

# POWER SMART PROGRAM OVERVIEW FOR THE LIGHTING INDUSTRY

If your customers want to cut electricity costs and reduce energy use, BC Hydro Power Smart has programs available for them. From small and medium commercial customers to large industrial sites, there is a program that is designed to meet their needs.

The table below describes the three main Power Smart programs for lighting projects. There are specific criteria that determine which program your customers are eligible for. If you are unsure, please use [Power Smart Business Program Eligibility Tool](#) to determine the eligibility of your customer's site. The customer's 11-digit account number will be needed to enter to determine the program that best suits your customers' needs.

	POWER SMART EXPRESS	IMPLEMENTATION FUNDING	SELF-SERVE INCENTIVE PROGRAM
Customer Eligibility	<ul style="list-style-type: none"> <li>- All commercial rate business customers</li> <li>- Small industrial sites that spend &lt;\$25,000 on electricity per year</li> <li>- Residential stratas (common areas only)</li> </ul>	All large business customers who qualify as a Key Account (consuming > 4 GWh of electricity annually).	Industrial customer site using >500 MWh/yr of electricity annually (about \$25,000 per year)
Minimum Requirements	>1 year payback	>1 year payback and >50,000kWh savings (minimum 2500 kWh per site if bundled)	>1 year payback
Application Initiation	Self-serve online application for project pre-approval required prior to product purchase	Generated internally by Account Manager for pre-approval <b>prior</b> to product purchase	Self-serve online application for pre-approval required prior to product purchase
Who can start an application?	<ul style="list-style-type: none"> <li>- Customer</li> <li>- Alliance member (via PIN process)</li> </ul>	- Key Account Manager	- Customer
Who can complete an application?	<ul style="list-style-type: none"> <li>- Customer</li> <li>- Alliance member (via PIN process)</li> </ul>	- Key Account Manager	- Customer
Scope of Work	Restricted to specific configurations shown in application and e.Catalog	Customized lighting design on PS-ES Calculator must be submitted	Customized lighting design on PS-ES Calculator must be submitted
Incentives	Calculated per project based on energy savings, project cost, and payback; estimated at time of pre-approval	Calculated per project based on energy savings, project cost, and payback; estimated at time of pre-approval	Calculated per project based on energy savings and project cost, estimated at time of pre-approval
Product Eligibility	Listed in e.Catalog	Any (subject to approval by Power Smart Engineering)	Any (subject to approval by Power Smart Engineering)
Project Timelines	Declaration of completed work must be submitted online within 1 year of date of pre-approval	Declaration of work must be submitted to Key Account Manager within 1 year of date of pre-approval	Declaration of completed work must be submitted online within 6 months of date of pre-approval
Who can do hardwired installation?	Power Smart Alliance members, qualified internal staff or Single Project Approved Contractors	Power Smart Alliance members, qualified internal staff or Single Project Approved Contractors	Power Smart Alliance members, qualified internal staff or Single Project Approved Contractors