



BED BATH & BEYOND

Nationwide

**BED BATH &
BEYOND®**

FSG worked with Bed Bath & Beyond to build a lighting retrofit project and warranty management program to deliver energy and maintenance savings.

Owner

Bed Bath & Beyond

Contract Type

Lighting

Contract Amount

\$1 MM +

Electrical Contractor

FSG

Warranty Credit

\$1.7 Million since 2013

CHALLENGE

For Bed Bath and Beyond, reducing energy consumption was only part of the challenge. Being able to capture long term maintenance savings was a big goal and challenge. The biggest challenge would be tracking outages and failures and making sure that the failure was not only taken care of, but also credited properly to Bed Bath and Beyond.

SOLUTION

FSG developed a turn key lighting retrofit project to replace legacy lamps and fixtures with new more efficient products. Since the new lamps and fixtures had multi-year warranty offerings, FSG worked to develop a program and process by which Bed Bath and Beyond would be able to replace lamps or fixtures that failed during that warranty period at little to no cost to Bed Bath and Beyond. FSG also developed a method by which both FSG and Bed Bath and Beyond could track the effectiveness of the warranty program through online dashboards and on demand reporting.

RESULT

Since 2013, Bed Bath and Beyond has seen \$1.7 million in warranty credits for lamp and fixture outages or failures. This has ensured the Bed Bath and Beyond is not only getting to take advantage the energy savings, but also the warranty of the new product provided by the manufacturer.

