

Specialist **Save It Easy**[®] Installation Expertise...

Energy Saving in Action

Warranted and dedicated capability:

- Complete and reliable 'turnkey' service, combining product supply and installation
- Free premises survey with project assessment cost and savings written report
- Unmatched experience and knowledge of both conversion units and luminaires
- Fault-tracing, repair and refurbishment of damaged or old and inoperative fittings
- Environmentally approved, W.E.E. compliant, disposal of old lamps and of other waste
- Scheduled client satisfaction and quality control retrospective site visits
- Project size-related supplementary lamp supply to ensure warranty coverage
- Health and safety trained uniformed and badged fitters with security clearance
- Dedicated installation teams with safety gear
- Flexibility to comply with client scheduling needs, including evening and weekend work

EnergySense[®]
Ireland

Energy Sense Ireland offer a unique installation service to enable you to take advantage of high efficiency triphosphor lamps without the cost of replacing existing luminaires.

Using the proven **Save It Easy**[®] retrofit converter solution, you can relamp with high efficiency T5 and T8 tubes in existing fittings – thus gaining the combined energy savings offered by lower ballast losses and new generation energy-efficient tubes.

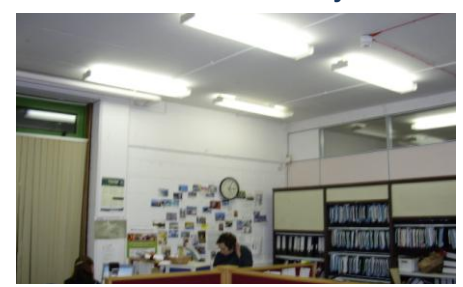


Energy savings of at least 34% and up to 56% can be achieved and will significantly reduce your energy spend quickly and easily.

Plug & Save



HSE Head Office, Lacken, Co Kilkenny.
Retrofitted with 'Save it Easy' e-Ballasts



Energy Saving in Action

Assured Reliability and expertise

Energy Sense Ireland brings the assurance of full reliability and expertise to your **Save It Easy**® lighting conversion programme irrespective of whether you regularly outsource electrical work or aim to supplement in-house resources on a one-off basis.

Energy Sense Ireland has worked from the outset on the take-up of retrofit technology throughout the Island of Ireland, Scotland & the Benelux area. We have unmatched experience of both trial and full-scale installation in every kind of commercial, industrial and public sector organization.

Complete Project Management Capability

Energy Sense Ireland provide all the information and resources you need to plan and carry out your lighting system upgrade with maximum efficiency and with minimum impact on your regular business activities.

That full service approach – ranging from no-fee preparatory survey to detailed completion checks and warranty – ensures that you are briefed on savings and costs from the outset, you can plan and monitor progress and you can arrange schedules which minimize disruption of normal work patterns.

Frequently Asked Questions:

Q: Can you convert all my fluorescent lighting using this solution?

A: Through experience we are confident we can convert 99% of your existing fluorescent lighting to the new T5 and T8 lamps.

Q: How can I find out what my actual energy savings would be?

A: We will be more than happy to carry out a complete survey of your premises and supply you with a comprehensive estimate and energy calculation showing likely savings, and return on investment.

Q: I am concerned about capital expenditure, is there any help available?

A: Energy Sense Ireland can now arrange finance for projects over €20k with 'Key Is Green Finance'. **ESI** now also offer a unique 'green' finance arrangement for **Public Sector Facilities**, inc Schools, Colleges, Hospitals, County/City Councils, OPW etc, whereby lighting projects can be paid for predominately from savings achieved. Check our Web site for further details.
www.energysense.ie

What we mean by 'complete project management capability'

Energy Sense Ireland service includes:

1. Establish customer needs and timetable

At initial project discussion phase.

2. Conduct detailed lighting survey

- a) Arrange site appointments.
- b) Identify and record for each luminaire:
Existing ballast technology.
Lamp size and type.
Fitting type.
Location and height.
Assess condition of luminaires, diffusers and end caps.
Review access requirements and limitations.

3. Produce documented survey report

containing:

- a) Schedule of programme product requirements.
- b) Inclusive quotation for supply and installation.
- c) Detailed energy savings calculation and payback criteria.
- d) Separate quotation for supplementary work, e.g. supply and fit of diffusers, where necessary.

4. Undertake small scale lighting trials if necessary

Occasionally requested to validate savings projections prior to full installation.

5. Carry out lighting upgrade as follows

- Management of complete install process to include:
 - arranging installation with site.
 - on site team leader to liaise with site during installation.
 - trained engineers with full product training and appropriate certification for working at height and asbestos recognition.
 - production of method statements and risk assessments to approved standards.
 - liaison with converter and lamp supplier(s).
 - accurate recording of units installed.
 - making good existing fittings before upgrade, including replacement of lamp holders.

- Installing converter and lamp units in accordance with supplier's instructions.
- Re-labelling of luminaires, where rewiring has been carried out.
- Maintaining appropriate stocks of spare converters, lamps and lamp holders on site during installation to facilitate
- Replacement of failed or broken items.
- Waste removal and compliant re-cycling – packaging, lamps, starters, ballasts.
- Correct certification for the handling and transfer of fluorescent tubes and other hazardous waste
- Production of a statement of achievement, stock reconciliation and completion certificate at end of installation.
- Making post-installation 'snagging' visit four weeks after completion (or sooner if requested) and carrying out any corrective action found to be appropriate.

6. Competencies

- a) Ability to handle installation of large numbers of lamps within defined timescales.
- b) Assurance and ability to provide 2-year guarantee of work undertaken
- c) Ability to cope with, and price for, 'stop-start' fitting to client program timetable
- d) Ability to undertake, and price for, daytime and out of hours working to minimize disruption of client activities.
- e) Willingness to accept responsibility for:
 - lamp breakages.
 - Making good consequences of any survey errors.
 - Clearing up all residues deposited on Equipment or floors, e.g. dust, insects, wire offcuts, broken glass, etc
 - Ability to providing all equipment (gantries, tooling, etc) required to carry out the upgrade work.
- f) Flexibility and certification to cope with limited or restricted access to particular areas

Some of our larger recent installations: Case Studies

Trinity College Dublin:



TRINITY COLLEGE DUBLIN
COLÁISTE NA TRÍONÓIDE, BAILE ÁTHA CLIATH

THE
UNIVERSITY
OF DUBLIN

Annual Savings: €9200 Payback: 2.5 Years

THE PROJECT:

Trinity College Dublin is one of the largest and busiest colleges in Ireland. With over 16,000 students, the site's buildings are under pressure to perform for lengthy hours during the day all year round. Trinity College used **Save It Easy@** to upgrade 1200 lamps to low energy lighting.

Implementation:

After a successful small-scale trial at the college showed that energy savings of 40% were achievable, the College gave the go ahead for a **Save It Easy@** installation in an area of the Arts Buildings. In January 2009 over 1200 lamps were converted with no disruption to the every day workings of the college, and installation was completed within an impressively brief two week period.

The Savings:

As a result of installing the **Save It Easy@** units, annual energy cost saving of €9,200 and CO2 emissions savings of 22 tones have been made. This installation was in one specific area –the Arts Buildings with 40% savings.

Project Payback and Comments:

Including annual maintenance cost and Climate Change Levy -: 2.5 years. **Quote:** "Now with 640 lamps in the TCD Arts Building concourse replaced, we've measured an average increase of around 20% in the light level (partly due to the brand new lamps). The triphosphor lamps used also give a much better quality of light to the area. We are working to identify other areas in TCD and at other client sites where this product will provide a good payback, as well as the obvious maintenance benefits" –**Mark Robertson & Associates –Energy Partners Trinity College**

Debenhams Waterford:

Annual Savings: €33,000 Payback: 12 months

The Project:

With over 150 stores in the UK and Ireland Debenhams is one of the leading department stores group. In the Waterford facility, areas are fully lit for 12 hours a day. Debenhams Waterford decided to use

Save It Easy@ to upgrade 2560 lamps to low energy lighting.



Implementation:

At the Waterford store, Energy Sense Ireland and Debenhams calculated that on lighting alone **35%** savings were possible. In February 2009, based on these calculations over 2560 lamps were converted with no disruption to the every day workings of the store.

As a result of installing the **Save It Easy@** units, annual energy cost saving of **€33,000** and **CO2 emissions savings of 105 tones will be achieved**. This installation was concluded in February 2009 over 2 weeks with 35% savings on lighting costs.

Project Payback and Comments:

Including annual maintenance cost and product savings -: 12 months.

Quote: Firstly can I say I have had a huge benefit changing from Warm White to Cool White. Based on our EMS we have dropped 30kw from our load since we have installed

Save It Easy@ which will direct me into my 12 month payback for my project. Having running periods of 12 hours every day, by using T5 energy efficient tubes as opposed to T8 it will have great payback for Debenhams. Overall it is a very good step forward and it will be taken as a measure in the rest of the Debenhams stores.

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