

**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.

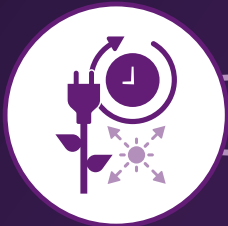


Our new comprehensive lighting services include maintenance, replacements and continued optimization. Take it one step further and simply let us provide the light you need. Instead of investing in all the equipment yourself, you'll only pay for the light you actually use. Which lets you focus on what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



### 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)



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

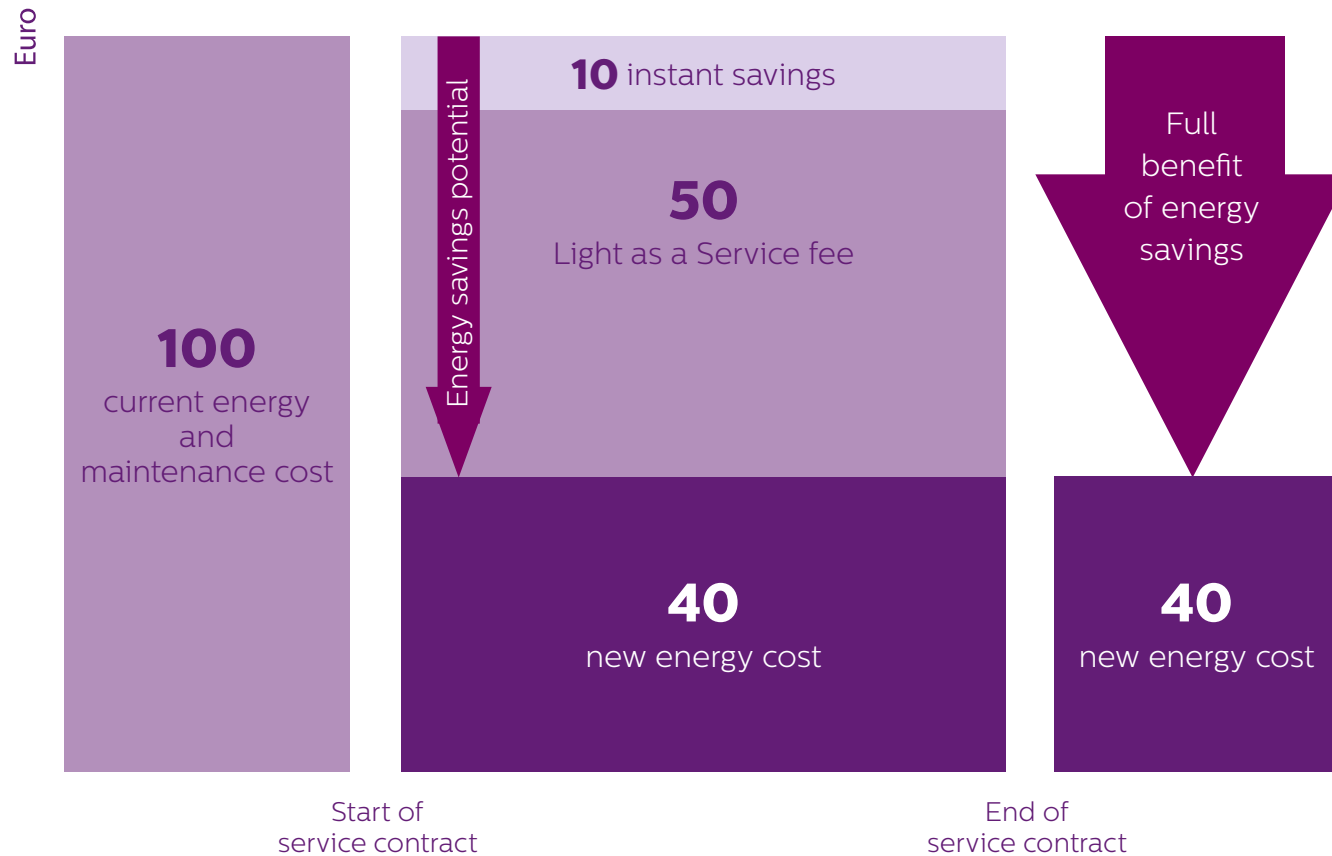


### Circular lighting

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

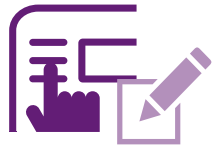
# Light as a Service example: Use energy savings to pay for your lighting infrastructure



## 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:  
**tailor-made for you.**”

## **Questions? Suggestions?**

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



