



LED Integration Proposal

**Prepared for:
Client**



EnergyWare LLC | LED Smart Technology

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WHO IS ENERGYWARE?

A national provider of LED Smart technology.

Its' unique business model eliminates the guess-work of LED solutions by bringing lighting engineers, lighting designers, best-in-breed manufacturing and trained LED-centric electricians all under one umbrella.

This has firmly established EnergyWare as a trusted advisor to both the private and public sector and countless enterprise organizations across the country.



Lighting
Engineer



Trusted
Advisory



LED
Manufacturing



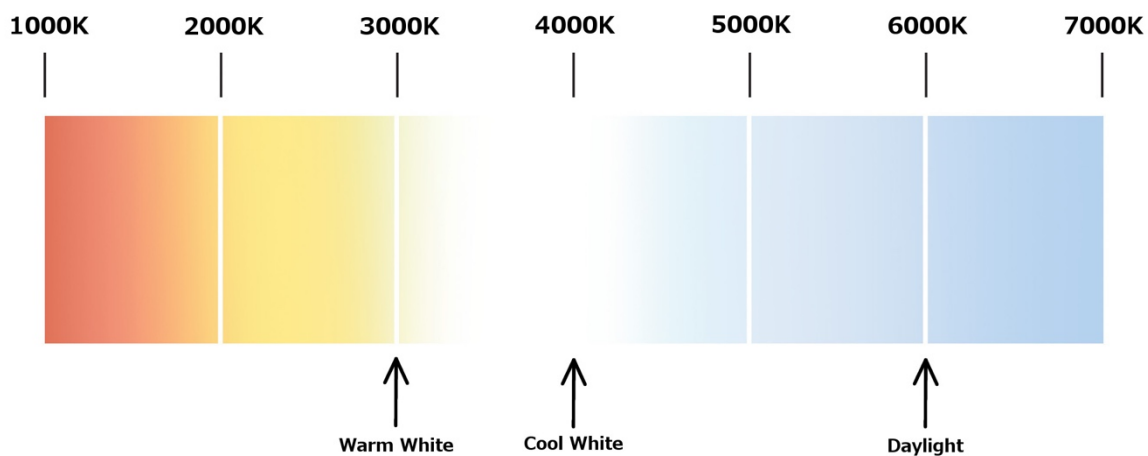
LED Trained
Electrician

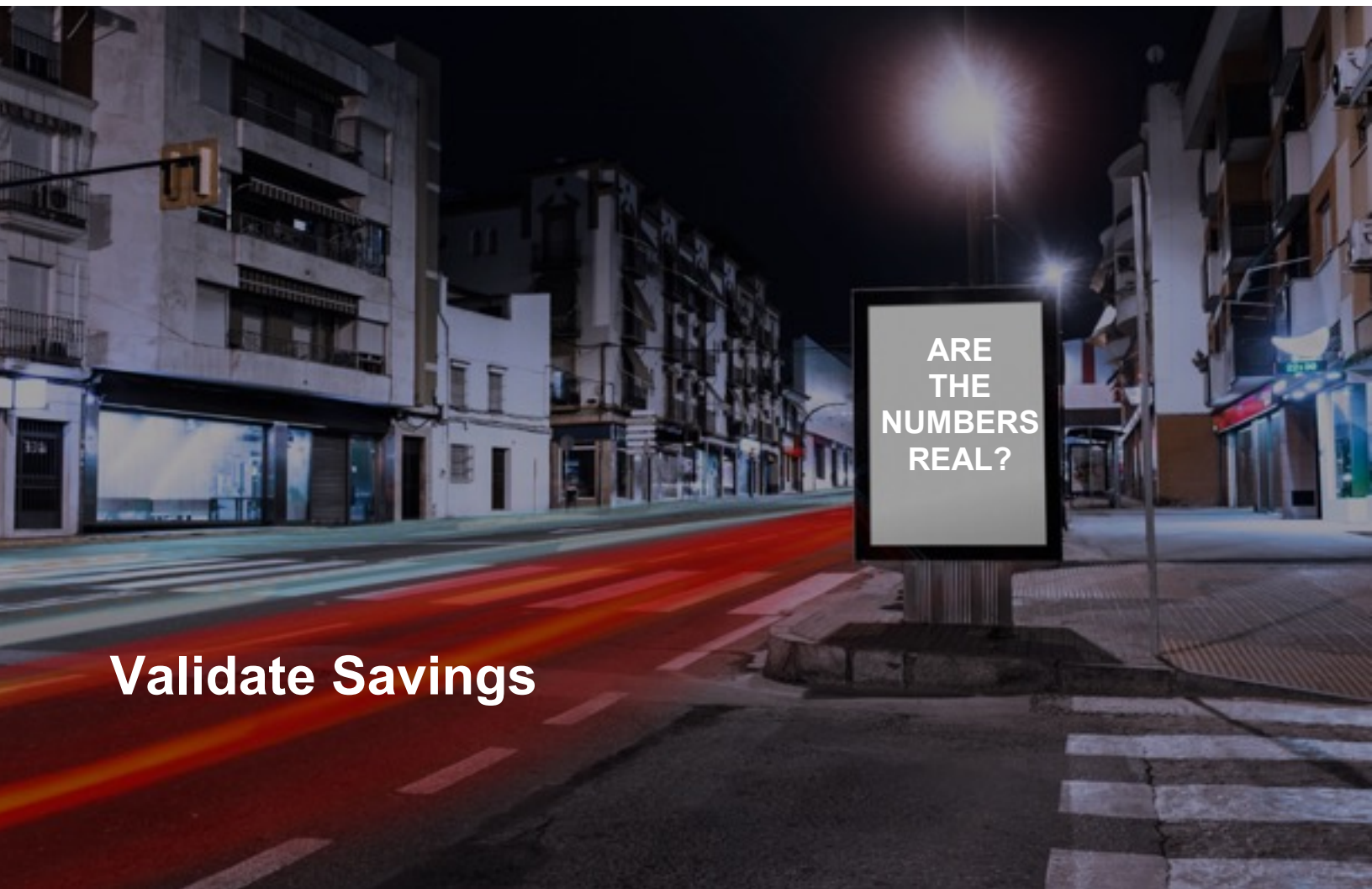
Common color temperatures.
3K ideal for hotels,
4K ideal for offices, hospitals and schools
5K Parking Lots and Warehouses

SELECTING THE RIGHT COLOR

not exclusive to art

It's not about having choices. It's about making the right ones.





Validate Savings

EnergyWare has established best practices in its' approach to validate savings for our clients via an LED conversion project. Below are the 4 guiding principles that help us and you to achieve the savings potential via an LED installation:

USAGE

of hours
your lights
are on

WATTAGE

Energy
consumption

MAINTENANCE

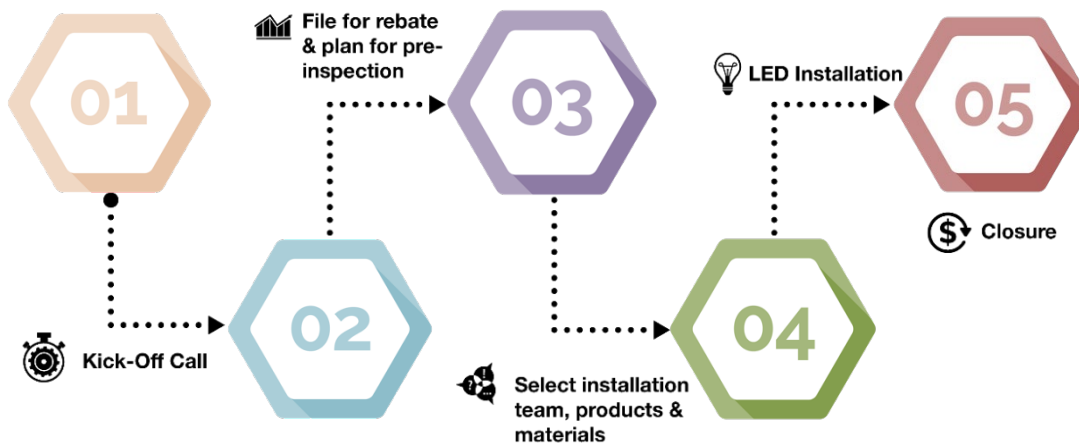
Life Cycle of bulbs
and fixtures

CARBON FOOTPRINT

lowering Co2 emissions
and head index

INSTALLATION PROCESS

- 01 After the contract is signed the Project Manager (PM) introduces himself via a kick-off call to review the installation process, gathers information about available work hours, schedules and any special considerations.
- 02 Next, we file for the rebate associated with your project and schedule a pre-inspection.
- 03 Once the project manager has finalized and verified the install date with customer, he will begin putting together our engineering, design and installation team that is just right for the project at hand. The PM will also brief you on what to expect for incoming materials shipments and confirm delivery information.
- 04 Installation happens! During this process the PM maintains consistent communication and works directly with electricians and you for any ongoing needs/concerns during this phase.
- 05 Closure: Installation is not finished until customer completes final inspection of the work and signed off that he is satisfied.



Project Details

Inside

Energy Reduction: 67%

<u>Quantity</u>	<u>Current Solution</u>	<u>Watts</u>	<u>Total Watts</u>
15	T8 2x4x4L	154	2,310
14	T8 2x2x2U Tube	70	980
13	T8 1x4 2L	70	910
8	T8 2x4x4L (SM)	154	1,232
1	1x4x2L	70	70
55	2L - 4' - T-12	84	4,620
355	2L - 4' - T-8 Wrap	70	24,850
72	2L - 4' - T-8	70	5,040
3	60W Inc Sconce	60	180
20	60 W Ceiling Mounted	60	1,200
22	23W CFL Screw In Pendant	23	506
Total	-	-	Total
578			41,898

<u>Quantity</u>	<u>EnergyWare Solution</u>	<u>Watts</u>	<u>Total Watts</u>
15	2x4 New Troffer	36	540
8	2x4 Surface Mounted Kit	35	280
14	2x2 New Troffer	30	420
1	1x4 SM Troffer Kil	30	30
13	1x4 Troffer Kit	30	390
482	4' Strip LED Fixture	24	11,568
20	Ceiling Mounted Fixture (Small)	16	320
25	LED 9 Watt Screw-In	9	225
1	Disposal	-	-
Total	-	-	Total
579			13,773

Outside

Energy Reduction: 70%

<u>Quantity</u>	<u>Current Solution</u>	<u>Watts</u>	<u>Total Watts</u>
24	Wall Sconce - 100 Watt Fixture	120	2,880
6	60 W Ceiling Mounted	60	360
1	Wall Pack - 250 Watts	290	290
37	400 Watt Shoe Box	460	17,020
2	Bollard 70 HPS	90	180
<u>Total</u>	-	-	<u>Total</u>
70			20,730

<u>Quantity</u>	<u>EnergyWare Solution</u>	<u>Watts</u>	<u>Total Watts</u>
24	Wall Sconce	16	384
6	Ceiling Mounted Fixture (Small)	16	96
1	LED Open Face Wall Pack	60	60
37	LED Shoebox	150	5,550
2	LED 16.5 Watt Screw-In 120-277V	16.5	33
1	Disposal	-	-
1	Lift Rental	-	-
<u>Total</u>	-	-	<u>Total</u>
72			6,123

Project Summary

Inside

Descriptions	Existing	Proposed
<u>LIGHTING SYSTEM DATA</u>		
Quantity of Fixtures	578	578
Lighting System	Fluorescent	LED
Lamp/Module Life, Useable Hours	20000	70000
<u>SYSTEM OPERATION DATA & COSTS</u>		
Average kWh Cost	0.12	0.12
Operating Hours per Year	8760	8760
Total Wattage / Total System	41898	13773
Total Kilowatts / Total System	41.898	13.773
Total Kilowatt Hours / Total System	367026.48	120651.48
Estimated Annual Energy Investment	\$44,043.18	\$14,478.18
<u>PROJECT IMPLEMENTATION COSTS</u>		
Total Project Sell Price (Invoice Amount to Customer)		\$131,068
Rebate Utility***Remitted to Customer***		\$22,885
Rebate Federal		\$0
Total Project Investment after Rebates		\$108,183
Monthly Financing Option over 60 Months		\$2,731
<u>PROJECT PAYBACK ANALYSIS</u>		
	Life Cycle in Years	10
Estimated Monthly Energy Savings		\$2,994
Estimated Annual Energy Savings from Project		\$29,565
Estimated Annual Maintenance Savings from Project		\$6,358
Net New Revenue - Ten Year Period		\$251,047
Projected Payback in Years		3.01
Projected Return on Investment		232%
Projected Life Cycle CO2 Emissions Reduction		1284.85 Tons

Outside

Descriptions	Existing	Proposed
<u>LIGHTING SYSTEM DATA</u>		
Quantity of Fixtures	70	70
Lighting System	Fluorescent	LED
Lamp/Module Life, Useable Hours	20000	70000
<u>SYSTEM OPERATION DATA & COSTS</u>		
Average kWh Cost	0.12	0.12
Operating Hours per Year	4380	4380
Total Wattage / Total System	20730	6123
Total Kilowatts / Total System	20.73	6.123
Total Kilowatt Hours / Total System	90797.4	26818.74
Estimated Annual Energy Investment	\$10,895.69	\$3,218.25
<u>PROJECT IMPLEMENTATION COSTS</u>		
Total Project Sell Price (Invoice Amount to Customer)		\$33,780
Rebate Utility***Remitted to Customer***		\$4,200
Rebate Federal		\$0
Total Project Investment after Rebates		\$29,580
Monthly Financing Option over 60 Months		\$704
<u>PROJECT PAYBACK ANALYSIS</u>		
	Life Cycle in Years	10
Estimated Monthly Energy Savings		\$704
Estimated Annual Energy Savings from Project		\$7,677
Estimated Annual Maintenance Savings from Project		\$770
Net New Revenue - Ten Year Period		\$54,894
Projected Payback in Years		3.50
Projected Return on Investment		186%
Projected Life Cycle CO2 Emissions Reduction		333.65 Tons



| YOU'RE NOT ALONE: Recent Enterprises Installs completed



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WE BASE OUR ENTIRE CUSTOMER APPROACH AROUND
QUALITY



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