

# Lighting Upgrade Improves Savings, Employee Satisfaction at BITHGROUP Technologies

“BGE’s energy-saving programs are innovative, and their team is professional and efficient. I would do this again in a heartbeat.”

—Robert L. Wallace, Founder, Chairman of the Board  
 BITHGROUP Technologies

## Savings at a Glance

BITHGROUP Technologies used incentives available through BGE’s Small Business Energy Solutions Program to modernize lighting in its historic Baltimore headquarters.

BGE program:	<b>Small Business Energy Solutions</b>
Total project cost:	<b>\$4,975</b>
Incentives paid:	<b>\$3,484</b>
Cost to the customer:	<b>\$1,491</b>
Electricity savings:	<b>23,553 kWh/year</b>
Cost savings:	<b>\$3,062/year</b>
Payback:	<b>0.5 years</b>

For over 25 years, the team at BITHGROUP Technologies has helped government and commercial clients solve their toughest information technology problems in the areas of cyber security, biometric engineering and health care. While the company’s services are future focused, the ambience in its nearly 200-year-old Baltimore headquarters was decidedly stuck in the past.

That’s why Robert L. Wallace, founder and chairman of the board at BITHGROUP Technologies, sought advice from BGE’s Small Business Energy Solutions Program.

“We wanted to change the lighting to create a more modern, better working environment for our employees,” Wallace says.

And, with the help of available incentives, the company was able to upgrade lighting throughout the facility for a fraction of the cost, boosting both morale and the bottom line.

## The Opportunity

BITHGROUP’s headquarters occupies an 8,000-square-foot building constructed in the 1830s. It consists of five levels, including offices and conference rooms, as well as a kitchen and study areas. Each room in the building is furnished with high ceilings and fireplaces that create a unique ambience.

Wallace says it was important for the company to preserve that character while addressing outdated, inefficient lighting across all levels.



Robert L. Wallace, Founder,  
Chairman of the Board,  
BITHGROUP Technologies

“Though we are in a historic building, we wanted to give our employees a warmer, brighter working environment that would reduce our energy costs,” says Wallace. “We are in a competitive, cost-sensitive industry. Any way we can reduce our operating expenses puts us in a stronger, competitive position.”

According to Wallace, BGE’s incentives and technical support made the decision to upgrade to energy-efficient LEDs an obvious choice. “We’re very in tune with initiatives that pertain to energy management and conservation, so the incentives got our attention quickly,” Wallace says.

## The BGE Solution

In about a month’s time, BGE’s team replaced incandescent bulbs and fixtures throughout the headquarters with energy-saving LEDs. Wallace says the upgraded lighting had an immediate effect on everything from the quality of light to employee satisfaction.

“It makes a difference in our image and how we do business,” he says. “I’ve even had employees come up and thank me for the improved work environment.”

## The Benefits

The energy-saving LEDs have not only improved the overall atmosphere, but they also have helped to compensate for a lack of lighting in the building’s lower levels where there are few windows. The improvements have been so noticeable that Wallace says he looks forward to partnering with BGE on additional energy-saving solutions at this location—and at BITHGROUP’s other buildings within BGE’s service area.

“Working with BGE has been an enjoyable experience,” says Wallace. “Their commitment to energy management and maximizing options for businesses is commendable, and I would be open to any other ideas BGE has about how we could be a more energy-efficient company.”



LED lighting upgrades in historic office spaces and conference rooms improve employee comfort and increase savings.



The BGE Small Business Energy Solutions Program is designed to help small business owners use energy more efficiently. The program includes an energy analysis and easy-to-follow recommendations for improving energy efficiency and full turnkey service to help you make energy efficiency part of your long-term business plan. Participating businesses can receive incentives that cover up to 70% of the total cost for most energy efficiency retrofit projects, including materials, labor and recycling. For more information, visit [BGESmartEnergy.com](http://BGESmartEnergy.com).

This program supports the EmPOWER Maryland Energy Efficiency Act.

♻️ Printed on recycled paper using environmentally friendly inks.  
BGE-CI-012020