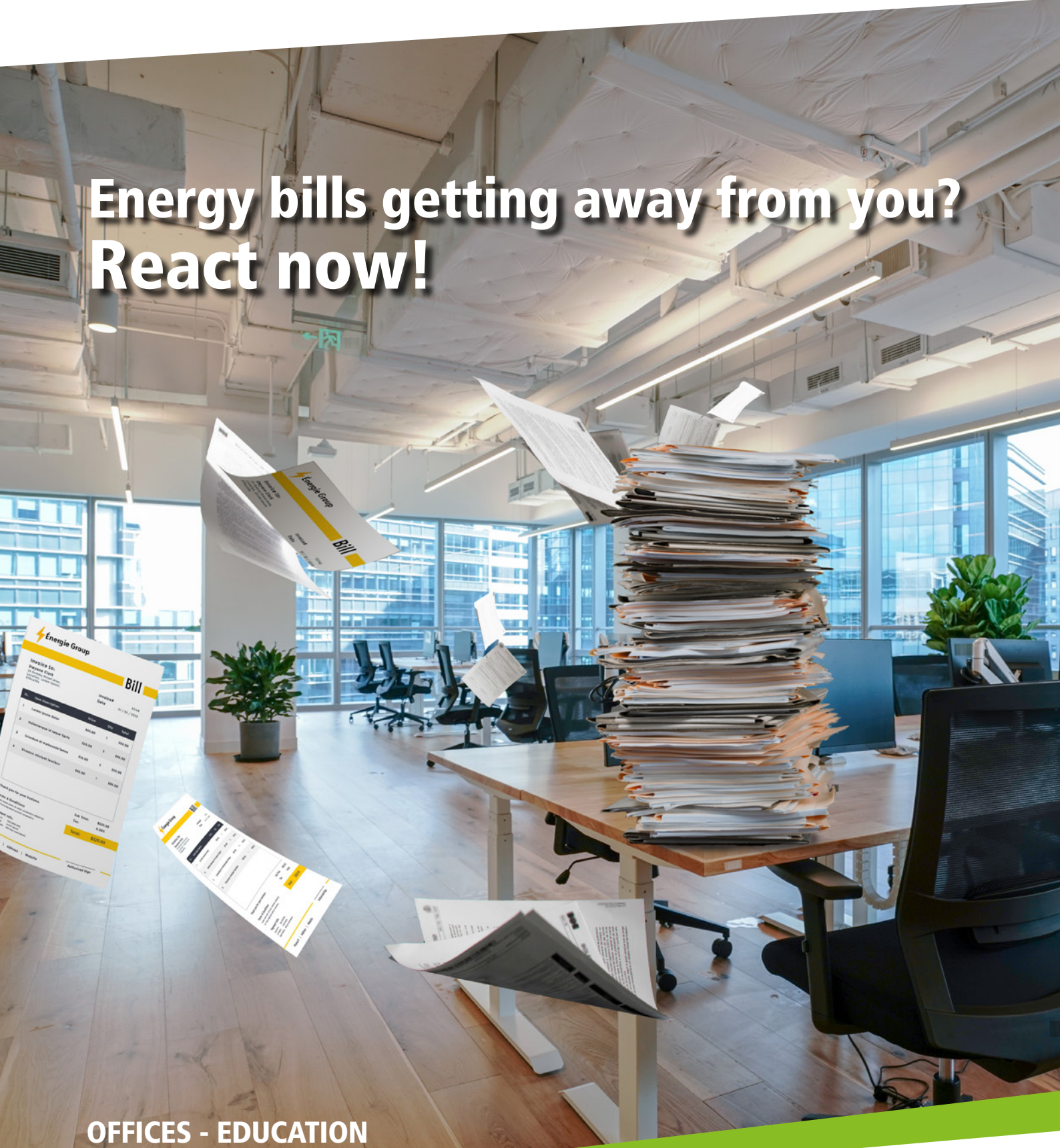


# Energy bills getting away from you? React now!



**OFFICES - EDUCATION**

# 1 CURRENT CONTEXT

- Increasing energy prices
- Fluorescents tubes phased out at the end of August 2023

Global lighting solutions:  
**Sylvania is your single-source provider.**

Comply with **STANDARDS**

# 2 USE CASE: 3 solutions

Our design office has helped numerous customers in the tertiary sector (offices, education) to overhaul their lighting and evaluate their performances across the board: deployment, savings, maintenance, and more...

## Site specifications

- Open plan offices
- 2500 m<sup>2</sup>
- 400 recessed fixtures equipped with 4 T8 18W fluorescent tubes

- Current energy expenditure: €29,407 / year
- Cost per kWh: €0.23\*

\*Value given as a guide for the second quarter of 2023



# 3 FOCUS ON OUR OFFICE AND EDUCATION SOLUTIONS


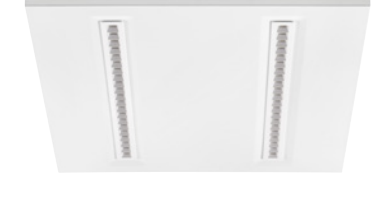

Ensure **SUSTAINABLE MANAGEMENT** of your lighting

## Savings and pay-back period with our LED solutions

RECESSED FIXTURES		LED TUBES
OPTIX LumiNature SSA	OPTICLIP DALI + remote detectors	ToLEDo™ Superia T8 UNIVERSAL
Replacement of the lighting system		Replacement of the fluorescent tubes**
ENERGY SAVINGS		
90% = 26 470 €	83% = 24 481 €	68% = 19 934 €
INVESTMENT		
104 000 €	72 000 €	68 000 €
RETURN ON INVESTMENT		
3.5 years	2.7 years	2.8 years
TCO (Total Cost of Ownership) 10 YEARS		
★★★★	★★★	★
LumiNature LED Technology + Detection + Advanced Management	LED Technology + Detection	LED Technology

Amounts given as a guide. Calculation based on an average sales price (lights and installation).

\*\*ON/OFF tubes only offered in areas not subject to the obligation for automatic dimming based on the natural provision of daylight.

RECESSED FIXTURES		LED TUBES
OPTIX LumiNature SSA	OPTICLIP DALI + remote detectors	ToLEDo™ Superia T8 UNIVERSAL
		
<ul style="list-style-type: none"> <li>• High luminous efficacy</li> <li>• Luminous flux up to 3.800 lm</li> <li>• Lifetime: 68,000 hours (L80)</li> </ul>	<ul style="list-style-type: none"> <li>• High luminous efficacy</li> <li>• Luminous flux up to 3.300 lm</li> <li>• Lifetime: 62,500 hours (L80)</li> </ul>	<ul style="list-style-type: none"> <li>• Good luminous efficacy</li> <li>• Luminous flux up to 3.600 lm</li> <li>• Lifetime: 50,000 hours (L70)</li> </ul>
<ul style="list-style-type: none"> <li>• High granularity detection</li> </ul>	<ul style="list-style-type: none"> <li>• Eco-friendly light with replaceable LED modules</li> </ul>	<ul style="list-style-type: none"> <li>• Easy replacement of the tubes</li> </ul>
<ul style="list-style-type: none"> <li>• Ergonomic wireless management and programming</li> </ul>	<ul style="list-style-type: none"> <li>• Wired DALI management, dimmable using a standard panel</li> </ul>	
<ul style="list-style-type: none"> <li>• Simplified set-up</li> </ul>	<ul style="list-style-type: none"> <li>• Visual comfort: UGR&lt;19</li> </ul>	
<ul style="list-style-type: none"> <li>• Visual comfort: UGR of 16, luminance &lt; 200 cd/m<sup>2</sup></li> </ul>		
<ul style="list-style-type: none"> <li>• LumiNature LED reproducing the spectrum of natural light, without blue peaks, CRI&gt;97</li> </ul>		

Ensure **COMFORT** in your workspaces



## FOCUS ON



### SAIPEM - Montigny-le-Bretonneux (France)

Engineering firm, managing projects and technical developments both offshore and onshore.

As part of the tertiary renovation legislation (enforced by French law), which requires a 40% reduction in energy consumption in 2030, which then increases to 60% in 2050, compared to 2010, the company replaced its installed lighting with OPTICLIP LED lights from Sylvania, coupled with the smart lighting management solution, SylSmart.

**Bouygues Energies & Services** was responsible for the work and for maintenance of the building. Before renovation of the existing lighting, energy consumption for October 2021 was 5.092 kWh. One year later, thanks to the high-performance solutions from Sylvania, this dropped to **410 kWh in October 2022**, “ which represents **energy savings of over 80% spread** over a year, far exceeding our expectations, thanks to the dual detection that we were not able to measure beforehand ” *explains the contact at SAIPEM.*

OPTIMISATION

ENERGY SAVINGS OF

80%

REDUCTION IN COSTS

AUDIT PERFORMED BY SYLVANIA

CUSTOM PROGRAMMING

### Paristech national chemical engineering institute - Paris 5 (France)

In 2021, this establishment was awarded a government grant which enabled it to improve its energy performance, specifically by replacing the lights linked to the **SylSmart Connected lighting management system from Sylvania**. Covering a surface area of 14,300 m<sup>2</sup>, the historic building has approximately 450 classrooms and laboratories, three lecture theatres, and offices, all lit by more than 2000 lights.

“ Because of the structure of the building, we opted for the SylSmart Connected bluetooth lighting management system from Sylvania which avoided

the need to lay cables and was quick to install ” *explained Erwan Guerin, from the electricity company, OCS Technology.*

Approximately 1000 OPTICLIP SSA lights were installed in the offices, classrooms and hallways.

“ I was immediately delighted with these units as we would not have to change the entire unit in the event of any issues! This is a real advantage both in terms of maintenance and for environmental reasons ”

*stated Patrick Guezo, head of Heritage and Technical Services at the Institute.*

# 360 Services

## Sylvania supports you throughout your project



- Analysis and forecasting



- Sizing the solution and lighting studies



- Supply and installation of turnkey lighting solutions



- Monitoring performance and exploiting the data  
Maintenance contract

**100%  
RETURN**  
on your  
investment

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