

**SYLVANIA**



Smarter Finance

Improve efficiency

Guaranteed savings

Turnkey solution

Reduce costs

# Self-funding energy solutions

**Smarter Finance by 360 Services**

**Light your world**

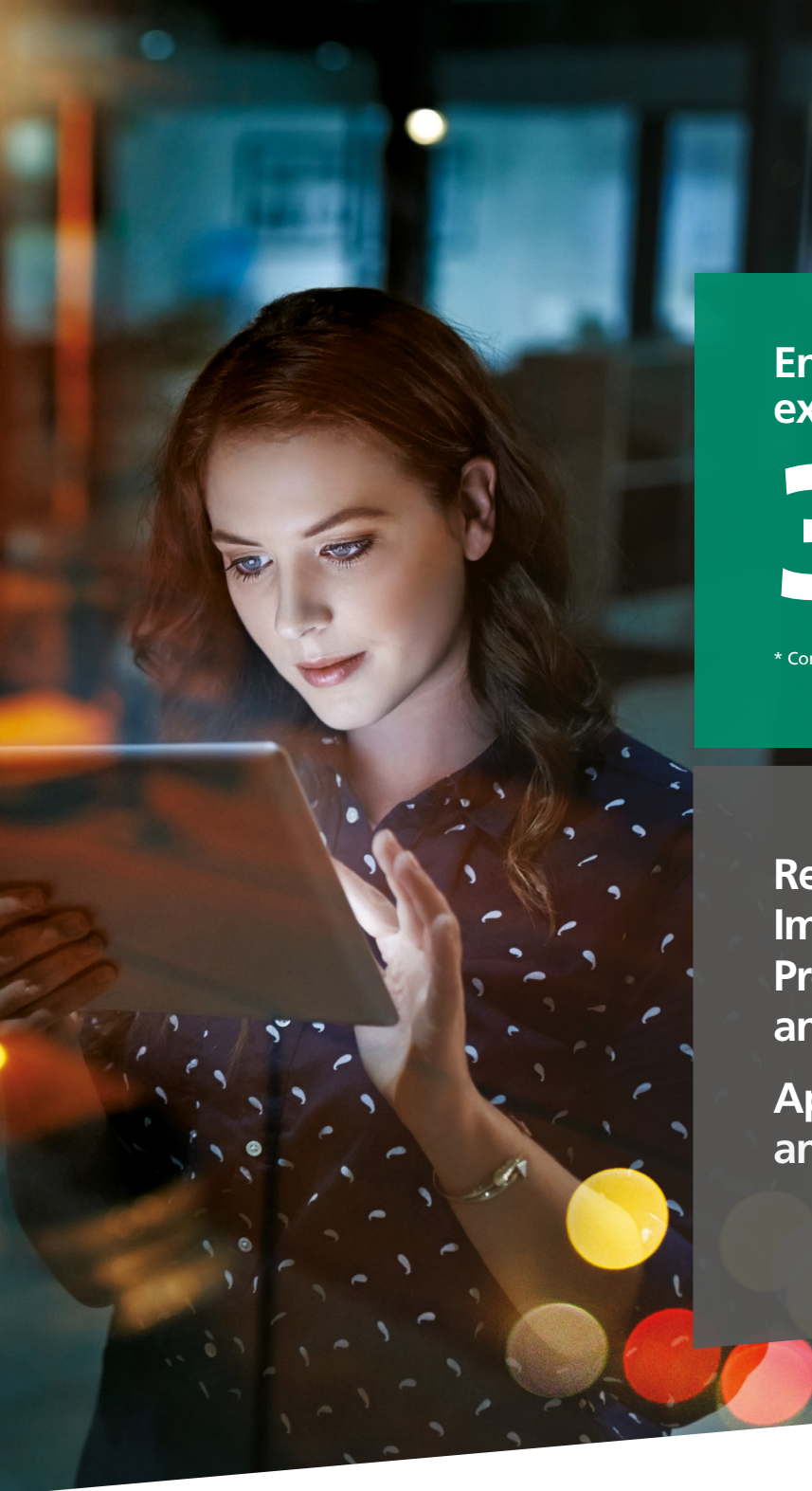


# Guaranteed energy savings with no up front costs

**Smarter Finance by 360 Services**



Request your **FREE** audit  
[sylsmart@sylvania-lighting.com](mailto:sylsmart@sylvania-lighting.com)



Energy bills are  
expected to increase

**30%** by 2030\*

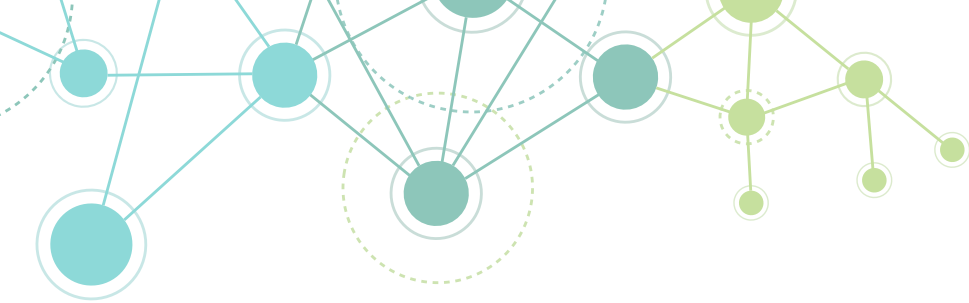
\* Committee on Climate Change

Reduce costs.  
Improve efficiency.  
Protect working capital  
and embrace sustainability.

Apply **Smarter Finance**  
and start saving today.

**Smarter Finance, has been developed to ensure that no solution is out of reach for any business.**

It's a new and exclusive way of providing you with access a range of solutions without the financial burden that might usually be attached. It will assist you to reduce costs, have a greener business that is more efficient and sustainable.



# Get up to 30% of your utility spend back

With rising energy prices a certainty and the need for lighting in your business mandatory, now is the perfect time to upgrade to new efficient lighting. This can be achieved without any CAPEX commitments and can be funded, through Smarter Finance, entirely from the energy savings achieved.



## Energy costs are rising

What does that mean to your business?



**39%**

of commercial energy  
consumption is  
lighting



**50%**

of lighting is  
deemed to be highly  
inefficient



**70%**

of lighting is used  
within the commercial  
sector





Lighting typically  
represents

**39%**

of overall energy  
consumption

## Are you a Green Business?

The pressure on businesses to reduce their carbon footprint is greater than ever before. As part of Corporate Social Responsibility, energy consumption is now at the forefront of business and brand strategy. Throw rising energy prices into the mix, and businesses have a clear incentive to reduce the amount of energy their premises use.

It often goes unnoticed, but lighting is the potential solution. For most businesses, **lighting typically represents 39% of overall energy consumption.**

When businesses do innovate, lighting infrastructure is usually the last thing on anyone's mind. We've become accustomed to old technology like **incandescent lighting which consumes 75% more energy than its newer LED counterpart.**

We're used to lights being featureless devices that are either on or off. **But it doesn't have to be this way.**

Intelligent lighting systems like SylSmart can save businesses up to **87% on their lighting**, equating to a **30% reduction in real term energy costs.**





# Smarter Finance answers your financial and business needs

For businesses looking to tap in to massive savings by upgrading to a more intelligent and efficient lighting structure...

- ✓ No upfront capital needed
- ✓ Guaranteed return on investment\*
- ✓ Performance and savings tracking

\* With the savings guarantee bolt-on, available in specific countries

## That's Smarter Finance by 360 Services





## Smarter Finance

**Smarter Finance removes barriers that traditionally exist,** making it easy and affordable for companies to invest in future-proof lighting that can have a profound impact on their business. With Smarter Finance, there are no upfront costs. Just simple, manageable monthly repayments that are typically lower than your current utility spend. That means your business gets the best of both worlds, and with our one-of-a-kind performance guarantee bolt on, you're guaranteed to see a return on your investment whatever the outcome.

**That's how confident we are in Smarter Finance.**

With **Smarter Finance**, we can help your business overcome its energy challenges and pave the way for a brighter future.

# Finance options for any project

## Smarter Finance

A great solution is only a few steps away. Logic Smarter Finance is easy to arrange, quick to implement and will deliver immediate savings to your business. It starts with your FREE on site audit and the savings follow.

### 1 Select your Funding

#### Pay as you Save

A simple out of the box finance solution designed to plug a financial gap.

- Projects from € 20k
- Quick and simple solution based on standardised contracts
- Full project delivery costs included; supply, installation, management and commissioning
- Fast YES/NO response

#### Savings Guarantee

A more in-depth proposition adding the additional security of kWh saving guarantees\* for total piece of mind.

- Projects from € 100k
- Savings guarantees
- Full project delivery costs included; supply, installation, management and commissioning
- If savings are not met, the difference is paid back

\* Savings guarantee is available in specific countries





## 2 We Deliver

### Turnkey Solution

**A full coverage agreement offering total peace of mind to clients.**

- FREE energy audit for assessment of the optimum solution
- Lighting design tailored to your specific needs
- Smart finance & ROI calculations for truly achievable savings
- Project management keeping activities aligned
- Installation & commissioning service provided
- Maintenance packages available

### Smarter Finance The Process

- **FREE audit of your property**
- **We present the opportunity**
- **We deliver the solution**
- **You pay for less energy**
- **You pay us from your savings**
- **You keep your working capital**
- **Smarter Finance applied**

# Smarter Finance applied: Industrial

Saving opportunity

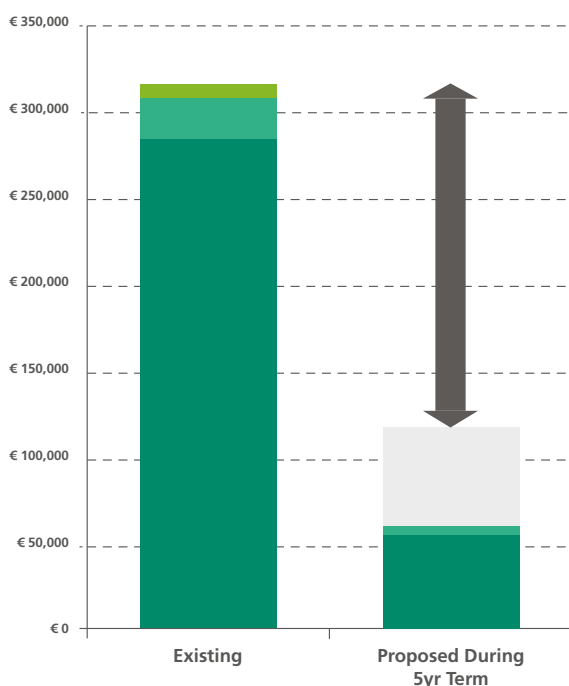
€ 184,586

per annum during the  
finance term

...this increases to

€ 250,968

once the finance period ends.



Savings overview (energy & maintenance)

Current operating costs

€ 319,270

Proposed costs during finance

€ 134,684

Proposed ongoing costs

€ 68,302

## Base data

Unit rate kWhr:

€ 0.11941, increasing by 3% pa

Maintenance cost: € 7,421

Burn hours: 8736

Control savings: 35%





# Smarter Finance applied: Office

**Saving opportunity**

**€ 20,530**

per annum during the  
finance term

**...this increases to**

**€ 51,438**

once the finance period ends.

Current operating costs

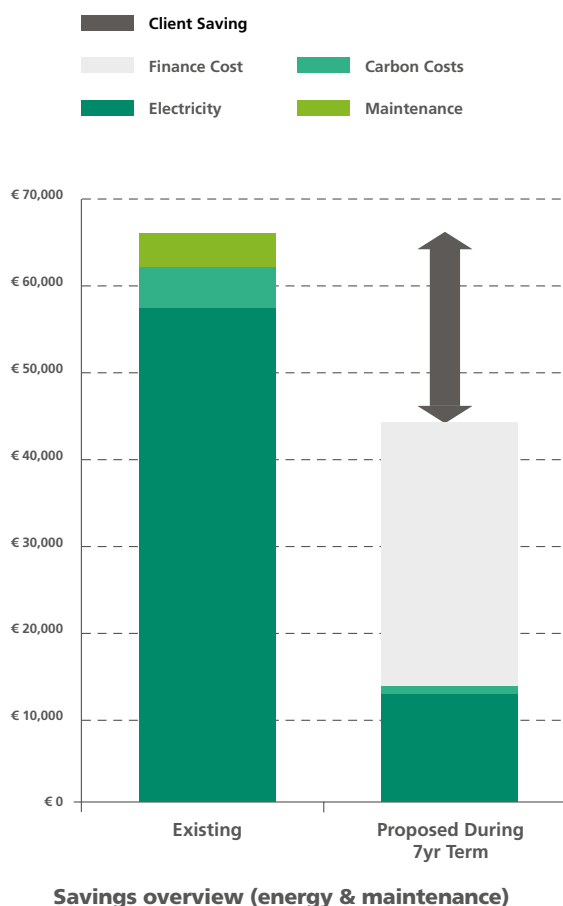
**€ 65,105**

Proposed costs during finance

**€ 44,573**

Proposed ongoing costs

**€ 13,667**



## Base data

**Unit rate kWhr:**

€ 0.11941, increasing by 3% pa

**Maintenance cost:** € 1,170

**Burn hours:** 3500

**Control savings:** 40%

**32%**  
Saving  
during the finance term

# Savings guarantee\*

## Invest together, save together

We don't see businesses as customers, we see them as partners.

**Smarter Finance** is more than just a financing solution, it's way for us to invest in new lighting infrastructure as partners and reap the benefits together.

\*With our savings guarantee bolt-on, available in specific countries

**Smarter Finance** can cater for any project value from as little as € 20k and covers full project delivery, from concept to execution. We can supply, install and maintain your lighting infrastructure, all for a small monthly repayment that's typically lower than your current lighting bill.

What's more, you can opt to bolt-on our Performance Guarantee and eliminate all risk from the investment. Using our smart lighting solutions we can monitor the exact energy consumption of every luminaire installed across your entire estate, enabling us to track all energy savings.

It's highly unlikely that you'll see no return, but if the cost does leave you at a loss, we'll pay you the difference. No hassle. No fuss. Any savings that are made will fully remain with your business.

**100% of additional savings goes back to your business. When we say we're in it together, that's precisely what we mean.**





Any additional  
savings made,

**100%**

will be going back to  
your business

That's intelligent  
financing, that's  
**Smarter Finance**



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# SylSmart Connected

## Maximise your cash returns with intelligent, IoT ready lighting

SylSmart Connected provides efficient building-wide connectivity that can be scaled and tailored to specific needs and offer a platform for distributed data acquisition and value-added services



Take a moment to look around your workplace during the day. How many high intensity lights are switched on while nobody is around? How much light gets wasted in those corridors and rooms that have extremely low footfall?

**SylSmart Connected**, a de-centralised and highly intelligent luminaire integrated control system, uses the very latest technology to detect human presence and natural light levels, adjusting the levels of artificial

light to match the needs perfectly. Busy areas like foyers and corridors will stay bright and well lit, where as quieter areas like meeting rooms and lesser used corners of the your building will automatically dim gradually over time to save energy. Paving the way to new opportunities like occupancy analytics, energy management, remote scheduling or notifications, choose the additional IoT services of **SylSmart Connected Pro**, that truly unlocks the intelligent building.





### **Rapid installation**

pre-configure from offsite,  
accelerated commissioning onsite



### **Optimised light**

fully customisable tailored light:  
occupancy detection, daylight linked  
dimming and light scenes



### **Easy maintenance**

adaptable for flexible workplaces,  
battery free switch, cloud  
back-up option



### **Performance & reliability**

in-built security, Bluetooth  
Qualified mesh, user access  
hierarchy



### **Interoperable**

open platform for IoT services,  
data insights

**This level of  
advanced lighting  
control can save  
businesses up to  
87%, achieving the  
highest possible  
energy saving  
standard**



**Built-in SylSmart technology  
that's small, discrete and powerful**

Ambient Light Sensor

Motion Sensor Just 5mm



# SYLVANIA



Although every effort has been made to ensure accuracy in the compilation of the technical detail within this publication, specifications and performance data are constantly changing. Current details should therefore be checked with Feilo Sylvania Europe Limited.

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SmarterFinanceV2

