

The Philips logo is displayed in a white rounded rectangle on a dark blue background. The word "PHILIPS" is written in a bold, blue, sans-serif font.

Managed Services

National Union
of Students



Case study

**Making a
difference**
in how lighting
is managed



“

NUS does a great deal of work in **encouraging sustainability** in students' unions throughout the country and educating students about sustainability issues.”

Jamie Agombar
Head of Sustainability



Case study
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National Union
of Students
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**Macadam House,
London**
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Lighting as a
Service, Managed
Service installation
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The National Union of Students (NUS) is a voluntary membership organization consisting of 600 student unions. The organization aims to protect students' rights and support their welfare while at university or college in the UK.

Macadam House in London, UK, serves as the London office for NUS, and has been completely refurbished to create one of the most sustainable offices in the country. The building provides a high-quality working environment for staff and is an excellent example for other parties involved in promoting and delivering sustainability.

After the completion of the refurbishment, Macadam House needed a lighting solution that was consistent with their sustainability objectives.

Why it was done

The goal was to outsource service management to experts, and to ensure high-level lighting performance in terms of light levels and energy consumption.

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

What it means

Discussions between the 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 the 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” proposition helps the organization take advantage of LED lighting while minimizing energy costs far into the future, without a major capital outlay. The solution is also future proof as Philips replace lights during the life of the contract with the latest LED technology. The lighting is monitored online with annual reports on pre-defined metrics (KPI) shared with the National Union of Students, easing control over fixtures and cutting maintenance costs exponentially.

Philips Lighting was able to give NUS predictable lighting costs over a 15-year period. Part of what made the project successful was Philips' willingness to create a Pay Per Lux solution based on the customer's requirements.

The lighting solution cut maintenance fees and minimized energy costs, enhancing the organization's goal for sustainability. Annual lighting health checks prevent maintenance, and the organization continues to receive updated technologies that deliver greater energy savings over a 15-year period.

Lighting solutions realised in this project



LuxSpace

LuxSpace provides the perfect combination of efficiency, light comfort and design, without compromising on lighting performance (color rendering and color uniformity). It offers a wide choice of options for creating the desired ambience, no matter the application.



PowerBalance gen2

PowerBalance gen2 is Philips' most energy-efficient office-norm-compliant LED luminaire. It more than halves energy costs compared to a T5 solution, and the light source has a longer lifetime. This results in significantly lower operational costs, ensuring a payback that meets the needs of the specification market. The gen2 architecture enables a range of highly versatile modular and semi-modular luminaires. These luminaires can be easily mounted in ceilings with exposed T-bar and concealed T-bar, as well as plaster ceilings and bandraster-type ceilings.



