



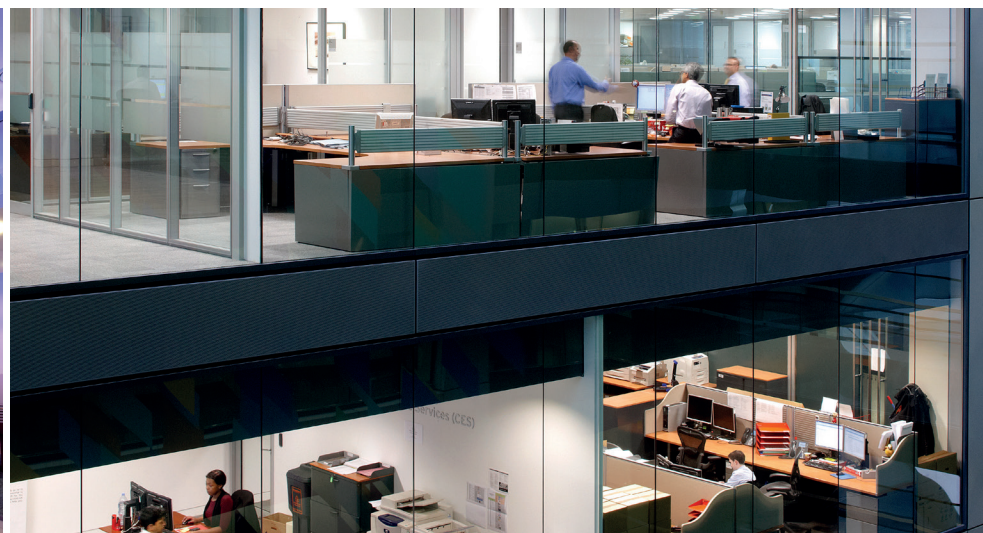
**PHILIPS**

**LaaS**

Welcome to **Light as a Service**

Let your light **pay for itself...**  
keep the **money in your pocket**

Within Philips Lighting, we strive not to sell what we have, but to deliver what our customer really needs. To do so, we aim at a deep understanding of your specific and individual requirements. Based upon real customer needs, we design a lighting solution that not just delivers what is needed, but exceeds the customer's expectation. By applying this customercentric approach, we will create a solution that pays **for itself through the energy savings** you make. **Welcome to Light as a Service.**





### Bespoke solutions for our customer



#### Reduce Lighting energy consumption up to 80%

Energy efficient light sources along with intelligent control systems allow significant energy consumption reduction



#### HVAC Integration savings up to £7 sqm / yr

Feedback occupancy data to building-management systems, allowing optimal control of HVAC and saving energy costs



**Building optimisation** Workspace utilisation improvement and space management



**Sustainability** Broader energy management and carbon footprint reduction

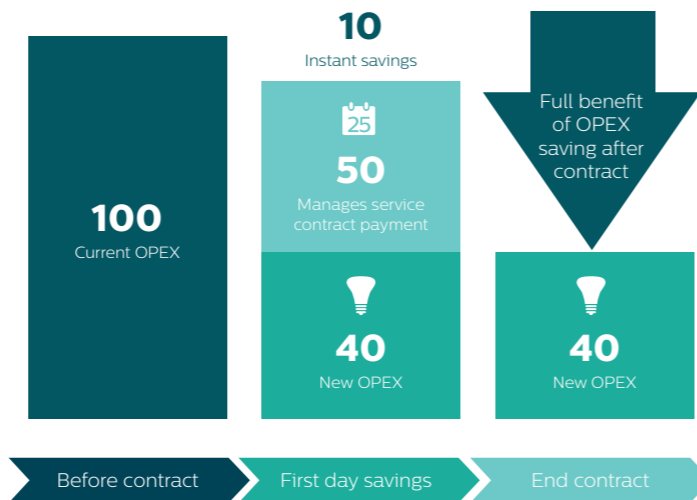


**Personal Control** Increase of employee's comfort to higher productivity

### A lighting solution that pays for itself

- Keep the money in your pocket. Use your cashflow savings on other areas of your business.
- Client does not need to spend any budget on the luminaires
- Client does not have to worry about maintenance, replacements, servicing or repairs
- Customer is able to take advantage of the energy savings and cost savings
- Fixed monthly rate is within customer's budget spend and allows the customer to plan spending
- The risk level is none as you are buying light as a service like other utilities, such as water, gas and broadband. We build and maintain the lighting infrastructure.
- Turnkey implementation from Philips, a leader in connected lighting
- We take care of the design, installation, commissioning, and all maintenance whilst you focus on your business

### State-of-the-art LED technology cuts energy costs up to 60% instantly



### Smart algorithms and light recipes increase usage efficiency

## Love the concept. What is the process?



#### 1. Plan & Design

We do a lighting assessment to see the current installation and can identify the potential savings.



#### 2. Build

We work with you and our design team on the customised connected lighting solution



#### 3. Operate

After a proposed solution is agreed, we will take care of the rest. We will dispose of the old luminaires, and deliver, install, and commission the new lighting system.



#### 4. Maintain & Optimise

And as part of the full service, we will manage all the maintenance and repair work throughout the life of the contract.

# Pay as you save plan example: How it's calculated

## Office Lighting Renovation project with LED luminaries:

Office space– 9,500 m2

From T8 36W to POWERBALANCE 22W LED luminaire

Annual energy + maintenance savings	€163,900
Payment period	5 years
Monthly energy + maintenance cost savings	€13,700
Monthly payments	€9,800
Net monthly savings	€3,900
Net monthly savings after 5 years	€13,700

Note: Example based on an actual project proposal from CEE region

## Projects pay for themselves

- No down payment
- Positive monthly cash flow from first month
- Realize full monthly savings when project is paid off

**Upgrading your office  
with better light has  
never been easier.**

*“I’m not interested in the product,  
just the performance. **I want to  
buy light, and nothing else.**”*

Thomas Rau, RAU Architects

