

CASE STUDY

BT

Project Background

As part of its Net Zero strategy BT required an overhaul of its lighting across the entire estate. Energys Group was initially awarded the BT plc lighting contract in March 2016 for 2 years following a successful tender submission and BT subsequently extended for another 3 year term. In 2019 Energys Group was also awarded a contract extension to upgrade the lighting in all of the EE stores in the UK.

Over the contract term Energys Group worked closely with BT's facilities management organisations – initially BTFS (BT Facilities Services) and latterly CBRE on over 200 BT sites and a further 190 EE stores - a varied mix of Corporate Offices, Call Centres, Data Centres, TEC's, TE's, ATE's, Retail Outlets and Fleet Workshops to upgrade both internal and external lighting to LED.

Solution

A total of over 140,000 light fittings were upgraded to LED, most of them with integrated controls (including presence detection, time-based decision making, daylight harvesting and constant light output), and all site buildings achieving BT's strict 2 year payback criteria.

Energys operated with a high degree of autonomy with minimal client input culminating in surveys, proposals and installations amounting to over £11.3 million of LED lighting upgrades and £2 million of related technologies across the entire UK based BT Estate.

Challenges

BT's estate consists of a complex mixture of administration centres, call centres, vehicle workshops, warehousing and logistics, data centres - many of which operated 24/7, and retail outlets.

Installations were required to work around the operating schedules across the entire estate taking into consideration high volumes of vehicle movements and long retail opening hours - all without disrupting the day-to-day operations.

This required significant effort in developing our RAMS and training programmes for all staff in order to achieve the very high standards set by the client, who because of the high level of satisfaction achieved in Phase 1, awarded further contracts for the remainder of its estate.



“A BT spokesperson commented that they were delighted with the installations – the crew were very mindful of the company's high expectations of a seamless transition with minimal disruption to operations. They were disciplined, on time and ensured sites remained in good order throughout the project.”

BT Spokesperson

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Outcomes

Energy savings of 54 million kWh are being achieved on an annualized basis, equating at the time to c£7 million. These savings have been validated with a mixture of data from BT's Energy Reporting Centre and integrated sub-metering and reporting that we provide as an integral part of the M&V plan we deliver on for every project we undertake.

Re-visiting the savings generated following the recent hike in energy prices, a reviewer estimated annual savings peaked at c£19 million per annum which would equate to a ROI of less than 9 months with further savings being achieved through exceptionally low maintenance requirements.



Projected impact

Project Scope	Over 200 BT Sites and 190 retail stores.
Project Value	£13.3 million
ROI	All projects under 24 months from completion of work.
No of Lights Replaced	140,000
Annual £ Savings	£7 million
Annual kWh Savings	54 million

Electricity rate is £0.45 per unit.

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