



Philips Lighting Solutions

Integrated solutions for your business



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PHILIPS
sense and simplicity

Many people are aware that state-of-the-art lighting is much more energy-efficient than traditional lighting. But it can also contribute to your business performance and success in more ways than you might imagine. Today's top lighting technology can increase operational efficiency, make a building or brand stand out of the crowd, expand an entertainment venue's source of revenue, enhance learning performance in schools, and even help the healing process for patients in hospitals! With Philips Lighting Solutions as your partner, you can easily start benefiting from the dramatic difference that lighting can make. Upfront capital investment on your part may not even be necessary!

Truly Total Solutions

Ongoing research has given us great insight into the impact that the use of lighting can have in business, commercial and public settings, and sectors. On the basis of this, we have developed specific solution concepts that effectively address a variety of these sectors' most pressing lighting needs in terms of operational efficiency, sustainability, enhanced safety, increased revenue and beautification.

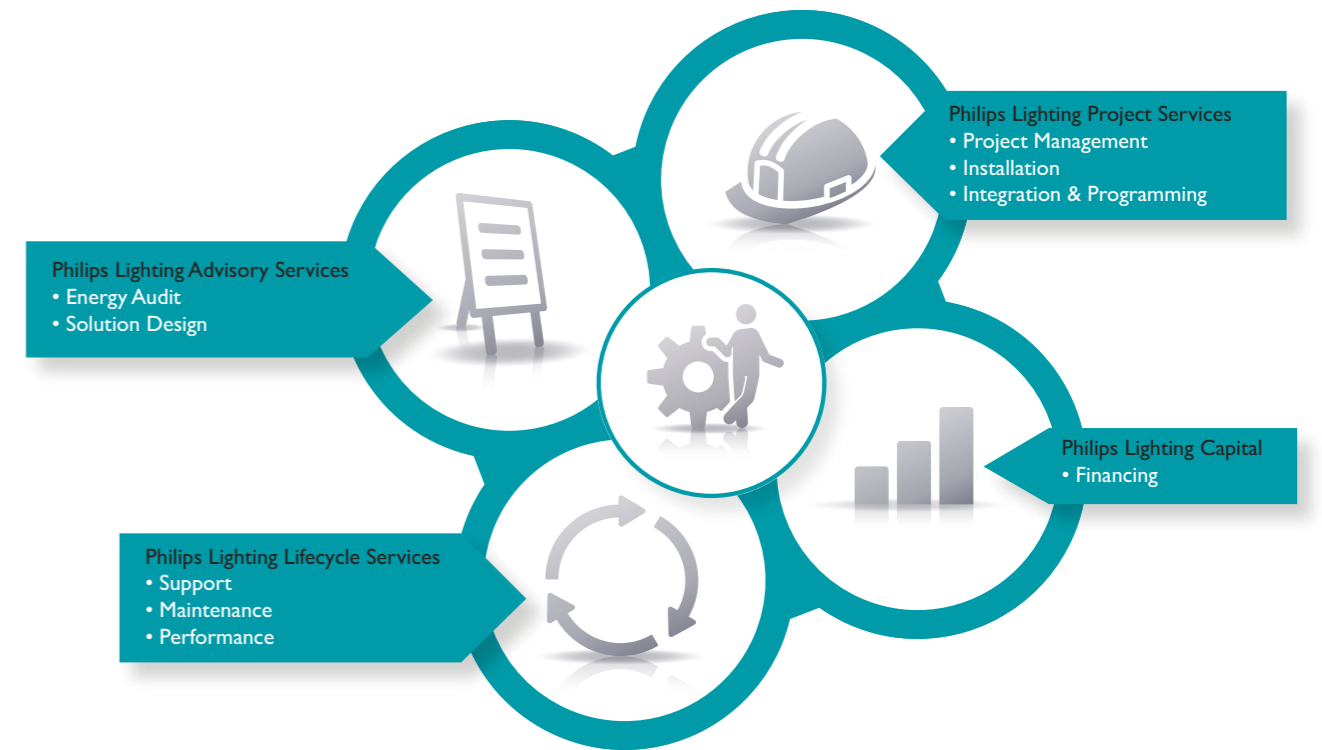
These ready-made solutions can be customized to perfectly meet specific business and industry needs. Add to this our portfolio of supporting Lighting Services – which range from financing and solution design to

installation and post-project maintenance – and we can deliver truly “total” solutions that make acquiring state-of-the-art lighting systems an extremely clear and straightforward process.

One solution, one contact

Whether you simply want to upgrade an existing lighting system or commission a totally new one, the results and advantages will be immediate, measurable, and highly sustainable. And however large the scope of your lighting project, you can easily monitor and manage every single aspect of it by contacting your dedicated Philips Lighting representative.

Hardware	Controls	Software
Energy Audit	Solution Design	Project Management
Installation	Integration/ Programming	Support
Maintenance	Performance Contract	Financing
Solution-bundles tailored to your needs		



Our Services

Support from start to finish

Some of our supporting services are available individually, but they can also be combined into a tailor-made turnkey package that delivers complete project design and execution – from start to finish. Working together with our partners or with your preferred suppliers, we'll take on full responsibility for bringing the project to a successful conclusion and, afterwards, we can keep it running perfectly. All you need to do to at any time to monitor and manage your lighting system project is to contact your dedicated Philips representative.

Advisory Services

Advisory Services give customers clear insight into their current lighting situation, as well as into the possibilities and benefits that new lighting systems could offer them in terms of energy efficiency, beautification and sustainability. The services include Energy Audits at a variety of different levels and Solution Design to make potential new solutions clear, concrete and achievable.

Project Services

The project services we offer mean you no longer have to deal with a wide variety of different parties to make a state-of-the-art lighting solution a reality. Philips Lighting Solutions can take on complete project management, installation, integration, and programming – either on our own or in collaboration with your preferred suppliers.

Lifecycle Services

Lifecycle Services ensure that outstanding, high-performance lighting solutions stay that way for many years to come. Our Support, Maintenance, and Performance Services help future-proof not only our customers' new lighting systems, but also their peace of mind.

Philips Lighting Capital

We offer a transparent, hassle-free and cash-flow-friendly payment program that makes it possible to acquire an outstanding lighting solution right away – even on a restricted budget. Our payment program covers all project costs except lifecycle services, with payment spread over time in line with your carefully pre-calculated energy savings and/or cash-flow profile. The goal is to help you achieve a positive cash flow, starting from day one!

How does it work? A simple calculation example.

Lamps replacements and installation project: from Halogen 35W to MASTER LEDspot MR167-35W	
Annual energy savings	50.000 euro
Payment period	3 years
Monthly energy savings	4.167 euro
Monthly payments	3.200 euro
Net monthly savings	967 euro
Net monthly savings after 3 years	4.167 euro

Philips Lighting makes getting a great, business-effective lighting solution a simple, streamlined process for our customers. Your industry's needs are extremely familiar to us, so you can count on us to reliably deliver or help coordinate any – or all – parts of the lighting solution you want, from concept design to project management. When you partner with Philips Lighting to implement a total lighting solution, you're assured of results that give you maximum impact and lighting quality with minimum hassle and risk.

Solutions for every sector

ChainDirector

This unique central control system for retail delivers three important benefits: energy cost saving, operational cost saving, and store experience enhancement. It does this by enabling remote monitoring, management and optimization of in-store energy use – including lighting, refrigeration, heating/cooling and other electronic devices – across as many individual stores as you wish. All this can be managed in one, central location via a single-screen, state-of-the-art user interface. Solution Design and Project Management are standard elements of ChainDirector. If customers wish, we can also support the system for years to come by providing Lifecycle Services.

Project approach



FridgeWin

By simply replacing conventional lighting in shop fridge and freezer cabinets with Philips' specially developed FridgeWin solution, you can immediately create a clearer and more attractive product display, radically reduce maintenance costs, and realize energy savings up to 70%. Such savings are possible because energy reduction comes from two sides: LED lamps not only consume less than traditional lamps, they are also not as warm, which means less cooling is required to maintain the proper

temperature. Philips Advisory Services give clear insight into what your particular benefits will be in advance, and create a solution design tailored exactly to your store. Our expert project managers will then coordinate quick and timely installation. If you wish, Philips Lighting Capital Services can also arrange an investment-free payment system, and our Lifecycles Services can help guarantee outstanding installation performance for many years to come.

“With FridgeWin, we save energy in combination with a better presentation of our products. It's an ideal solution for our business.”

OpenCor



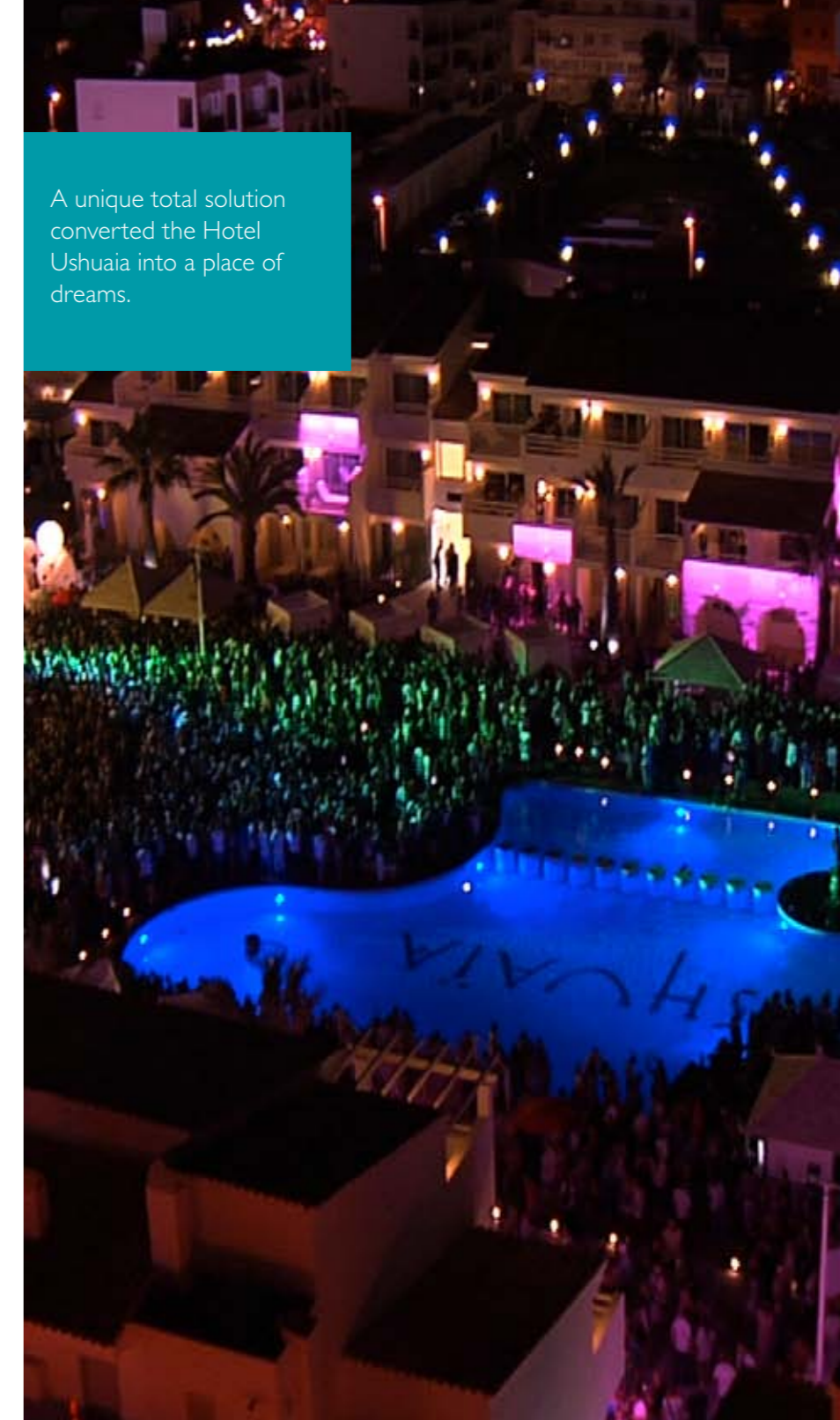
GreenEvolution

This concept is aimed at saving money and increasing sustainability by using state-of-the-art lighting technology to minimize energy use and carbon emissions. It can also improve light quality and optimize the interior environment. An Energy Audit to determine your potential gain is a standard element of GreenEvolution, as well as Solution Design. Customers have four options: straightforward lamp replacement, luminaire replacement with no renovation required, total lighting system renovation, and green lighting for new buildings. Each and every GreenEvolution project consists of a customized package of lamps, luminaires, controls and Lighting Services, according to the specific customer needs.

“The Elite Hotel was able to achieve energy savings of €33,000 per year just by replacing the incandescent lamps with LEDs; no breaking into walls or ceilings was required!”

Robert Olsson, Project Manager,
JR Olsson Elteknik

A unique total solution converted the Hotel Ushuaia into a place of dreams.



Fast Facts

Client

Fiesta Hotel Group

Location

Ibiza, Spain

Project

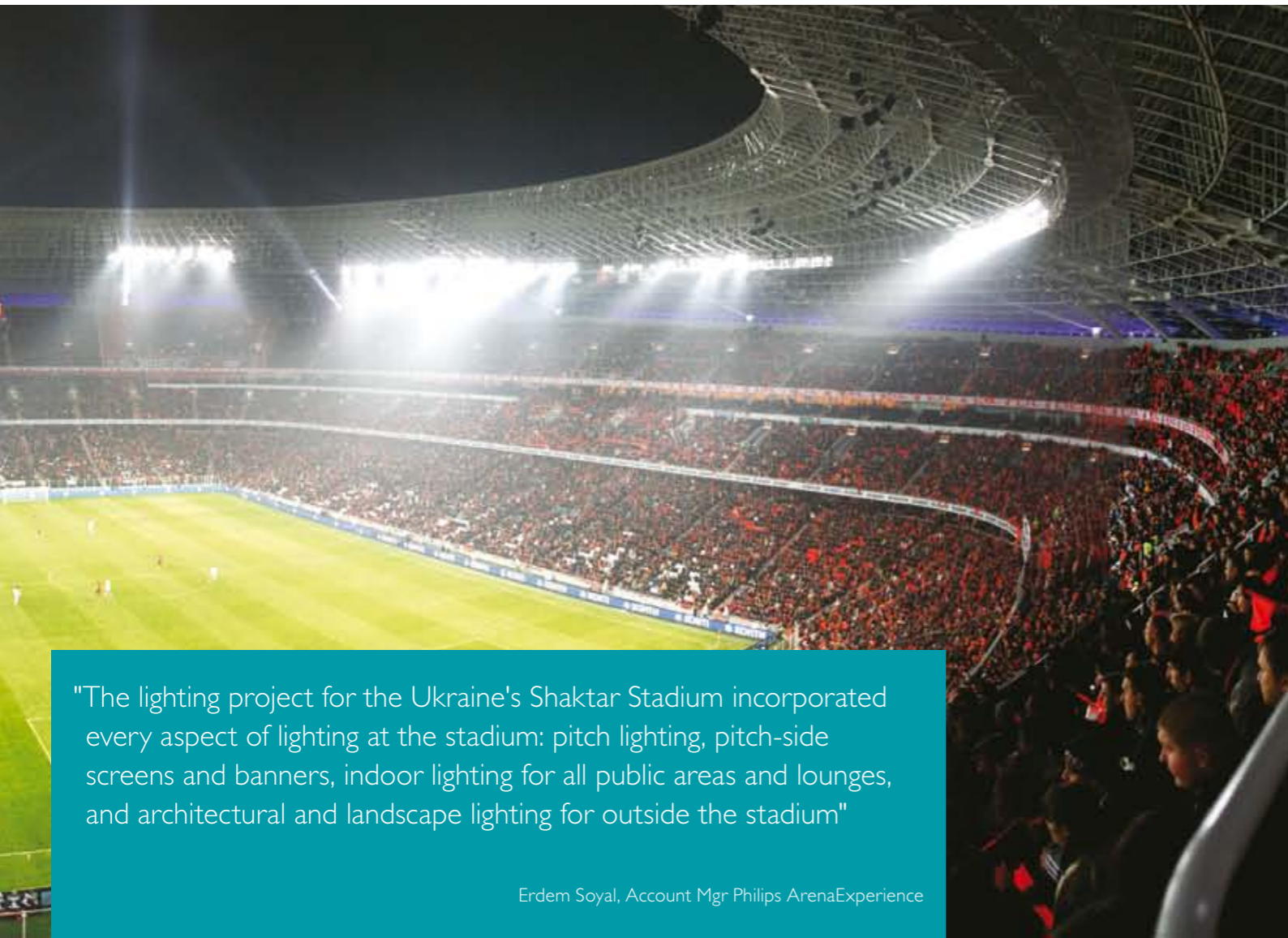
Turnkey solution for a party hotel in Ibiza

Products

LED screens, architectural lighting, ambilight televisions, defibrillators, iPod/iPad docks, PhotoFrames, LightFrame monitors

Services

Consulting, design, project management, installation and commissioning, maintenance and technical support, connectivity and updates, full product guarantee



"The lighting project for the Ukraine's Shaktar Stadium incorporated every aspect of lighting at the stadium: pitch lighting, pitch-side screens and banners, indoor lighting for all public areas and lounges, and architectural and landscape lighting for outside the stadium"

Erdem Soyol, Account Mgr Philips ArenaExperience

ArenaExperience

To deliver the ArenaExperience concept, Philips Lighting makes broad use of its products and Services portfolios, as well its wide-ranging experience in pitch, retail, hospitality, street and parking lighting.. This completely integrated solution covers every aspect of illuminating large-scale sport venues. It significantly enhances the visitor experience, gives venue owners superior flexibility in creating the right ambience for a wide variety of multi-purpose events, and reduces total cost of ownership. The result is an attractive, sustainable, state-of-the-art landmark that can generate more revenue 365 days a year. The solution also streamlines all the associated technology involved, consolidating them into a single point of easy, user-friendly control. And with Philips Lighting Services smoothly coordinating every aspect – from design to installation and commissioning – customer risk, complexity and unexpected surprises are kept to an absolute minimum.

LumiMotion

LumiMotion is a smart, motion-sensing lighting system for parks and residential areas that detects exactly where bright lighting is needed in the late evening/early morning hours. If there's no activity in an area, the lights dim to a gentle glow. The slightest motion, however, immediately brings them back up to full illumination. A variety of cities around the world have already made use of Philips Lighting's Advisory, Project Management and Financing Services to install LumiMotion pilots in streets, parks and other areas. Most of them are recording energy savings of more than 75%.



"Would it not be great if we could bring back the night without jeopardizing social safety?"

HealWell

HealWell is a lighting system specially designed for hospital rooms that addresses people's visual, emotional and biological response to light. It includes "dynamic lighting" which has been proven to support human biorhythms, as well as additional illumination that can be adjusted by patients and staff to aid in examinations and to create a soothing, comforting ambience. The result is an enhanced healing environment that can play an important role in promoting patient well-being and recovery – as well as improving staff satisfaction and performance. Philips Lighting Services can quickly and easily finance, coordinate and implement pilots for healthcare facilities that are interested in evaluating the benefits of HealWell for themselves.



IntelligentCity

In IntelligentCity, our latest road and street lighting products are united – including our CityTouch interface – to create a complete, intelligent system that offers ultimate control in lighting outdoor traffic areas. The solution gives complete insight into what is taking place within your lighting system, allows you to communicate with it, and – in the near future – will even make it possible for the lighting to communicate with your other systems. Teaming up with Philips Lighting Services makes it a simple, straightforward process to take control, and light up roads and streets the smartest way possible.



SchoolVision

SchoolVision is a unique lighting system that brings the dynamics of daylight – with its shifts in clarity, intensity and warmth – indoors to enhance the learning environment. With the push of a button, teachers can adapt the lighting to fit the activity or atmosphere in the classroom, in order to energize or calm students, or help them to focus better. Independent studies show significant, double-digit improvement in the attention span, concentration, behavior and reading speeds of pupils in SchoolVision classrooms. Philips Lighting Services makes it possible to see the difference that SchoolVision makes in practice with a minimum of hassle and up-front investment.

"The change in lighting is appreciated by both pupils and teachers, and our view regarding the effect of the SchoolVision solution in our classrooms is therefore a positive one."

Jane van der Heijden, School Principal at Wintelre Primary School

