



## BRIGHT IDEAS CUSTOMER SUCCESS SERIES

# One Thomas Circle

Commercial Office • Washington, DC



Located in the heart of Washington DC, the property at One Thomas Circle is a mixed-use commercial office space built in 1981. The building is twelve stories high, with space totaling 229,663 square feet, and is managed by Jones Lang LaSalle (JLL).

### The Opportunity

JLL desired to convert this LEED Gold Certified building from fluorescent to LED and capture maximum savings by installing sensors on each floor. JLL was in need of assistance with product selection and although they knew what they wanted, JLL was apprehensive about including the dimming feature in all lights. JLL selected two areas of focus, the building's garage and stairwells, and contacted Bay Lighting for assistance.

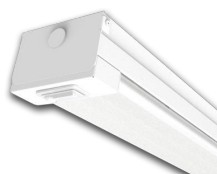
### Bay Lighting Solution

Samples were installed to ensure customer satisfaction with the overall appearance and light levels of each application. Bay Lighting often recommends seeing the product in action, eliminating any concerns a customer may have. The samples allowed the customer to see dimming first hand and they were also able to gauge how their tenants reacted to the lighting controls.

### The Benefits

After seeing fixtures in use, all constituents were delighted with the look and performance. Testing a sample fixture is a great way for customers to be extra confident in their lighting project. In the end, the property at One Thomas Circle is reaping energy savings and has lighting that the owners and the tenants will enjoy.

*Bay Lighting supplied a sample LED fixture to test in the garage at One Thomas Circle. After converting to LED, the facility will save \$10,066.75 on their utility bill, in the garage, over the course of one year.*



Garage Featured Product:  
ILP FZ4-32W-U-50-FRAL-ES



*The stairwells were converted from 2-lamp fluorescent T8 fixtures to step-dim LED fixtures that come on one at a time when motion is detected. The sensor has adjustable sensitivity levels, dimming levels, and hold times to suit a variety of needs.*



Stairwell Featured Product:  
Nicor LSC-10-4S-U-40-M