

**PHILIPS**

Office

Managed Services

# Tomorrow's **office lighting** today

Philips Lighting Services



A woman with long brown hair, wearing a blue and white striped shirt and a gold chain necklace, is smiling and looking down at a laptop. She is sitting at a desk in a bright office with large windows in the background. A small potted succulent is on the desk next to her. The text 'Services for office lighting' is overlaid on the image in a large, purple, sans-serif font.

# Services for office lighting

Office lighting presents special challenges. Meeting rooms require a different kind of light than individual workspaces, for example. And public areas like a reception, canteen, restroom or corridor each have their own lighting needs. In all cases, you want your people to be happy and productive in **a pleasant, inspiring environment.**

Managing the many different lighting environments inside and outside of an office building requires focus and consistency. After all, you don't want the lights in your reception area to have a distracting glare or to shine in three different colors. Ideally, in fact, you would want the lighting to "just work," without you having to worry about it ever again.

Philips Lighting can help you keep your entire office lighting installation in perfect working order, every single day. In addition to letting you save money on energy expenses and improving the quality of light in your building, Philips's lighting services offer you many appealing advantages.



## Building optimization

Having better lighting means that you can make better use of the available space at your office. Get the same work done using less floor space, which literally frees up room for new activities.



## Sustainability

More and more organizations are making their sustainability priorities a spearhead of their overall strategy. Lighting services let you take a broader approach to energy management and reduce your carbon footprint.



## Personal control

Improving light quality boosts employee satisfaction and comfort. Flexible lighting systems let individual users set the illumination at their workplace at levels that are optimal for them. Which will increase their work satisfaction and make them more productive.

We not only deliver peace of mind with complete outsourcing for your lighting, we can further deliver value through our unique data-enabled services for offices to deliver value beyond illumination. Contact us today for more information.

# Managed Services for offices

Outcome-based performance



## Standard Managed Services



## Light as a Service

### Our Managed Services for office lighting

Audit and consulting

System execution

Operations

Performance (energy, lighting and uptime / other)

Maintenance, training and documentation

Financing



Instead of asking “Which lighting products should I buy?”, why not simply ask “What kind of light do I want at my office?” At Philips, we believe that the right tailor-made lighting services will save you so much money that our solution pays for itself.

Partnering with you, we will translate your office’s lighting needs into a design that delivers exactly the kind of illumination you need. We will create a one-of-a-kind set of lighting systems, products and services and handle everything for you. It’s a complete turnkey approach that includes end-to-end design, installation, operation and maintenance of the lighting installation, as well as support in optimizing your company’s business operations.



## Standard Managed Services

Hassle-free savings with optimized performance

A complete turnkey approach, Standard Managed Services are based on delivering the light you need, instead of on a particular choice of system or product.

- **Outcome-based lighting** – Lighting design based on the visible light output, not a selection of physical products.
- **Save money** – Get optimal savings on energy, maintenance and depreciation costs.
- **Hassle-free** – Guaranteed operation of your lighting equipment, with updates to new product upgrades.
- **User-centric** – Services include detailed training and documentation for all users at your office.



## Light as a Service

No upfront investment

How does it work? As you do not own the lighting installation yourself, you pay only for the light you use. It’s the ultimate no-worries solution. Our unique Light as a Service proposition includes everything in the Standard Managed Services – plus financing:

- **Pay for the light** – Instead of purchasing your own lighting equipment, you pay only for the light you use.
- **Optimized return on investment** – No capital expenditures or maintenance & replacement costs, which frees up valuable resources.
- **Technology updates** – Your service partnership with Philips can include all future updates to your installation’s hardware and software.
- **Add Value** – Beyond illumination via data-enabled services.

The National Union of Students (NUS) is a confederation of UK student unions. For their London headquarters in Macadam House, they wanted a new lighting solution that let them focus on what matters most: representing the interests of more than seven million students in higher and further education.

# No upfront investment, lighting outsourced with peace of mind

Hassle-free

Long-term  
maintenance

Sustainable



## Key details

- 15-year commitment from Philips
- Hassle-free solution: pay only for the light you use
- No major capital investments
- Long-term maintenance guaranteed
- Lighting services support sustainability goals
- LED luminaires comply with office-lighting norms

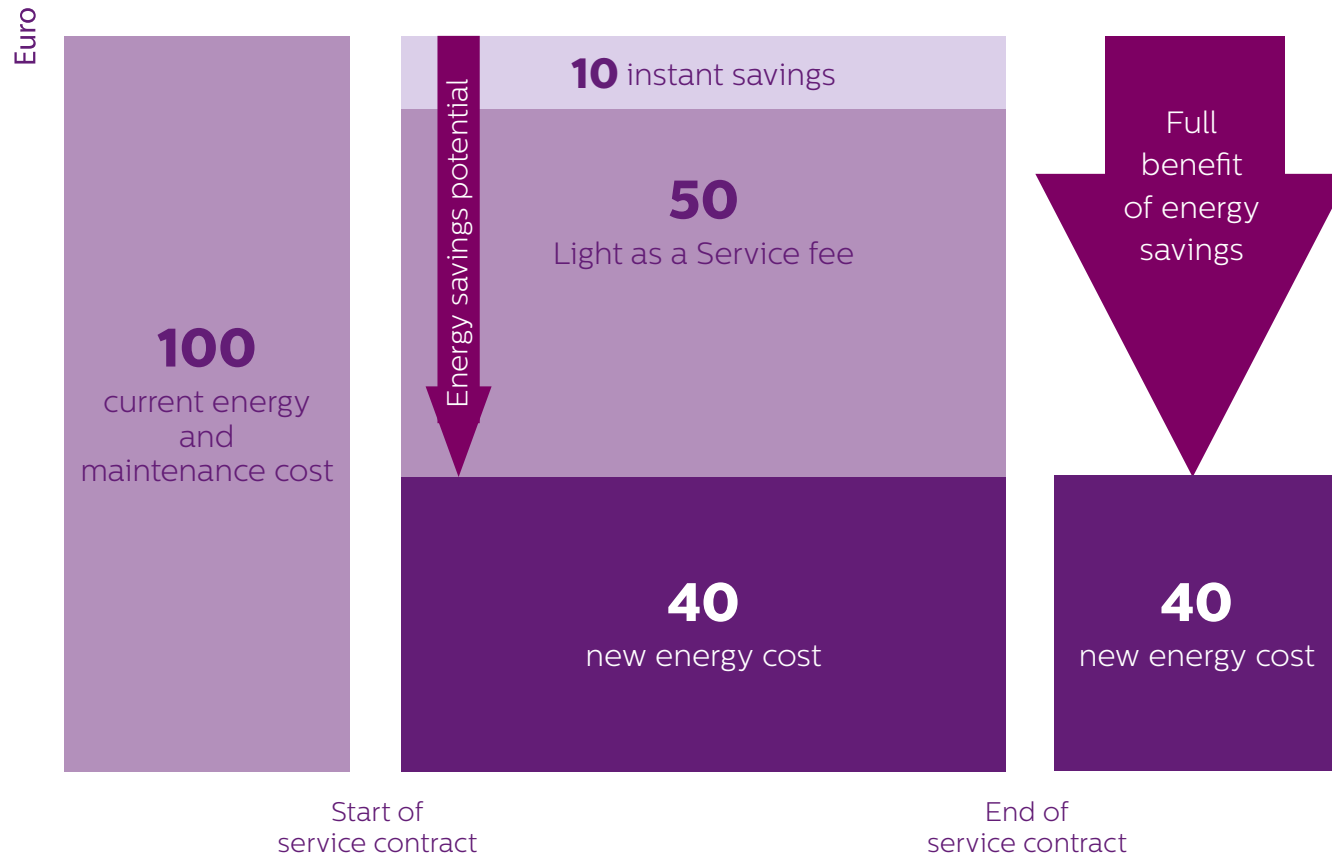


The NUS wanted to outsource its lighting service management to experts. Their goal was to ensure high-level lighting performance in terms of light levels, to become more sustainable by limiting their energy consumption, and to get better control over their lighting-related costs.

“Pay-for-the-light enables us to delegate managing the lighting, while giving us predictable costs.”

Jamie Agombar, Ethical Manager, NUS

# Light as a Service example: Use energy savings to pay for your lighting infrastructure

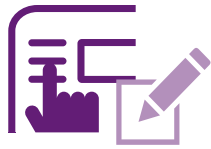


## Projects pay for themselves

- No down payments
- Positive monthly cash flow from the first month
- Instant savings
- Enjoy full monthly savings when project is paid off
- Enhanced savings with utility and government tax incentives, plus lower maintenance costs



# Lighting Services **the process**



## Plan & design

We perform a lighting assessment of the current installation and identify potential savings. Our design team will present you with a customized lighting solution.



## Build

After a proposed solution is approved, we take care of end-to-end project management. We dispose of the old luminaires and deliver, install and commission the new lighting system.



## Operate

We manage the day-to-day operation of your lighting assets, we check the system operation, monitor alarms, consult on reported faults, design and upload content (where applicable).



## Maintain & optimize

As part of our recurring services, we manage all maintenance and repair work, optimize the installation's performance throughout the life of the contract and verify the performance outcome as agreed.

“  
Lighting Services: **better  
light for a better office.**”

## **Questions? Suggestions?**

Feel free to contact us at anytime -  
we look forward to hearing from you.

