



Start today with the DTE Telecom Program

Customer service is the lifeline of your business. The DTE Telecom Program can help you keep your critical infrastructure running smoothly and efficiently – all while saving energy and money.

Save energy, earn incentives and improve processes

WHAT DOES THIS PROGRAM OFFER?

The DTE Telecom Program offers incentives, technical services and whole-building solutions to help telecommunications facilities use energy more efficiently. Through the program, you can receive a no-cost facility assessment by telecommunications-focused energy advisors and incentives for a variety of energy efficiency improvements.

WHICH ENERGY-SAVING PROJECTS QUALIFY FOR FINANCIAL INCENTIVES?

- Network and switch equipment upgrades
- Network optimization
- Rectifier upgrades
- Uninterruptible power supply (UPS) system upgrades
- HVAC equipment upgrades
- HVAC right-sizing
- HVAC controls
- Economization
- VFD and fan optimization
- Airflow management

WHO QUALIFIES FOR THIS PROGRAM?

Qualifying customers must be providers of wired or wireless telephone, internet, cable, broadcasting, or telecommunications data services within the DTE service area. All customer facility types are eligible to participate, provided they are a DTE electric ratepayer.



WHY ENERGY EFFICIENCY?

Your facility's operating systems need to be reliable all day, every day. There's no room for downtime. Energy efficiency upgrades through the DTE Telecom Program can lower your monthly energy expenses, improve your system's reliability, identify facility development opportunities, and enhance your facility's operations and performance – all without slowing down your operation.

WHAT ARE SOME TYPICAL UPGRADES?

Projects like those shown below are popular ways to save energy in telecom facilities. But these are just examples. Many other upgrades are available, so talk with your energy advisor about the projects that will best benefit your organization.

Energy-Saving Project	Existing Conditions	Proposed Conditions	Est Project Cost	Est Annual Energy Savings	Est Annual Cost Savings ¹	Simple Payback ²
Switch Peripheral Equipment Consolidation	Switch is powering underutilized or unneeded line and trunk equipment	Consolidation of working lines and trunks into fewer pieces of active switch peripheral equipment	\$33,000	194,000 kWh	\$21,000	0.82 Years
CLEC/ILEC Switch Migration	Legacy telephone exchange hardware	Switching software on general-purpose hardware (Softswitch)	\$200,000	300,000 kWh	\$33,000	5.33 Years
UPS System Retrofit	UPS operating at <90% efficiency	UPS operating at >90% efficiency	\$225,000	271,000 kWh	\$29,000	6.81 Years
Airflow Management with Increased Economization	Legacy data center layout	Improved ductwork, supply fan speed reductions, maximize economization hours	\$367,000	1,250,000 kWh	\$137,000	1.58 Years
HVAC Controls in DC Plant Room	Legacy thermostats with lower operating temperature setpoints	Smart communicating thermostats with higher operating temperature setpoints	\$5,200	18,000 kWh	\$1,900	1.91 Years

1. Estimated annual cost savings based on an \$0.11/kWh price of electricity; the 2020 EIA.gov annual average for commercial customers in Michigan.

2. Simple payback includes financial incentives through DTE Energy.

MAKE THE RIGHT CALL FOR YOUR FACILITY

Contact our team today at **888.287.2201** or **DTETelecom@franklinenergy.com** to get started. Learn more about DTE's energy saving business programs by visiting **dteenergy.com**.