



# Product Discount Guide

No sales limits or minimum customer contributions required. All sales totaling more than \$10,000 in discounts must receive pre-approval prior to making the sale.

For more information, please contact the program implementor via [dteinstantdiscounts@energy-solution.com](mailto:dteinstantdiscounts@energy-solution.com) or 617.440.5469.

Effective as of December 16, 2023

<b>LED Flat Panels / Troffers</b> <i>includes retrofit kits</i>		
<b>Product Category</b>	<b>Type by Lumens</b>	<b>Discount</b>
1x4	1500-2999	\$3
	3000-4499	\$4
	4500-5999	\$8
2x2	≤ 2999	\$5
	≥ 3000	\$7
2x4	3000-4499	\$4
	4500-5999	\$6
	≥ 6000	\$8

<b>Lamps</b>		
<b>Product Category</b>	<b>Size</b>	<b>Discount</b>
2G11 Base Replacement Lamp LED	n/a	\$3
T8 LED	2 ft	\$1
	3 ft	\$2
	4 ft	\$2
	8 ft	\$4
T5 LED	4 ft	\$2
T5HO LED	4 ft	\$4
U-Bend LED	n/a	\$2
Pin	< 9W	\$2
	≥ 9W	\$3

<b>Other</b>		
<b>Product Category</b>	<b>Type</b>	<b>Discount</b>
Wall Sensor	All	\$15
Ceiling Sensor	<i>without</i> Daylight Sensor	\$35
	<i>with</i> Daylight Sensor	\$45
Exit Signs	All	\$8

<b>Indoor Fixtures</b> <i>includes retrofit kits</i>			
<b>Product Category</b>	<b>Lumens</b>	<b>Discount</b>	<b>Discount with Controls</b>
Downlight Retrofit	All	\$7	\$7
Direct Linear	≤ 4999	\$4	\$6
	5000-9999	\$5	\$7
	10000-14999	\$10	\$14
	15000-19999	\$15	\$21
	≥ 20000	\$18	\$24

<b>High Bay / Low Bay</b> <i>includes retrofit kits</i>				
<b>Product Category</b>	<b>Type</b>	<b>Lumens</b>	<b>Discount</b>	<b>Discount with Controls</b>
High Bay	175W	≤ 9999	\$20	\$28
	250W	10000-14999	\$30	\$42
	400W	15000-24999	\$45	\$60
	> 500W	≥ 25000	\$65	\$85
	E39	All	\$45	n/a
Low Bay	E39	All	\$30	n/a

<b>Exterior Fixtures</b>				
<b>Product Category</b>	<b>Type</b>	<b>Lumens</b>	<b>Discount</b>	<b>Discount with Controls</b>
E39 Exterior	100W	≤ 4999	\$10	n/a
	175W	≤ 9999	\$10	n/a
	250W	10000-14999	\$25	n/a
	400W	≥ 15000	\$40	n/a
Canopy	175W	≤ 9999	\$10	\$13
	250W	10000-14999	\$25	\$33
	400W	15000-24999	\$40	\$52
	> 500W	≥ 25000	\$100	n/a
Flood / Pole / Wall Retrofit	175W	≤ 9499	\$10	\$13
	250W	9500-14999	\$25	\$33
	400W	15000-23999	\$40	\$52
	500W	24000-49999	\$100	\$125
	≥ 700W	≥ 50000	\$100	\$165

Discounts for product categories are based on lumen output. All items are DLC-qualified except 1) downlight retrofit products, which are ENERGY STAR®-certified, and 2) items in the "Other" category, which are qualified based on the manufacturer's specification sheets.