See what light can do.

Customer Testimonial Book
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Philips Electronics India Limited, a subsidiary of the Netherlands-based Royal Philips Electronics, is the leading Health and Wellbeing company. Philips Electronics India, India’s largest lighting company operates in business areas of lamps, professional and consumer luminaires, lighting electronics, automotive lighting, special lighting, lighting controls and modular switches.

Today, as global leader in Lighting, Philips is driving the switch to energy-efficient solutions. Philips provides advanced energy-efficient solutions for all segments: office, industry, outdoor, retail, hospitality and home. Philips is also a leader in shaping the future with exciting new lighting applications and technologies such as LEDs, which besides energy efficiency provides attractive benefits and endless new ‘never-before-possible’ lighting solutions.
India Gate is the national monument of India. Situated in the heart of New Delhi, it was designed by Sir Edwin Lutyens.

Originally known as All India War Memorial, it is a prominent landmark in Delhi and commemorates the 90,000 soldiers of the British Indian Army who lost their lives in World War I and the Third Anglo-Afghan War.

Philips Lighting now lights up India Gate, India’s most prestigious national monument. For the main monument, Philips has used CDM lamps which provide a better, whiter and soothing light. For the fountains around this monument, Philips Color Kinetics has been used which has made the fountains look even more beautiful with lighting which has color changing ability.

There are many more examples of similar projects in India and across the globe, where customers have enjoyed the benefits of Philips Lighting solutions. Some of these customer testimonials are covered in this book.
Office and Building segment
Customer requirement

Lighting solutions which reduce energy costs without compromising on lighting quality.

What Philips offered

Sereno 2x2 luminaires and LEDO LED downlighters

Results

• Energy efficient lighting.
• 2’x2’ light fittings reduced by 24% and downlighters by 27 nos.
• Overall average illumination level on work-stations improved from 200 lux to 430 lux.
• Long life and maintenance free operation.
Customer requirement
Energy efficient lighting with good aesthetics.

What Philips offered

Arano and Celino range of suspended luminaires with TL5 lamps

Results
• Lighting with better ceiling integration.
• High efficacy
• Comfortable lighting levels.
• Long life.

“We were setting up a world class office in India which is environmentally friendly and uses energy efficient products. After evaluating proposals from multiple vendors, we shortlisted Philips energy efficient lighting solutions. We are very satisfied and proud to have partnered with Philips for this project.”

- Mr. Deepak Gupta, COO & Country Head, India, Initto Technologies
Customer requirement
LED lighting solution that could enhance the look of the facade of the building.

What Philips offered

Vaya linear
Color Kinetics Vaya LED lighting system

Results
• Energy efficient LED lighting.
• Sleek aesthetics.
• Good light output.
• Long life.

“I always think ahead, and wanted to use LED lighting for my dream project. When you look for quality lighting, the first name that comes to mind is Philips. After lot of internal discussions, we chose Philips Color Kinetics Vaya LED lighting system. We are happy that this product has met our requirements.”

- Mr. Ravi Kiran Aggarwal - Chairman, Orbit Group of Companies
Customer requirement

Provide complete range of lighting solutions including street lights, landscape and ambient lighting solutions.

What Philips offered

Range of street lighting and landscape lighting solutions

• Broadway Regina Calisto

Results

• Sleek aesthetics.
• Good light output.
• IP65 compliant products.

“Any real estate project, if it has to look international, requires choosing the right lighting effects and lighting products. Especially for residential projects, outdoor ambient lighting is very important. For Estancia, Chennai’s first integrated township, we wanted to use lighting solutions which could offer nice soothing light effects and ambience. We partnered with Philips Lighting Design Team for designing the lighting and are very happy to see the results. We are satisfied with Philips lighting solutions and are strongly considering them for our future projects.”

- Mr. P Suresh, Managing Director – Arun Excello

Arun Excello
Chennai, India
Customer requirement
Energy efficient LED lighting solutions.

What Philips offered
Cirrus 2x2 and GreenLED, LED lighting solutions

Results
• Energy efficient LED lighting.
• Maintenance free operation.
• Long life.
• Good lighting levels.

“We strongly believe in proposing green and sustainable solutions to our clients. As a developer, if we don’t practice what we preach, there is no meaning. Also, we always go for the best brand while choosing any solution. Hence, we went for Philips LED lighting solutions.”

- Mr T Chitty Babu, Chairman & CEO, Akshaya Pvt. Ltd.
Customer requirement
Energy efficient lighting with good lighting levels in order to achieve LEED certification.

What Philips offered
Sereno TL5 luminaires, FBH145 downlighters and RoadStar LED street lights

Results
• Energy efficient lighting.
• Good lighting levels.
• Improved visual comfort.
• Long life.

“This is the first time HCL has done a green building for office use. Energy consumption for the whole building was an issue, including lighting. We were looking for low density lighting throughout the building, including outdoor areas, so that we are able to save lot of energy for achieving LEED certification. For achieving this, we were looking for a lighting partner and got the answer in Philips.”

- Mr. Pranab Nandy, General Manager – Projects, HCL Technologies
Customer requirement

Energy efficient lighting which is flexible, easy to upgrade and maintain.

What Philips offered

- LED downlighters

Results

- Energy efficient LED lighting.
- Maintenance free operation.
- Better lighting.
- Long life.

“When Cognizant wanted to build its new office in a cost effective and forward thinking manner; Philips provided LED lighting solution that is energy efficient, flexible and enhances light output at the same time.”

- Mr. CS Murali, Chief of Corporate Affairs, Cognizant Technologies - India
Customer requirement

Light quality, quantity and controllability similar to conventional fluorescent lighting systems since a good, productive atmosphere in the entire office space was essential.

What Philips offered

“PowerBalance 2x2 and LuxSpace Mini, LED lighting solutions”

Results

• Energy efficient LED lighting.
• Maintenance free operation.
• Good lighting levels.
• Long life.
Arup
Amsterdam, The Netherlands

Customer requirement
Lighting solution for Amsterdam office that would reflect Arup’s contemporary thinking on lighting design.

What Philips offered
DayWave LED luminaire

Results
• Dynamic LED lighting.
• Breakthrough and unique design.
• Homogeneous light distribution with advanced optic design.
• Long life.
Retail and Hospitality segment
Customer requirement

Design a flagship store that would inspire consumers to do more with colour by choosing the best lighting partner.

What Philips offered

- Dynamic ambience.
- Energy efficient LED lighting.
- Comfortable lighting.
- Long life.

Results

“We feel we’ve created something engaging and inspiring that has redefined not only perception of Asian Paints in the market but the Indian retail landscape in general.”

- Mr. KBS Anand, President of Decorative Business, Asian Paints
Customer requirement

Energy efficient lighting solutions for newly renovated chain of restaurants.

What Philips offered

“...We wanted a lighting solution which looks aesthetically good and is also energy efficient. We are happy that we chose Philips LED lighting solutions.”

- Mr. Jamal Pervez, Head – Projects, McDonald’s India (North & East)

Results

• Significant energy savings.
• Maintenance free operation.
• Better lighting levels.
• Long life.

Master LED lamps and Latina framelight

MR16

Latina
Customer requirement
Lighting which can create an inviting and warm ambiance for customers with maintenance free operation.

What Philips offered
“Philips LED retail lighting has given McDonald’s more control over its operational cost. Our customers are saying ‘I’m loving it’ and we’re saying ‘I’m loving it’.”
- Mr. Vinay Halambi, General Manager – Projects, McDonald’s India (West & South)

Results
• Energy efficient LED lighting.
• Maintenance free operation.
• Better lighting levels.
• Long life.
Customer requirement
Better and more pleasing lighting.

What Philips offered
CDM Elite lamps

Results
• Crisp white light.
• Better visual comfort.
• Better color rendering.
• Long life.

“"The new lighting is great for customers because it highlights the new collection so effectively.”

- Mr. Femke Rooderink, Branch Manager, MEXX Haarlem
Customer requirement

Lighting solution which is low on maintenance, consumes less energy and has long life.

What Philips offered

Color Kinetics iColor Accent LED luminaire and Master LED lamps

Results

• Energy efficient LED lighting.
• Better comfort with color changing.
• Long life.
• Maintenance free operation.
Customer requirement
Lighting solution that would complement the retail brand and meets the specifications on energy consumption.

What Philips offered
StyliD LED projectors

Results
• Energy efficient LED lighting.
• Better lighting levels which complimented the store ambience.
• Better visual comfort.
• Long life.
Customer requirement

Energy-saving light bulbs with long life.

What Philips offered

Master LED lamps

Results

• Upto 50% energy savings over existing lamps.
• Maintenance free operation.
• Better light quality.
• Long life.

*conditions apply

“The long service life and energy savings delivered by the MASTER LED were precisely what we were looking for. And because the lights give off less heat, rooms require less cooling, so there’s the potential to make even more savings there. It’s a real win-win situation.”

- Mr. Nick Lakeman, Technical Service Manager, Hilton Amsterdam
Rasa Sentosa values customer satisfaction which is the most important thing for us. Our key concern is to make sure the hardware in all the rooms are working fine, which means quality maintenance. The failure rate of the lights is much lower now. And Philips LED products give good color temperature, are reliable and provide a variety of options.”

- Mr.Yeo Hsien Boon, Assistant Chief Engineer at Rasa Sentosa Resort

**Lighting solutions that can replace previously installed lighting products and are energy efficient.**

**Sentosa Resort**

**Singapore**

**What Philips offered**

- Range of Master LED lamps
  - MR16
  - GU10
  - LED Candle

**Results**

- Energy efficient LED lighting.
- Maintenance free operation.
- Long life.
- Good lighting levels.
Outdoor segment
Customer requirement

Lighting solution which brings out the beauty of the national monument and at the same time saves energy.

What Philips offered

CDM lamps and Color Kinetics ColorBlast LED luminaires

Results

• Brighter, whiter and smoother light.
• Improved visual comfort.
• Energy efficient lighting.
• Long life.

“...a lot of thought has gone into designing the lighting architecture at India gate. The lighting now is brighter, lighter and whiter. It is evenly disbursed, soothing and is not glaring which gives a happy look. I compliment Philips lighting team for this wonderful job.”

- Dr. Sudhir Kralra, I.A.S
Secretary - Ministry of Urban Development, Govt. of India

India Gate
Delhi, India
Customer requirement
Lighting solution which looks good aesthetically & also provides good light output.

What Philips offered
“...We wanted a lighting solution which looks good aesthetically & can provide good light output on the road as well on the trees. We evaluated various options and finally selected Philips Metronomis range.”
- Mr A.K. Kataria, D.E (Elect), GMADA

Results
- Sleek aesthetics.
- Good light output.
- Brighter, whiter & soothing light with CDM lamps.

Metronomis luminaire with CDM lamps
Customer requirement
LED lighting solution which offers energy savings.

What Philips offered

“...We were looking at Solar street lighting solutions for a big housing colony being developed under JNNURM. Philips team approached us & showcased their range of solar lighting solutions. We have used Philips solar street lights in this housing colony & have also used their LED street lights for other roads. I’m happy that our city has been identified as a sustainable city particularly through use of LED street lighting solutions with energy consumption reducing by approx 30%. Philips has helped us in this journey.”

- Mr. G Rani Babu, I.A.S., Municipal Commissioner – Vijayawada

Results
• Energy efficient LED lighting.
• Better light levels.
• Environment friendly.
• Long life.
Customer requirement
Lighting levels that can be adapted to meet the demand of HDTV broadcasts.

What Philips offered
- ArenaVision floodlights
- Master MHN-SA lamps

Results
- Better lighting levels.
- Optimized viewing conditions.
- Switching between floodlights in case any floodlight gets blocked.
- Long life.
Customer requirement

The borough of Hoogeveen, in the southern part of the province of Drenthe, has approximately 55,000 inhabitants. The city council wanted it to be an attractive borough for the residents and for the many tourists who visit.

What Philips offered

“Philips’ lighting Masterplan gives the redeveloped Hoogeveen city centre an additional, uniquely attractive quality in the evening.”

- Mr. Anno Wietze Hiemstra, Hoogeveen City Councillor

Results

- Energy efficient lighting.
- Optimum visual comfort.
- High color reproduction.
- Long life.

Range of city beautification lighting solutions

CitySpirit
UrbanScene
LEDline

Hoogeveen City Centre
Hoogeveen, The Netherlands
Customer requirement

Develop a unique proposal to illuminate the newly built tower at Christchurch airport. In addition to the fiscal challenge, the project team needed a product and system that could address the operational and safety requirements of the control tower to ensure passenger safety.

What Philips offered

- Energy efficient LED lighting.
- Better visual comfort with color changing light effects.
- Sleek aesthetics.
- Long life.

Results

“The added element of light on the structure stops travelers in their tracks – people hurrying to and from the terminals can’t help but stop and stare in wonder at this beautiful structure.”

- Mr. John Pringle - Airways Project Manager
Customer requirement

Establishing a commanding visual attraction which would become the night-time identity of the Adelaide Entertainment Centre.

What Philips offered

- Color Kinetics ColorGraze Powercore LED luminaires

Results

- Energy efficient LED lighting.
- Over 800 LED lighting fixtures are deployed throughout the Orb, providing over 3500 individually controllable lighting addresses.
- Precise ‘granular’ control, which results in a high degree of graphical quality.
- Long life.
Industry segment
L&T Steel
Hazira, India

Customer requirement
Range of indoor and outdoor lighting solutions for new integrated steel plant at Hazira.

What Philips offered
HPK 225 Highbay, PowerBalance 2x2 LED luminaire, RVP 302 Floodlights

Results
• Energy efficient lighting.
• Good lighting levels.
• Pleasant working environment.
• Maintenance friendly operation.

“We wanted to use best products for our new plant at Hazira including best lighting products. Philips partnered with us at various stages of this project through lighting simulations. Philips is known for its quality products and we are happy that we chose them for our lighting needs.”

- Mr. R.G. Kulkarni, CEO, L&T Special Steels and Heavy Forging
Customer requirement

Energy efficient range of indoor and outdoor lighting solutions for new factory.

What Philips offered

Prolux TL5 Highbay and RoadStar LED street lights

Results

• Energy efficient lighting.
• Attractive total cost of ownership.
• Very good lighting levels.
• Long life.
Customer requirement

Beer is very sensitive to light. In fact too much light changes the taste of beer. Special attention was therefore required to choose a lighting which can provide less exposure of beer to light and maintain maximum darkness in the storage hall.

What Philips offered

Combination of SON and TL5 lamps

Results

• Minimized energy consumption.
• Good lighting levels.
• Better visual comfort.
• Long life.
Customer requirement
High lighting levels which can also contribute to pleasant working conditions.

What Philips offered
Mini300 LED luminaire and CDM-TD lamps

Results
• Energy efficient solution.
• Better lighting.
• Maintenance friendly operation.
• Long life.
Customer requirement
Establish a lighting scheme that was sensitive to the operational needs of the building, making sure the working environment for staff was enhanced by the lighting installation, delivering the benefits of LED technology without compromising on light quality.

What Philips offered
“The highly energy efficient LED technology delivers huge energy savings, reduces CO2 consumption and minimises maintenance costs without any compromise on light quality.”
- Mr. Mark Cavill, Energy & Building Engineering Services Manager at Royal Mail

Results
• Minimized energy consumption with LED lighting.
• Flat design of the luminaire saves space at the top of the building, leaving room for e.g. sprinkler installations.
• Maintenance free operation.
• Long life.