

The Philips logo is displayed in a bold, blue, sans-serif font. It is positioned within a white rectangular area that has a purple gradient at the bottom. The background of the entire advertisement is a blurred office scene with a woman in a light blue blazer looking upwards and to the right, and a man in a blue shirt visible in the background. The lighting is warm and modern, with horizontal light bars visible in the background.

PHILIPS

Managed Services

Light beyond illumination

Philips Lighting Services

Philips Managed Services

End-to-end services add value to your lighting

It's an entirely new way of thinking: lighting as an essential tool that delivers an amazing user experience and contributes to an organization's success and sustainability. You don't have to manage your own lighting installation – Philips can do it for you and save you money in the process.

Our new comprehensive lighting services include maintenance, replacements and continued optimization. Take it one step further and simply let us provide the light you need. Instead of investing in all the equipment yourself, you'll only pay for the light you actually use. Which lets you focus on what matters most: minding your own business.

Philips Lighting Services

- Global presence and local experience for multi-level support.
- World-class innovation capabilities and deep application and system expertise.
- One-stop shop: solutions and services for all your lighting needs.
- Proven record of quality and reliability – no unpleasant surprises.

Our Managed Services



Standard Managed Services

Savings: energy, operations and maintenance costs

Hassle-free: performance-based outcomes



Lighting as a Service

= *Standard Managed Services* + *financing*

No upfront investment: a unique business model with compelling financing solutions



Circular lighting

= *Lighting as a Service* + *circular economy elements*

Delivering the highest sustainability goals with circular elements



Managed Services

Outcome-based performance



Managed Services
Overview



Philips lighting
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Managed
Services
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Services
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Partnering with you, we can translate the needs of your organization into a lighting design that delivers exactly the kind of illumination you need (the light output). We will create a tailor-made suite of specific lighting systems, products and services and handle everything for you. We offer a complete turnkey approach including end-to-end design, building, operation and maintenance of the lighting installation, and support in optimizing your business operation.



Standard Managed Services

Hassle-free savings with optimized performance

- Lighting design based on the visible light output (measured in lumens), not a selection of physical products
- Save money on energy, maintenance and depreciation costs
- Hassle-free and guaranteed operation of your lighting equipment, with updates to new product upgrades
- Detailed training and documentation for users



Light as a Service

No upfront investment

Everything included in the Standard Managed Services – plus:

- Instead of you having to make a major upfront investment in your lighting infrastructure, we can help you to finance it
- Optimize your return on investment: no capital expenditures or maintenance & replacement costs
- Your partnership with Philips includes all future technology updates



Circular lighting

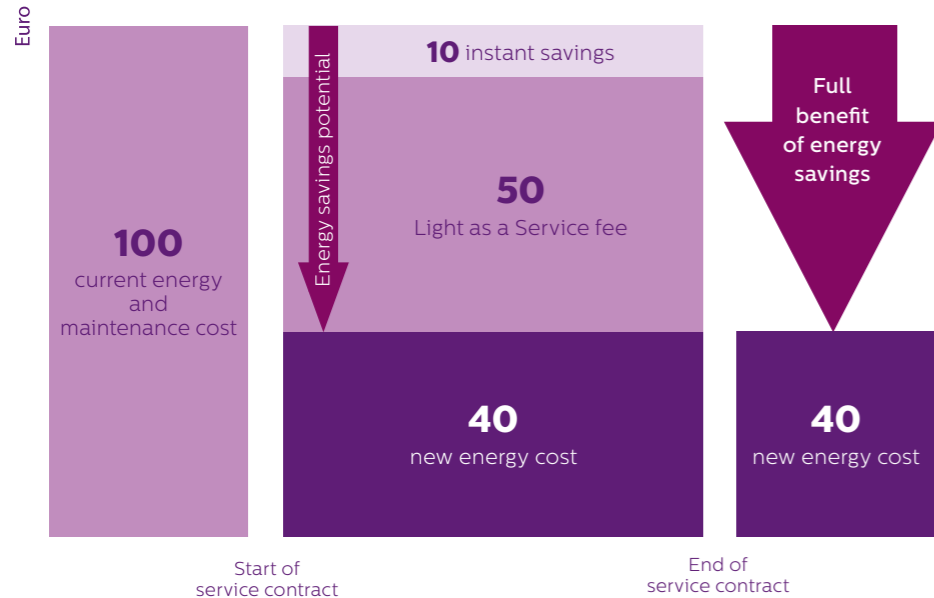
Best in class sustainability with circular economy elements

Everything included in Light as a Service – plus:

- Use of specially developed, sustainable product lines
- Designed from the ground up for reuse and recycling
- Minimize your carbon footprint and materials wastage
- Create a positive business case for people, planet and profit

Our Managed Services	Standard Managed Services	Light as a Service	Circular lighting
Audit and consulting	✓	✓	✓
System execution	✓	✓	✓
Operations	✓	✓	✓
Performance (energy, lighting and uptime / other)	✓	✓	✓
Maintenance, training and documentation	✓	✓	✓
Financing your lighting		✓	✓
Use of circular designed products			✓
End of contract (reuse or recycle management)			✓

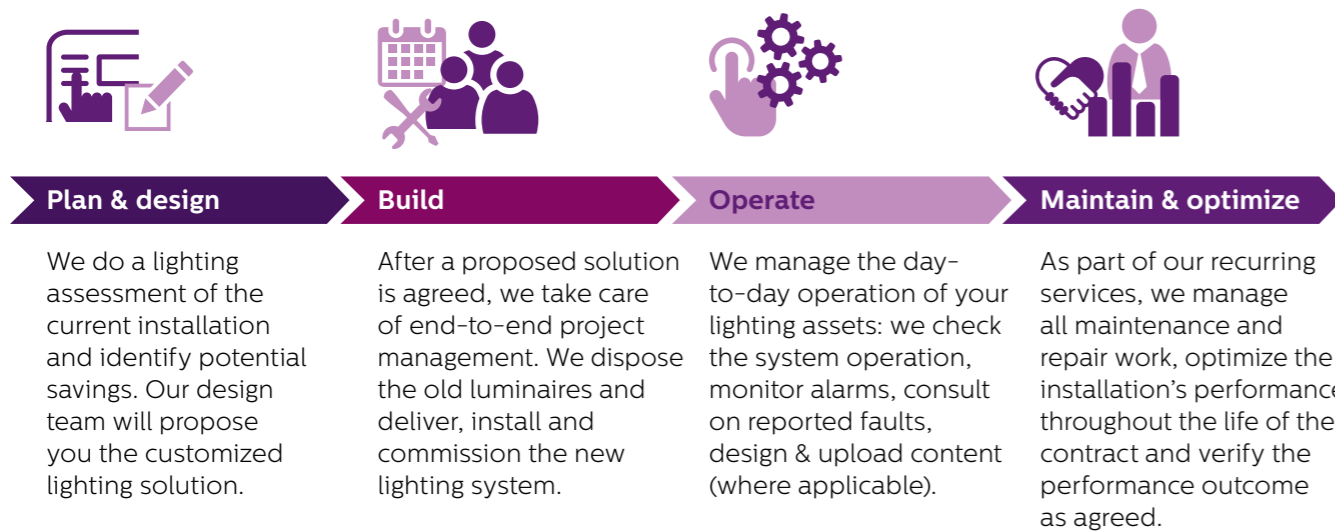
Light as a Service example: Use energy savings to pay for your lighting infrastructure



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



“Lighting services: tailor-made for you.”

