



PHILIPS

Warehouse

Managed Services



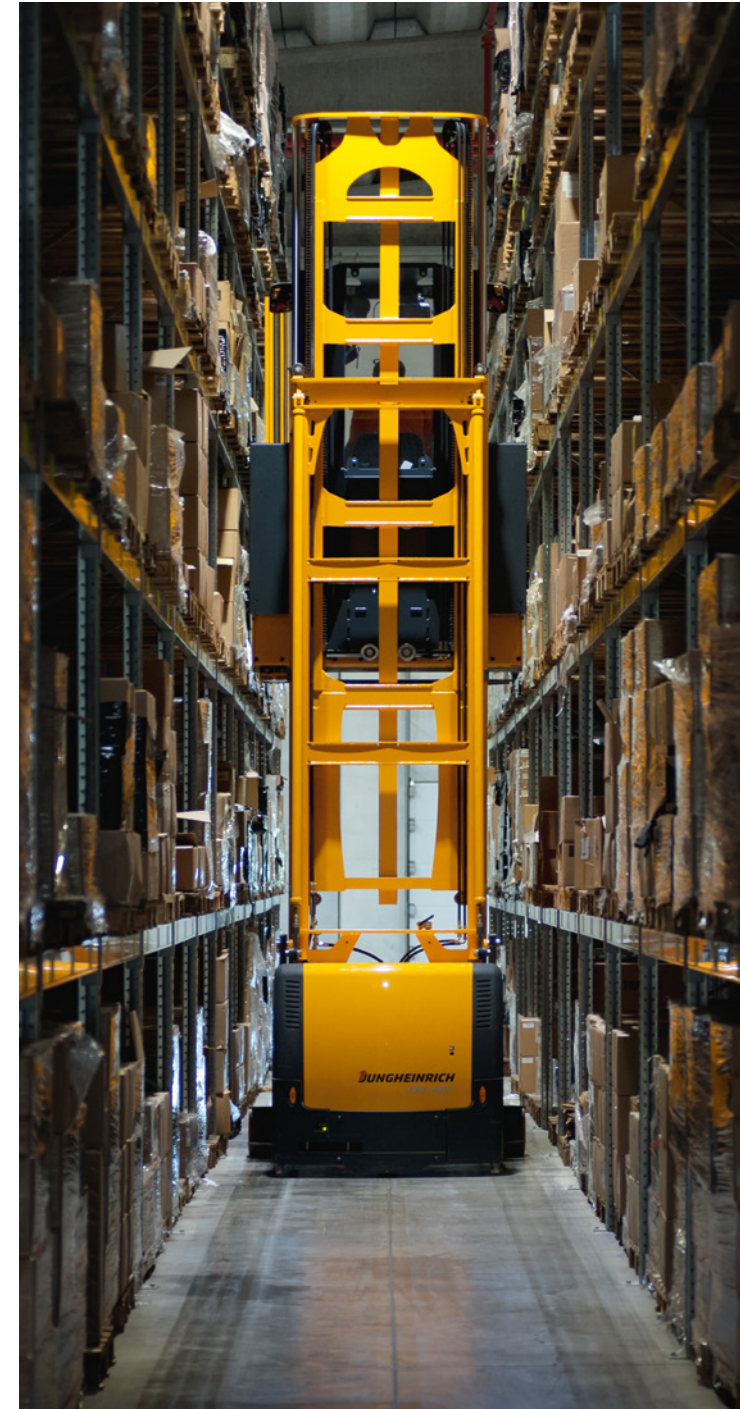
Safer, smarter,
more sustainable

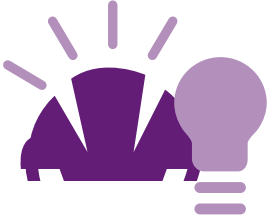
Philips Lighting Services

Services for warehouse lighting

Warehouses are busy spaces where visibility is sometimes limited. With people, products and machinery moving around 24/7, having excellent and worry-free lighting is crucial. **In addition, a well-lit workspace is more productive, so better lighting also contributes to better results.**

Lighting alone can account for up to 40% of a warehouse's energy bill, which is why longer-lasting and energy-efficient lighting solutions can have an enormous impact on your bottom line. But your lighting can do much more, especially when combined with Philips Lighting services. We can help keep your employees safer on the work floor and improve productivity. Best of all, as your partner in lighting, we can relieve you of all the hassle that comes with managing a lighting installation. Leave the lighting to us, so you can focus on growing your business.

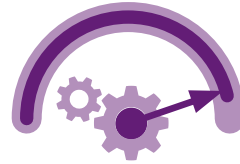




Improve safety

Create a safe, well-lit workspace at your warehouse

- Provide excellent visibility even in high and hard-to-reach places
- Create safe light levels for both people on foot and those driving forklifts
- Maintain the quality of light in every work area
- Comply with industry safety standards and government lighting regulations



Increase productivity

Make your operations more efficient and improve worker satisfaction

- Enhance workspace accessibility for easy locating, picking and delivery
- Configure lighting into zones to reduce energy costs by more than 20%
- Optimize your warehouse by instantly identifying available floor space for storage using sensors



Reduce costs

Achieve instant savings and reduce maintenance costs with optimized lighting

- Achieve energy savings and maintenance cost reductions
- Realize ongoing energy savings of up to 50% freeing up operational resources for other activities

Managed Services for warehouses

Outcome-based performance



Standard Managed Services



Light as a Service



Philips Circular lighting



Philips Managed Services for warehouse lighting

Audit and consulting

System execution

Operations

Performance (energy, light level and uptime)

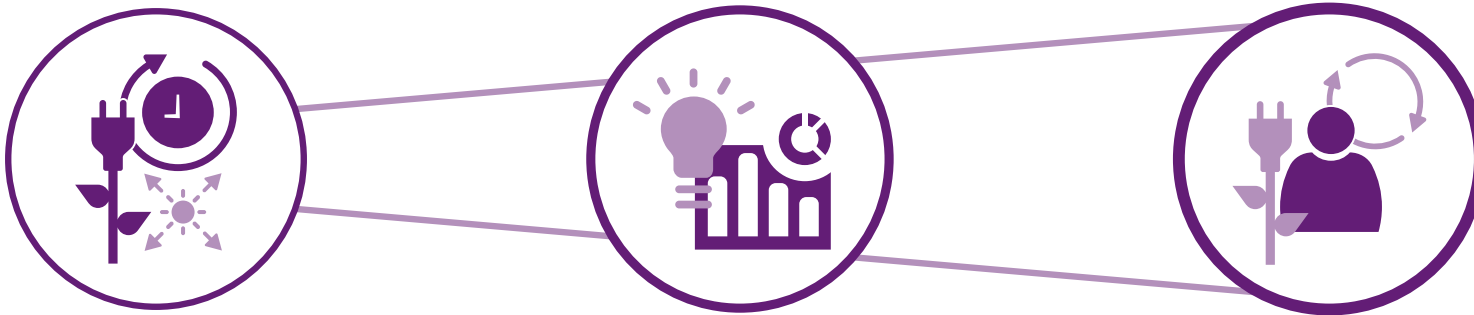
Maintenance, training and documentation

Financing your lighting installation

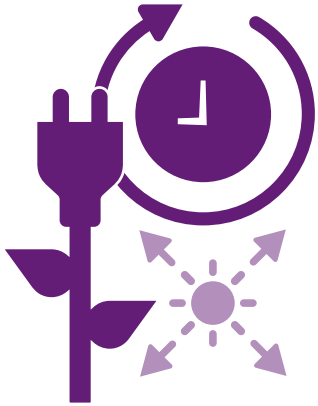
Use of circular designed products

End of contract (reuse and recycling)

Managed Services Overview



At Philips Lighting, we believe there is a better way to handle your warehouse lighting. Instead of asking “Which lighting products should I buy?”, why not simply ask “What kind of light do I need for my warehouse?” We’ll handle everything from the design and build to the operation and maintenance of your installation.

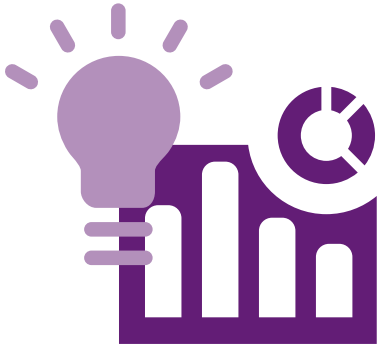


Standard Managed Services

Hassle-free savings with optimized performance

A complete turnkey approach, our Standard Managed Services deliver the light level you need while saving energy and guaranteeing that the light always works as you expect it to.

- **Outcome-based lighting** – Lighting design based on visible light output (measured in lumens), not a selection of physical products.
- **Save money** – Excellent savings on energy, maintenance and depreciation costs.
- **Hassle-free** – Guaranteed operation of your lighting installation and product upgrades.
- **Easy to use** – Services include detailed training and documentation for you and your staff.



Light as a Service

No upfront investment

How does it work? As you do not own the lighting yourself, you pay only for the light you use. It's the ultimate worry-free solution. Our unique Light as a Service proposition includes everything in the Standard Managed Services, plus financing.

- **Pay for the light** – Instead of purchasing lighting equipment, you pay only for the light you use.
- **Optimized cash flow** – Immediate benefit from savings without upfront investment.
- **Technology updates** – Package includes all future hardware and software updates.



Philips Circular lighting

Best in class sustainability with circular economy elements

Philips Circular lighting is the highest level of our three Managed Services options. Giving you the best possible sustainability and cost savings, it is the perfect choice to help you meet your sustainability targets. It includes everything in Light as a Services, plus circular economy elements.

Circular economy elements

- Cost-effective upgradability to more energy-efficient products.
- Modular design for easy maintenance and servicing.
- Reverse logistics (recycling or refurbishment): support in managing end-of-life lighting installations with minimal environmental impact.

A truly sustainable future

Bruynzeel Storage Systems develops space-saving and archiving systems for government, libraries, hospitals, and museums. For maximum peace of mind and access to new lighting updates throughout their contract, they chose Philips Circular lighting service.

Worry-free lighting

Corporate social responsibility

Includes product updates

At Bruynzeel Storage Systems, sustainability is a key priority. To save money and energy and to help minimize their carbon footprint, the company outsourced its lighting management to Philips Lighting.

Key details

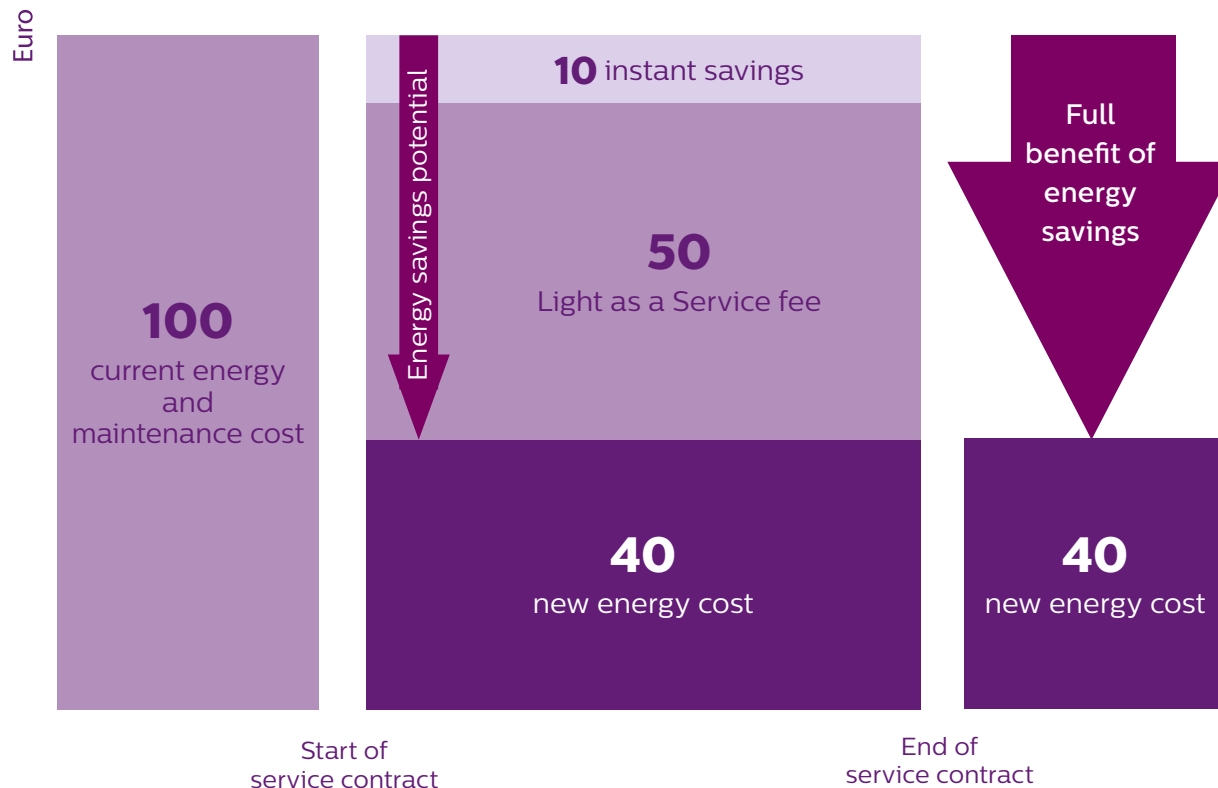
- Circular lighting services support sustainability goals
- Hassle-free solution: pay only for the light you use
- 15-year commitment from Philips Lighting
- No major capital investments
- Long-term maintenance guaranteed
- LED luminaires comply with industry lighting norms

“Over the coming years we will pay a fixed monthly fee for lighting. We do not have to worry about management and maintenance, **we'll benefit from innovations that occur in the meantime, and we will have maximum peace of mind.**”

Bart Sijben, Operational Manager at Bruynzeel Storage



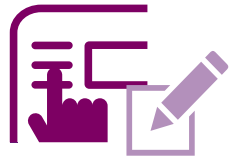
Light as a Service example: Use energy savings to pay for your lighting infrastructure



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

Philips 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.

Want to find out what our Managed Services can do for you?

Please visit www.lighting.philips.com/services

Questions? Suggestions?

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

