

# Efficiency Maine Commercial & Industrial Prescriptive Program (CIP)

Qualified Partner Annual Certification  
Distributor Screw-In LED (DSIL) Program



RC22-TM2-L2



1

## Objective

To gain an understanding of the DSIL Program and to review the distributor expectations and program requirements.



2

## Course Material

- Introduction to the DSIL Program
- Distributor Expectations
- Product Eligibility Requirements
- Required Documents
  - Submittal Template
  - Pre-authorization Request
  - Product Add-on Request
- Current Incentives



3

3

## Introduction to the DSIL Program

- Promotes the sale, installation and utilization of certain high-efficiency LED replacement lamps through purchase price discounts offered through participating lighting distributors in the State of Maine.



4

4

## DSIL Distributor Expectations

- Must be a current Qualified Partner
- Must have a physical store in Maine
- Must sign a DSIL Memorandum of Understanding (MOU)
- Eligible products will be available for sale at prices discounted or marked down from regular sales prices in an amount at least equal to the discount offered from the DSIL Program.
  - Distributor shall not mark up the regular price of any product prior to applying the product discount amount.
- Agree that all products sold shall meet the program's energy efficiency criteria.



5

5

## DSIL Distributor Expectations

- Agree to promote the DSIL Program to its customers and potential customers.
- Acknowledge that the DSIL Program is intended for the benefit of eligible Maine customers and that all products sold through the DSIL Program are not intended for resale and must be installed at an operating facility within the State of Maine (truck stocking is not eligible).
- Submit reimbursement requests utilizing the DSIL Invoice Template.



6

6

## Product Eligibility Requirements

- Eligible products include:
  - Screw-in LED bulbs including candelabra, globe, spot and flood bulbs (MR16, BR30, BR40, PAR16, PAR20, PAR30 and PAR38).
  - Linear replacement lamps (Type A and Type C)
  - Mogul screw-base lamps for exterior HID and interior high/low bay replacements



7

7

## Product Eligibility Requirements

- Screw-in lamps:
  - Must be ENERGY STAR® certified or have an efficacy of  $\geq 60$  lumens per watt with a lifetime of at least 15,000 hours.
- Linear Replacement Lamps:
  - Must be listed on the DesignLights Consortium's (DLC) Qualified Products List with the Primary Use of Replacement Lamps (UL Type A) or 2, 3, 4-Lamp External Driver Lamps (UL Type C). DLC listed T8 two-foot, T8 four-foot, T5 four-foot, T5HO four-foot, and T8 U-Bend replacement lamps are eligible. Only commercial installations are eligible.



8

8

## Product Eligibility Requirements

- LED High/Low Bay Mogul Screw-Base Replacement Lamps for HID Lamps:
  - Only mogul-base (E39) products are eligible. Lamps must be listed on the DesignLights Consortium's Qualified Products List with the Primary Use of Replacement Lamps for High or Low-Bay Luminaires (Type B or Type C). Only commercial installations are eligible.
- LED Outdoor Mogul Screw-Base Replacement Lamps for HID Lamps:
  - Only mogul-base (E39) products are eligible. Lamps must be listed on the DesignLights Consortium's Qualified Products List with the Primary Use of Outdoor Pole/Arm-mounted Area and Roadway and Pole/Arm-mounted Decorative Luminaires, Outdoor Full Cutoff Wall-mounted, Parking Garage, and Fuel Pump Canopy luminaires. Only commercial installations are eligible.



9

9

## Required Documents

- Reimbursement requests are made through the DSIL Invoice Template for discounts provided during any month
  - Customized per Distributor with their models
  - Must be provided by the 15th of the month immediately following
- Material invoices may be requested
- Pre-authorization must be requested (using the Pre-authorization Request Form) for any DSIL transactions with total discounts exceeding \$5,000
- Distributors may request to add eligible models to their approved product list by submitting a DSIL Add-on Request Form



10

10

## DSIL Invoice Template – Customer Data Collection

Customer data required for each DSIL transaction:

- Invoice #
- Date of Sale
- Installer
- End User/Business Name
- End User/Business Phone #
- Installation Address
- Installation Type
- Sold Price Per Lamp after incentive

Efficiency Maine Screw-In LED Lighting Program Sales Report						
Distributor/Customer						
Invoice Number						
Date of Sale						
Installer						
End User Name / Business Name						
End User / Business Phone #						
Installation Street Address						
Installation City (must be in Maine)						
Installation: Commercial / Industrial / Multifamily / Residential						
					<b>Save Record and Clear Form</b>	
Item	Bulb Type	Manufacturer Model#	# of Lamps Sold	SOLD PRICE PER Lamp after incentive	Discount Per/Lamp	Total \$\$ Due
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
						\$0.00



## Pre-authorization Request

- Pre-authorization is required for any transaction where total discounts would exceed \$5,000.

### EFFICIENCY MAINE - DISTRIBUTOR SCREW-IN LED PROGRAM (DSIL)

#### PY22 DSIL PROJECT PRE-AUTHORIZATION REQUEST

**Instructions:**  
Participating Distributors are required to receive pre-authorization for DSIL transactions that would be eligible for total discounts of \$5,000 or more before materials are sold. To request pre-authorization, please complete the fields highlighted in blue below and email this completed form and a material quote for the project to the Delivery Team at [CP@efficiencymaine.com](mailto:CP@efficiencymaine.com). The Delivery Team will then review the request for eligibility and present the project to the Efficiency Maine Trust for a pre-authorization determination. Funding for the discounts to be provided for a pre-authorized project scope will be allocated for the Distributor, in addition to Distributor's current approved base budget for the quarter.

**To be completed by Participating Distributor:**

Date:	
Distributor:	
Customer (End User/Business) Name:	
Customer Contact Name:	
Installation Address:	
Customer (End User) Email:	
Customer (End User) Telephone:	
Anticipated Project Start Date:	
Anticipated Project End Date:	

Location Description	Model Number	Quantity



## DSIL Add-on Request

### EFFICIENCY MAINE - DISTRIBUTOR SCREW-IN LED PROGRAM

- Distributors may add eligible models to their product list by sending an email to the delivery team with a completed Model Add-on Request Form.

#### PY22 DSIL MODEL ADD-ON REQUEST

**Instructions:**

Participating Distributors may request models to be added to their approved DSIL product lists at any time. Eligible models will be added to the Distributor's DSIL invoice template once per month (by the end of each month). To request a model(s) to be added to your DSIL product list, please provide the data below for each model (see the fields highlighted in blue) and email this completed form to the Delivery Team at [CIP@efficiencymaine.com](mailto:CIP@efficiencymaine.com). The Delivery Team will review the request for eligibility and add the eligible model(s) to your product list and invoice template during the subsequent round of updates.

**To be completed by Participating Distributor:**

Date: \_\_\_\_\_

Distributor: \_\_\_\_\_

Manufacturer/Model # to be Added: \_\_\_\_\_

DLC Product ID (if applicable): \_\_\_\_\_

Energy Star ID (if applicable): \_\_\_\_\_

Sell Price before Discount: \_\_\_\_\_

Watts: \_\_\_\_\_

Lumens: \_\_\_\_\_

Lamp Life (Hours): \_\_\_\_\_

Lamp Type: \_\_\_\_\_



## DSIL Solutions – Current Incentives

Effective July 1, 2021 – September 30, 2021

Measure Code	End Use	Description	Discount (\$/Unit)
S41	LED Screw and Pin-based Lamps	Candelabra	\$5.00
		R20	\$1.00
		MR16	\$4.50
		Globe	\$6.00
		BR30	\$2.50
		PAR16	\$6.00
		PAR20	\$3.00
		PAR30	\$5.00
		PAR38	\$10.00
S64	Mogul Screw-Base LED Replacement Lamps for HID Lamps in High and Low Bay Applications	BR40	\$5.00
		Type B/C for Low-Bay <80W	\$40
		Type B/C for Low-Bay ≥80W	\$80
		Type B/C for High-Bay <120W	\$80
		Type B/C for High-Bay ≥120W	\$90
S110	Linear LED Replacement Lamps	T8 2' Type A	\$7
		T8 4' Type A	\$4
		T8 4' U-Bend Type A	\$10
		T8 4' Type C (2 lamp kit)	\$16
		T8 4' Type C (3 lamp kit)	\$18
		T8 4' Type C (4 lamp kit)	\$25
		T5 4' Type A	\$7
		T5HO 4' Type A	\$8
S6	Mogul Screw-Base LED Replacement Lamps for HID Lamps in Outdoor Applications	Low Output (250-5,000 lm)	\$35
		Low Output (>5,000-10,000 lm)	\$35
		Low Output (>10,000 lm)	\$90



## Summary

What have you learned?

- DSIL Distributor expectations.
- Product eligibility requirements
- Required documentation and sales information
- Resources available



15

15

## Distributor Screw-in Lighting Program Overview

### DSIL Program Overview



RC22-TM2-L2

16