

# Specialist **Save It Easy**<sup>®</sup> 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
- 16 installation teams with related specialist equipment and PPE safety gear
- Flexibility to comply with client scheduling needs, including evening and weekend working



Energys Services Limited 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**<sup>®</sup> 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.**



## Assured Reliability and expertise

Energys Services 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.

A sister company of **Save It Easy**® product suppliers ECSL, Energys Services has worked from the outset on the take-up of retrofit technology throughout the UK. They have unmatched experience of both trial and full-scale installation in every kind of commercial, industrial and public sector organisation.

## Complete Project Management Capability

Energys Services 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 minimise 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:** The **Save It Easy**® solution is eligible for the Carbon Trust interest free loan scheme. We will be happy to supply further details on request.

This proposal may qualify for an interest free loan.

Terms and conditions apply  
[www.thecarbontrust.co.uk/loans](http://www.thecarbontrust.co.uk/loans)

CARBON TRUST

Making business sense of climate change

# What we mean by ‘complete project management capability’

## Our 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

- a) Management of complete installation 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 programme 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:

Energy Saving in Action

## Royal Surrey County Hospital



Second stage programme involving 12,773 'Save It Easy' units now in progress. First stage test installation of 980 T5 lamps in 245 quad fittings gave payback period of 1.21 years with annual CO2 saving of 51.7 tonnes, annual energy reduction of 120,187 kWh and annual energy cost saving of £6,730.

## Yeovil College



4578 lamps converted to high frequency operation with T5 tubes. Detailed survey calculations give savings assessed as £25,880 per annum. The wide variety of luminaires makes totally precise CO2 percentage reduction figure difficult to calculate but results indicate a 30% to 35% range.

## Calderstones NHS Trust



840 lamps converted in total, with inoperative lamps restored to working condition. Up to 55 tonnes of CO2 and over £9,000 energy cost savings each year. New T5 tube life expectancy in excess of 20,000 hours offers greatly reduced future maintenance costs. Further site conversion planned.

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