



# Case study

## National Union of Students

Location  
Philips Lighting

London  
PowerBalance, LuxSpace & Dynalite Networked Controls



**PHILIPS**



“The most interesting thing we’ve done is to go for this “Pay Per Lux” solution, so that both NUS and Philips have a vested interest in reducing the energy consumption and prolonging the life of the gear that we use.”

Dave Farbrother, Director of Finance



# Philips delivers 'cradle-to-cradle' lighting for NUS



## Fast Facts

### Customer

National Union of Students (NUS)

### Location

London

### Philips Product

Power Balance, LuxSpace, Dynalite Networked Controls & Amenity LED

### Project Partners:

Saint Gobain Ecophon

## Background

The new BREEAM Excellent office of the National Union of Students (NUS) uses Philips LED lighting throughout, procured through a ground-breaking "Pay per Lux" solution

Macadam House on Gray's Inn Road, London, the new office of NUS, has been totally refurbished to create one of the most sustainable offices in the country. As well as providing a high quality working environment for staff, the building is an excellent example for other parties involved in promoting and delivering sustainability.

"NUS does a great deal of work in encouraging sustainability in students' unions throughout the country and educating students about sustainability issues," explained NUS Ethical and Environmental Manager Jamie Agombar. "So when the decision was made to move to Macadam House, we were determined to embody these principles in our own building by examining every aspect of sustainability in the design," he added.

As would be expected of a BREEAM Excellent building, Macadam House incorporates a raft of design features to minimise energy consumption, carbon emissions and other aspects of environmental impact. However, NUS has taken the principles of sustainability a step further by introducing a pioneering approach to the procurement of lighting and other services.

"As a registered charity we didn't want to own services like the lighting; our priority was to ensure the lighting performed as required in terms of light levels and energy consumption. So we approached Philips with a proposal for a cradle-to-cradle rental scheme.," Jamie Agombar continued.

Discussions between NUS and Philips led to the creation of a 'Pay Per Lux' solution, whereby Philips retains responsibility for the performance of the lighting over a 15 year period and

NUS pays for the energy consumed through a quarterly fee. The solution encompasses a total service and warranty solution that fits within the 15 year timescale of the contract.

"The Pay Per Lux concept is a completely new business model that enables NUS, and other organisations, to take advantage of LED lighting and be able to minimise their energy costs well into the future, without a major capital outlay," explained Philips Business Development Manager Jeremy Palmer. "It also includes an element of future-proofing, as any replacements during the life of the contract will make use of the latest LED lighting technologies," he added.

## Solution

Overall, the installed lighting electrical load of the 784 light points is just 5.9W/m<sup>2</sup>, delivering significant energy and carbon savings compared to traditional office lighting installations. All of the lighting is fully addressable and controllable with links to daylight and occupancy sensors. Sensor and dimming settings can be adjusted to fine-tune the control of the lighting in relation to any changes in building usage.

Under the Pay Per Lux agreement the lighting will be monitored online with annual reporting back to NUS. Philips will also carry out annual health checks and preventative maintenance of the lighting and recommend any new technologies or innovations that have the potential to deliver enhanced energy savings.

Jamie Agombar explained: "The Pay Per Lux scheme enables us to delegate the responsibility for managing the lighting to those with the most expertise, while giving us predictable costs over a 15 year period. At the same time it ensures that we will continue to benefit from the best energy-saving opportunities with a guarantee that the required light levels will be maintained through the period of the contract."



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Date of release: January 2014