



2025 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 or 617.440.5469.

Effective as of January 1st, 2025

LED Flat Panels / Troffers <i>includes retrofit kits</i>				
Product Category	Type by Lumens	Discount	Discount with Occ Sensor ¹	Discount with Dual Sensor ²
1x4	1500-2999	\$3	\$5	\$7
	3000-4499	\$4	\$6	\$8
	≥ 4500	\$8	\$10	\$12
2x2	≤ 2999	\$5	\$7	\$9
	≥ 3000	\$7	\$9	\$11
2x4	3000-4499	\$4	\$6	\$8
	4500-5999	\$6	\$8	\$10
	≥ 6000	\$8	\$10	\$12

Lamps		
Product Category	Size	Discount
T8 LED	2 ft	\$2
	3 ft	\$2
	4 ft	\$3
	8 ft	\$4
T5 LED	4 ft	\$2
T5HO LED	4 ft	\$4
U-Bend LED	n/a	\$2
LED G24 Base Replacement Lamp (Pin)	< 1200 lm	\$2
	≥ 1200 lm	\$3
2G11 Base Replacement Lamp LED	n/a	\$3

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

¹ Occupancy sensor: the product must have an integral occupancy sensor.

² Dual sensor: the product must have an integral occupancy sensor and photosensor to perform occupancy sensing and daylight harvesting (daylight dimming) controls.

Indoor Fixtures <i>includes retrofit kits</i>				
Product Category	Lumens	Discount	Discount with Occ Sensor ¹	Discount with Dual Sensor ²
Downlight Retrofit	< 2600 lm	\$4	n/a	n/a
	≥ 2600 lm	\$10	n/a	n/a
Stairwell and Passageway Luminaires	All	\$18	\$25	n/a
Direct Linear	≤ 4999	\$4	\$6	\$8
	5000-9999	\$5	\$7	\$9
	10000-14999	\$10	\$14	\$16
	15000-19999	\$15	\$21	\$25
	≥ 20000	\$18	\$24	\$30

High Bay / Low Bay <i>includes retrofit kits</i>					
Product Category	Type	Lumens	Discount	Discount with Occ Sensor ¹	Discount with Dual Sensor ²
High Bay	250W	10000-14999	\$30	\$42	\$50
	400W	15000-24999	\$50	\$60	\$70
	> 500W	≥ 25000	\$65	\$85	\$100
	E39	All	\$45	n/a	n/a
Low Bay	175W	≤ 9999	\$20	\$28	\$32
	E39	All	\$30	n/a	n/a

Exterior Fixtures				
Product Category	Type	Lumens	Discount	Discount with Occ Sensor ¹
E39 Exterior	100W	≤ 4999	\$10	n/a
	175W	≤ 9999	\$10	n/a
	≥ 250W	≥ 10000	\$30	n/a
Canopy	175W	≤ 9999	\$10	\$13
	250W	10000-14999	\$25	\$33
	400W	15000-24999	\$40	\$52
	> 500W	≥ 25000	\$100	\$125
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

1 Occupancy sensor: the product must have an integral occupancy sensor.

2 Dual sensor: the product must have an integral occupancy sensor and photosensor to perform occupancy sensing and daylight harvesting (daylight dimming) controls.

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.