, adolescents, and adults with disabilities and businesses.

Founded in 1952, The Viscardi Center continues as a global leader in the disability services community. It is a hub for leading edge approaches to education and employment and pro-active efforts that aim to shape and influence policy changes that will benefit the people it serves.

Moving to Energy Efficient Lighting

The Viscardi Center operates a campus in Albertson, New York, which houses the Henry Viscardi school and other services delivered by the Center.

Lighting is a crucial element of the facility, and the Center wanted a way to reduce operating costs while moving to a more energy efficient system. An evaluation commenced, and bids were obtained.

The Center contacted Aetna Electric after receiving other bids, to see if other options were available.

Key Need: A Turnkey Project

“There are a lot of places where costs can escalate when you don’t have an experienced lighting project manager,” said Richard Curtin, vice president of sales at Aetna Electric. “The Center needed someone to take ownership of the entire project and manage it from top to bottom.

“We were able to identify deficiencies in the quotes they had received, which would have cost the Center a lot of extra expense had the project proceeded as originally recommended.

“We then put a comprehensive plan together for the Center’s facilities staff to review. This was a complete plan that covered all the bases, rectified the cost problems with the other quotes, and included full project management.”

Rebate Assistance

Aetna’s lighting department experts work with customers like the Viscardi Center to obtain the highest possible rebates. Unlike some suppliers who receive rebate payments and “share” them, Aetna does the paperwork but all money goes directly to the customer.

“If you don’t have the experience, it’s easy to miss out on significant rebate opportunities,” said Curtin. “For instance, you can use a fixture that doesn’t qualify for a rebate when an equally good fixture does.

“We helped the Center win pre-approval for over \$150,000 in rebates that were ultimately realized.”

Solution Delivery

Aetna sourced all of the equipment and managed the entire project over a four-month timeframe.

The new lighting system has reduced energy costs and is much easier and less expensive to maintain.

Because rebates went directly to the Center, savings began to accrue right away, and full payback was achieved in just over one year.

“The Viscardi Center delivers a tremendous service to a community that really needs it,” said Curtin. “We were happy not only to provide a new lighting system, but also to help them contain costs and keep more money available for their primary mission.”

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