

Renewable Partnerships

LED Lighting Solutions

LAAS

Lighting as a Service





Lighting as a Service (LAAS)

Executive Summary

LED Lighting represents one of the most significant, executable opportunities for organisations to reduce their CO₂ Consumption as well as Cost overhead. Depending on the modernity of the existing lighting set up, consumption can be reduced between 50% and 75%.

Albeit that the investment decision is compelling, it is nevertheless significant. Total investment costs can reach £150,000 - £200,000 in warehousing or academic contexts.

Renewable Partnerships have a solution to this which allows clients to enjoy the benefits of LED lighting without the associated investment cost. Often this can see

- 1) Reduced Monthly Expenditure
- 2) Significant investment in their Estate – at no cost
- 3) In-Year Savings
- 4) Reduced Co₂
- 5) Improved Working Environment
- 6) Elimination of Maintenance Cost and Management

A different route to the same place?

We work with a number of organisations who will provide LED lighting solutions to your business – fully funded.

No leases – hire purchase or loan agreements – just a simple rental contract.

Over a period of 5-10 years the cost of the installation is covered via a rental agreement. In this period all maintenance and replacement issues are taken care of by our partner company via a service agreement, so elimination this overhead and management resource drain.

At the end of the rental period the LED lighting installation will revert to the ownership of the client – for a cost of £1.

Participating clients will therefore be able to enjoy the benefits of LED lighting while keeping capital free for other projects

ABOUT RENEWABLE PARTNERSHIPS LTD

We are a Belfast based business specialising in the development of energy cost reduction and the promotion of low carbon solutions where feasible. We have established relationships with suppliers across the Irish Market, North and South. We broker over 300,000,000 electricity units and 145,000,000 gas units a year.

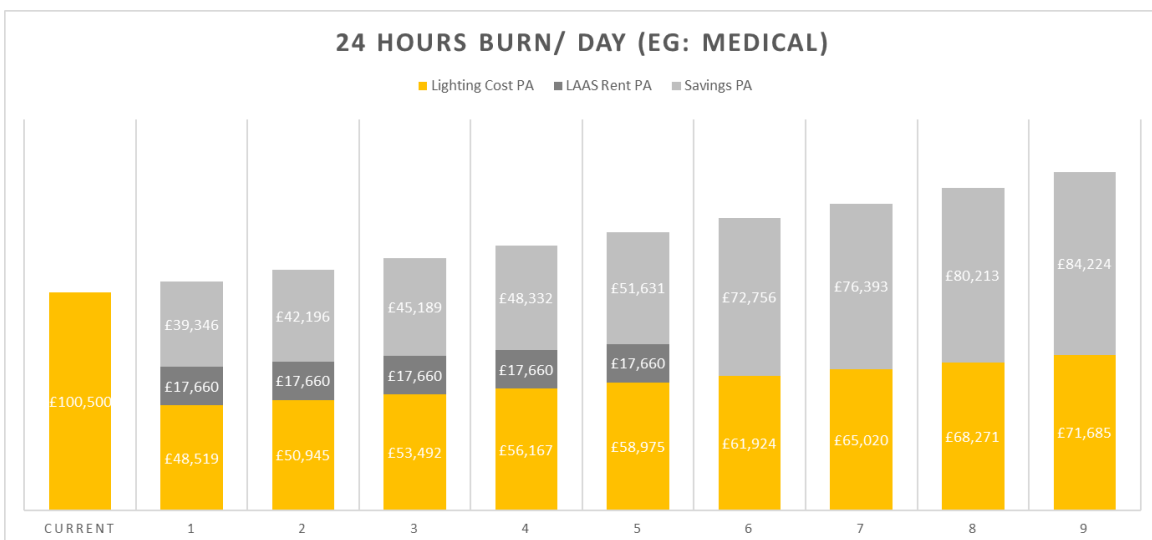
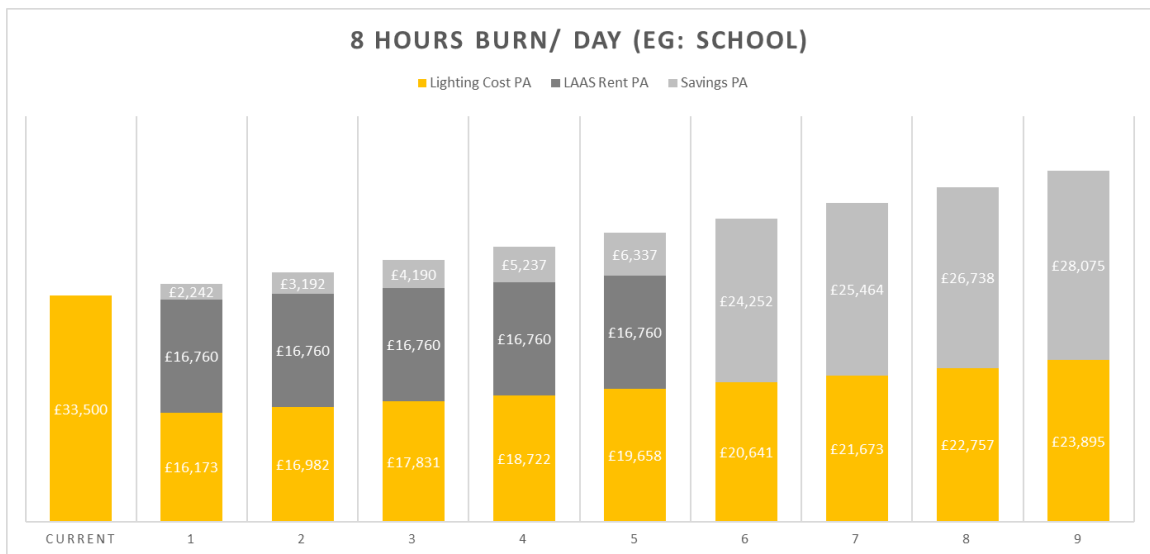
We have developed a series of products to help organisations aiming at 'Future Net Zero' of which LED Lighting charging is one.

The Commercial Proposition



Overhead Reduction:

The higher your volume of electricity consumption on lighting your premises, the greater the commercial imperative to take advantage of the offer. We have contrasted identical buildings and installation parameters below, but with different building uses. For example a school may use a building 8 hours a day, whereas a medical facility may be open 24/7.



Even modest consumers of electricity will see an immediate reduction in overhead. This will increase as the rental period lapses.

The Investment Proposition



Upgrading your facilities and improving your business:

Poorly maintained and decaying buildings can have a detrimental effect on the efficiency and morale of teams. Upgrading lighting systems can demonstrate a visible investment in the well being and performance of staff.

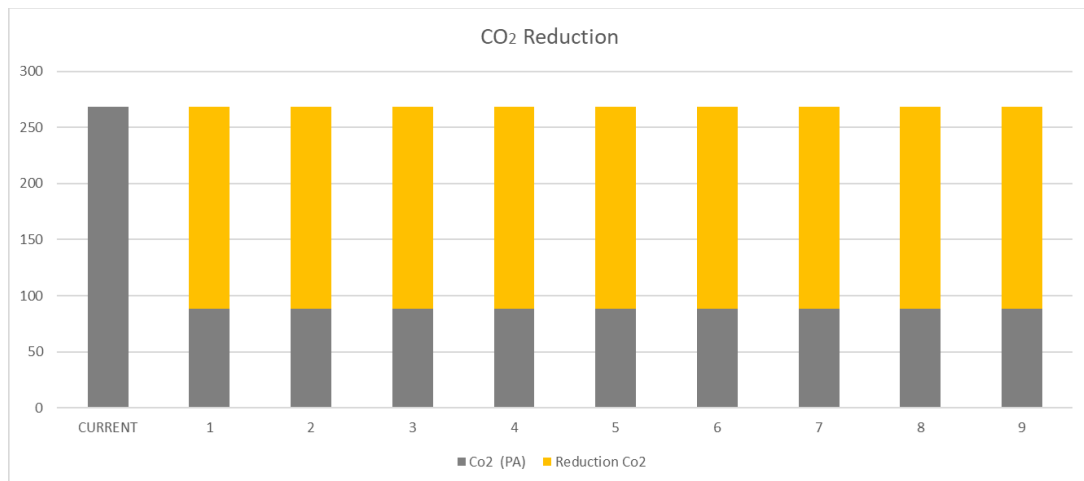
The projects typically have an investment value in excess of £80,000 with larger projects exceeding £200,000. A fully funded solution allows you to see this investment in your organisation while keeping capital in reserve.

The Maintenance Proposition

Our Partners will maintain the LED installation for the duration of the LaaS agreement. Should a fitting fail then it will be replaced within agreed SLA (Service Level Agreement) standards. This will allow clients to side-step replacement hardware costs as well as manpower resource constraints.

The Environmental Proposition

Each KWh of electricity that your organisation consumes will involve the electricity generator to have emitted 429 g of CO₂ into the atmosphere. Over a 12 month period the 24 hour usage example shown above will use about 625,000 units of electricity. It will emit 268 tons of CO₂ into the environment in the same period.



Changing to LED lighting will reduce Co₂ output to around 88 tons a year, so reducing Co₂ by almost 180 tons



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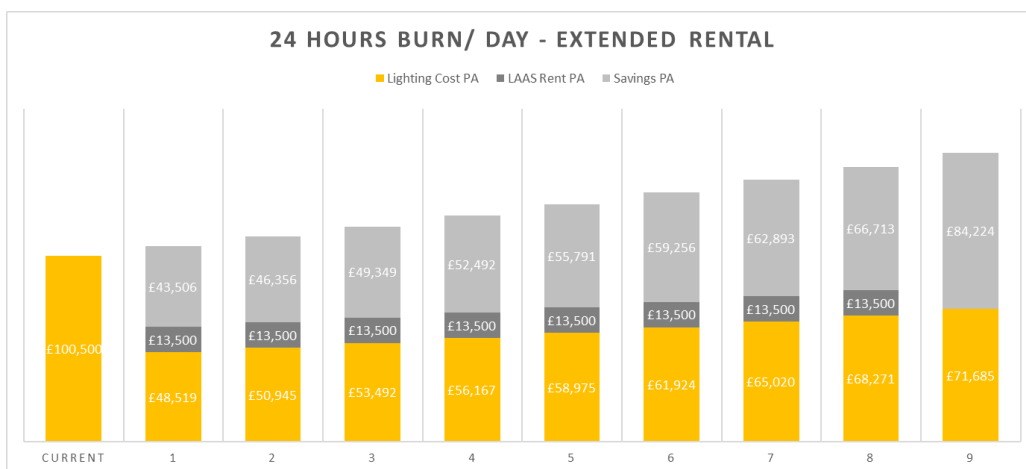


We Work with more than one supplier

At Renewable Partnerships we are concerned with the needs of our clients – Individual care and respect. We will help you evaluate which company has a proposition most relevant to your priorities.

How partners may vary.

- 1) All fittings will be sourced to the relevant ISO standard however some suppliers will use OEM products and other branded components
- 2) Maintenance agreements and service level commitments will vary
- 3) Some clients are keen to have their favoured electrical partner install the LED systems – some partner companies will facilitate this and others will insist that their own team undertake all infrastructure work
- 4) The parts and / or labour warranty terms can also be tailored to the customer's needs
- 5) Business Case Savings Guarantee: It is critical that a partner can fully underwrite its forecasts, ensuring that the desktop to actual mathematics are realized
- 6) The existence of strong existing tier 1 and 2 product manufacturing relationships that have been established for many years. A demonstrable track record in your sector.
- 7) For clients prioritising in-year savings flexibility can be useful in extending the rental period at a lower annual rate. This may also be preferred by those wishing to elongate the period of the maintenance agreement



We assist in the evaluation

We work with clients to identify and when necessary evaluate the competing propositions by understanding what their priorities are and what key criteria should be used in evaluating options. Flexible Commercial Engagements allow clients to flex the length and service agreement arrangements

Renewable Partnerships have ability to be supplier agnostic in its procurement strategy, enabling the most appropriate products and partners to be selected to achieve the objective in hand.

We have agreed commission terms with the suppliers given that their cost of sales is significantly reduced using our input but the fee that we receive is identical whoever is chosen – so objectivity not partiality will be maintained

NEXT STEPS

Viability Analysis

- We will assess whether a chosen premises are of a scale and nature that will be of use to the potential installers
- Renewable Partnerships will undertake a site viability analysis utilizing the criteria identified within this document

Site Survey

- Renewable Partnerships will arrange a site survey with 1-3 potential partners who will submit costing, rental and saving proposal

Proposal Analysis

- Renewable Partnerships will agree with you the most important elements of the project for the client
- We will agree a comparative marking and evaluation criteria. As part of this we will review the proposed product quality, service arrangements and installation impacts
- We will agree with the client the importance of cost savings and mark accordingly

Big Returns – Small Investment

CONTACT RENEWABLE PARTNERSHIPS

If you would like further information or help regarding the models highlighted in this proposal, Renewable Partnerships would be delighted to hear from you using the details below:

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