

# LUMENSTREAM

LED Lighting as a Service

LED Lighting as a Service Proposal:



**Belfast Telegraph**  
**BUSINESS AWARDS 2021**  
in partnership with **Ulster Bank**  
**SHORTLISTED**

[www.LUMENSTREAM.com](http://www.LUMENSTREAM.com)

In partnership with:

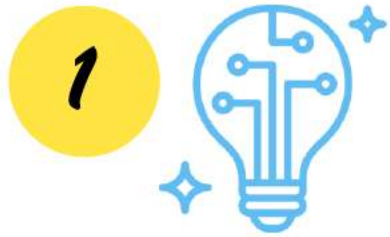


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'Unlock your Cashflow'



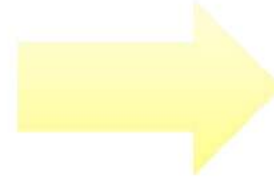
# What is LED Lighting as a Service?



1 We upgrade our clients facilities to LED lighting for zero CapEx



2 Our clients immediately start saving up to 85% on their pre-existing lighting costs

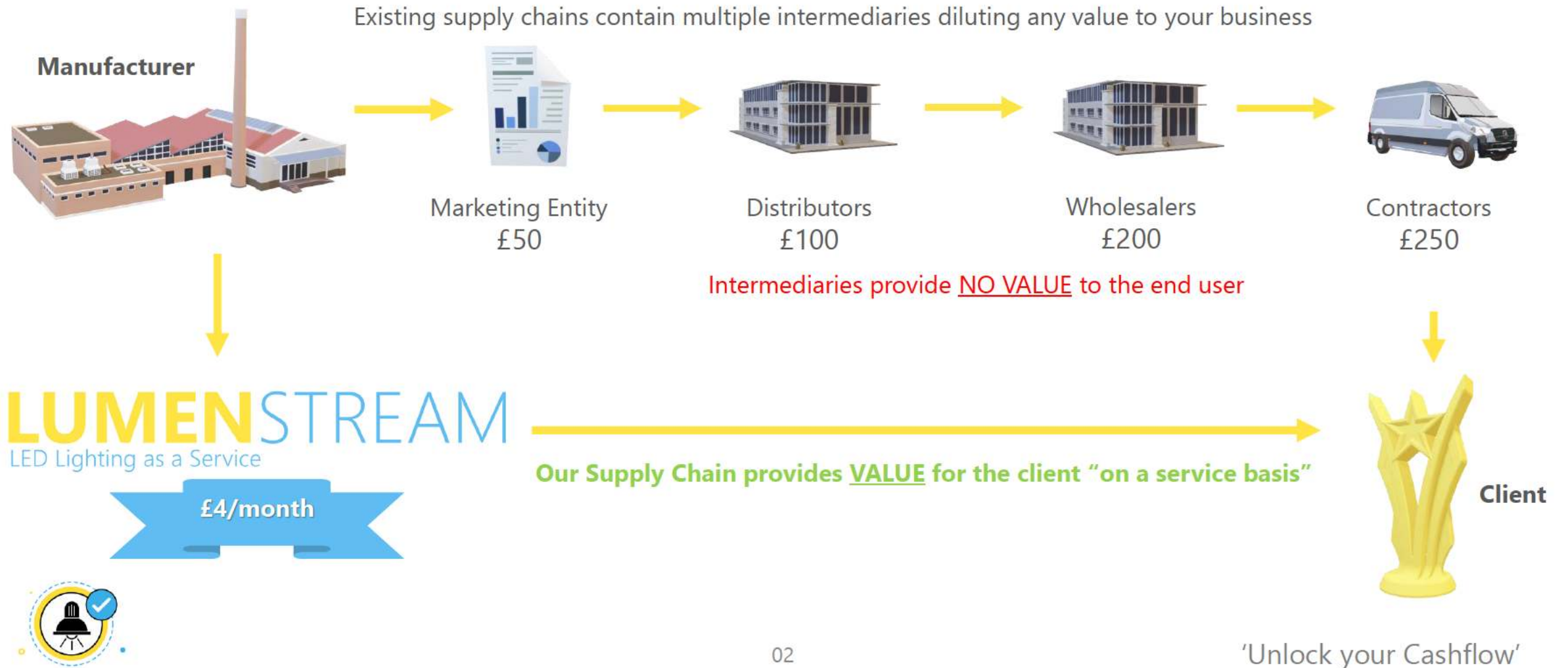


3 We are paid a fraction of the savings as a service fee for 60 months

At the end of the term we transfer title of the lighting to the client to benefit from 100% of the savings



# Disintermediating a Broken Supply Chain







## Our Global Partners



**Munich RE** 

Munich Re (A+ Rated) provide reinsurance on your project for 5 years to remove the risk of failure, on all installed fixtures. Simply put – If a light fails, we'll fix it.



**AQUILA**  
CAPITAL

Aquila Capital provide investment for energy efficient infrastructure projects throughout the UK. They support your effort to switch to a sustainable future.





www.LUMENSTREAM.com

## Our Investment Grade Lighting Requires No Investment



### Staff Satisfaction

Dramatically improved staff Satisfaction helps retention



### Productivity

Brighter environment makes it easier to get more work done



### Health & Safety

Safer & healthier workplace reduces operational risks

*“The lighting results have been very good. Everyone working throughout the plant has noticed a marked improvement to the lighting levels. LUMENSTREAM right from the outset communicated very openly with us and led us step by step through the process. We were very happy with the communication.”*

”

*I would have no problem in recommending them to other clients”*

Neil Savage, Facilities Manager – MDF Engineering LTD, CIMC Group PLC

**CIMC**

*“Everyone’s delighted with the project, the office workers and the guys in the production areas. Proceeding with LUMENSTREAM, setting up the capital services as well as the installation allowed us to move with speed and complete a project that was self financing. It was a bit of a no brainer.”*

”

Conor Jordan, Business Development Director – Norman Emerson Group



*“Finding a ‘one stop shop’ with LUMENSTREAM that provided the product, all the health and safety aspects and project managed everything – whilst offering that unique service was fantastic.”*

”

*I would definitely recommend using LUMENSTREAM because of how professional the service has been from start to finish.”*

James Dybell, Head of Environmental, Health and Safety – SIEMENS UK

**SIEMENS**



## Our Investment Proposal

[www.LUMENSTREAM.com](http://www.LUMENSTREAM.com)





Your Lighting Installation

486

Investment grade LED lighting  
fixtures

**NO CAPITAL INVESTMENT  
REQUIRED**

Your financial benefit

£724,821.70

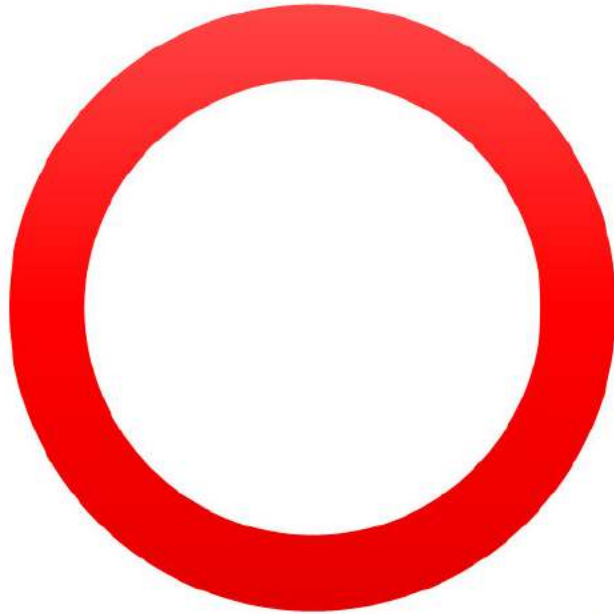
10 Years savings from energy  
reductions

**NO CAPITAL INVESTMENT  
REQUIRED**



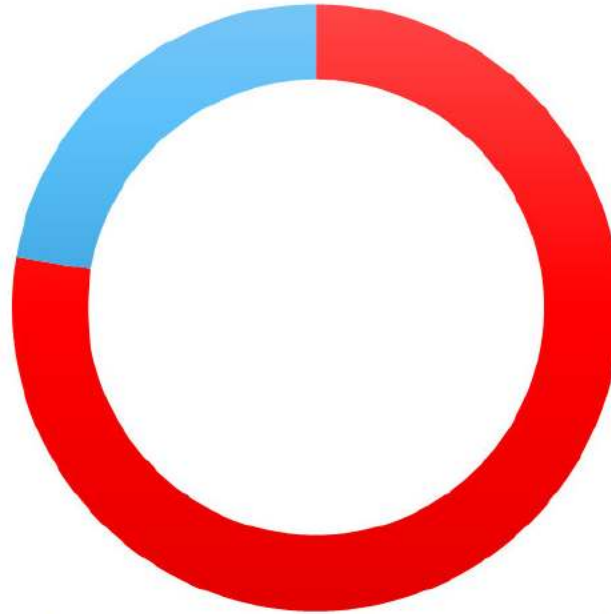


## Energy savings explained



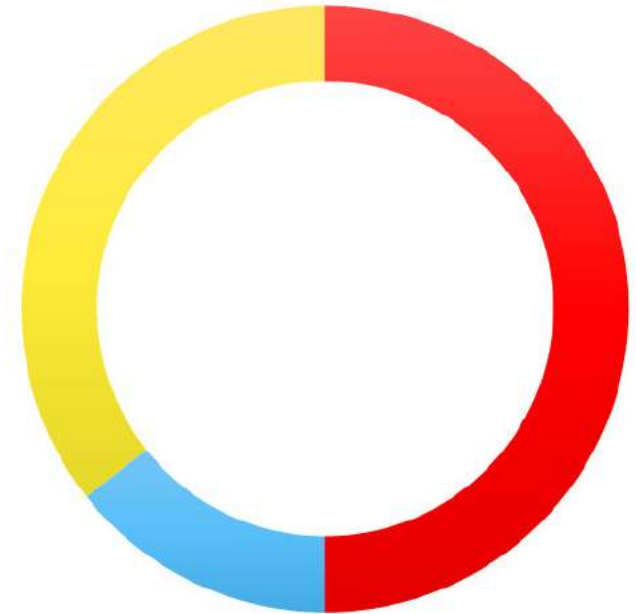
Your annual lighting spend today =  
£110,692.87

Inc. annual maintenance of £9,580.94



Your annual lighting spend with LUMENSTREAM =  
£31,800.71

Reduction of 71.28%



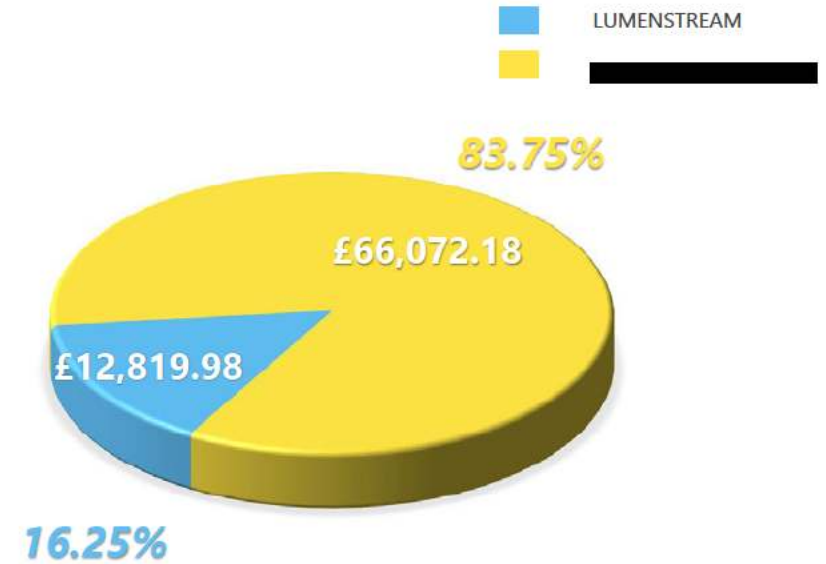
Annual cash savings we can create for you =  
£78,892.16



# Sharing the savings



Annual savings from our lighting solution



Our share of the annual savings



# Monthly breakdown

Your existing average monthly lighting spend



- LUMENSTREAM Share
- Share
- Energy Cost

Your average monthly net savings post upgrade

Our monthly service fee

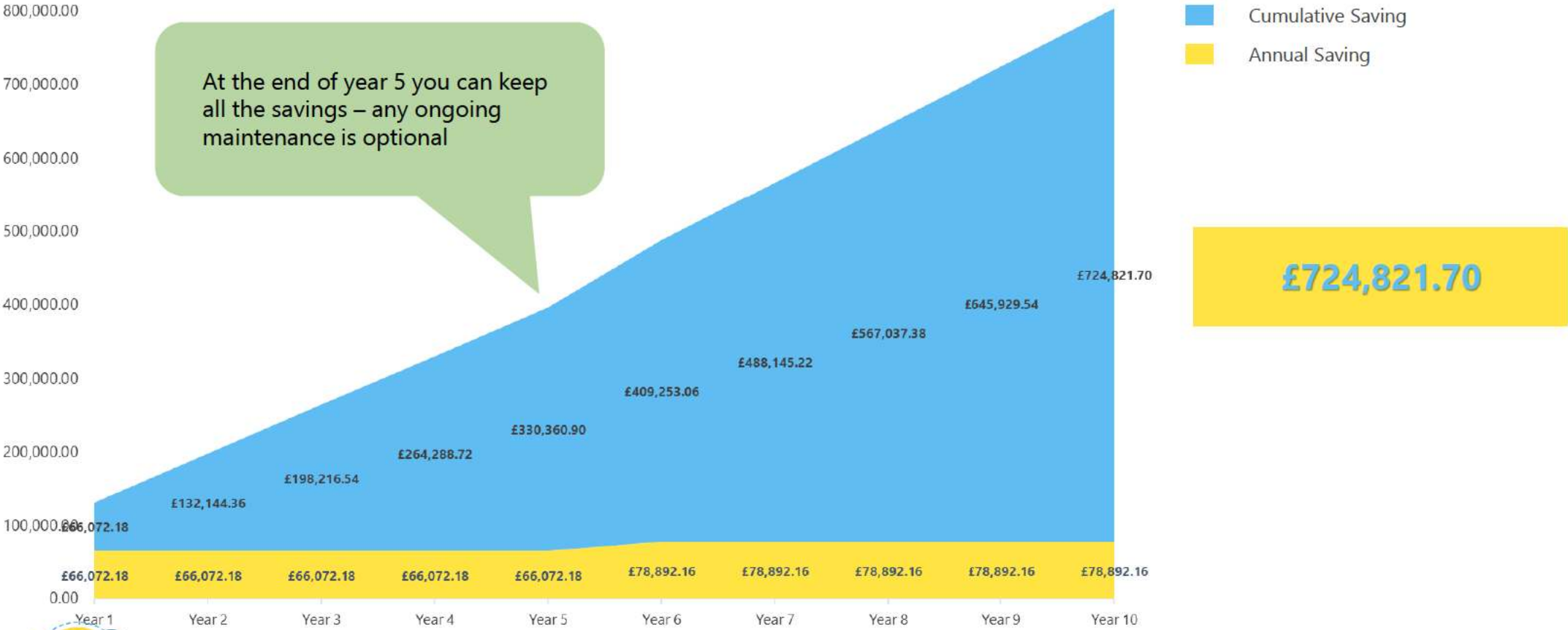
Current monthly costs Vs Proposed monthly costs





# Cumulative client savings

Your cumulative cash generation – year on year



# Environmental Impact Breakdown



This project will save – **383,783kWh** of energy consumption per annum



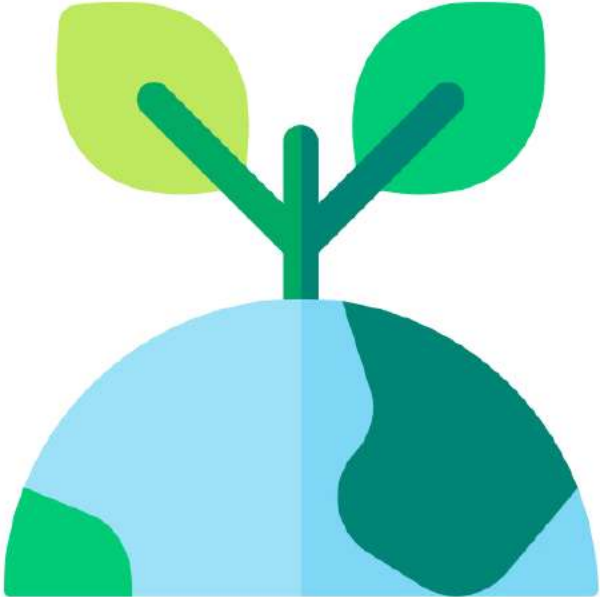
And save – **272 Metric Tons CO2** entering our atmosphere per annum



That's like preventing - **300,921 pounds of coal** getting burned annually

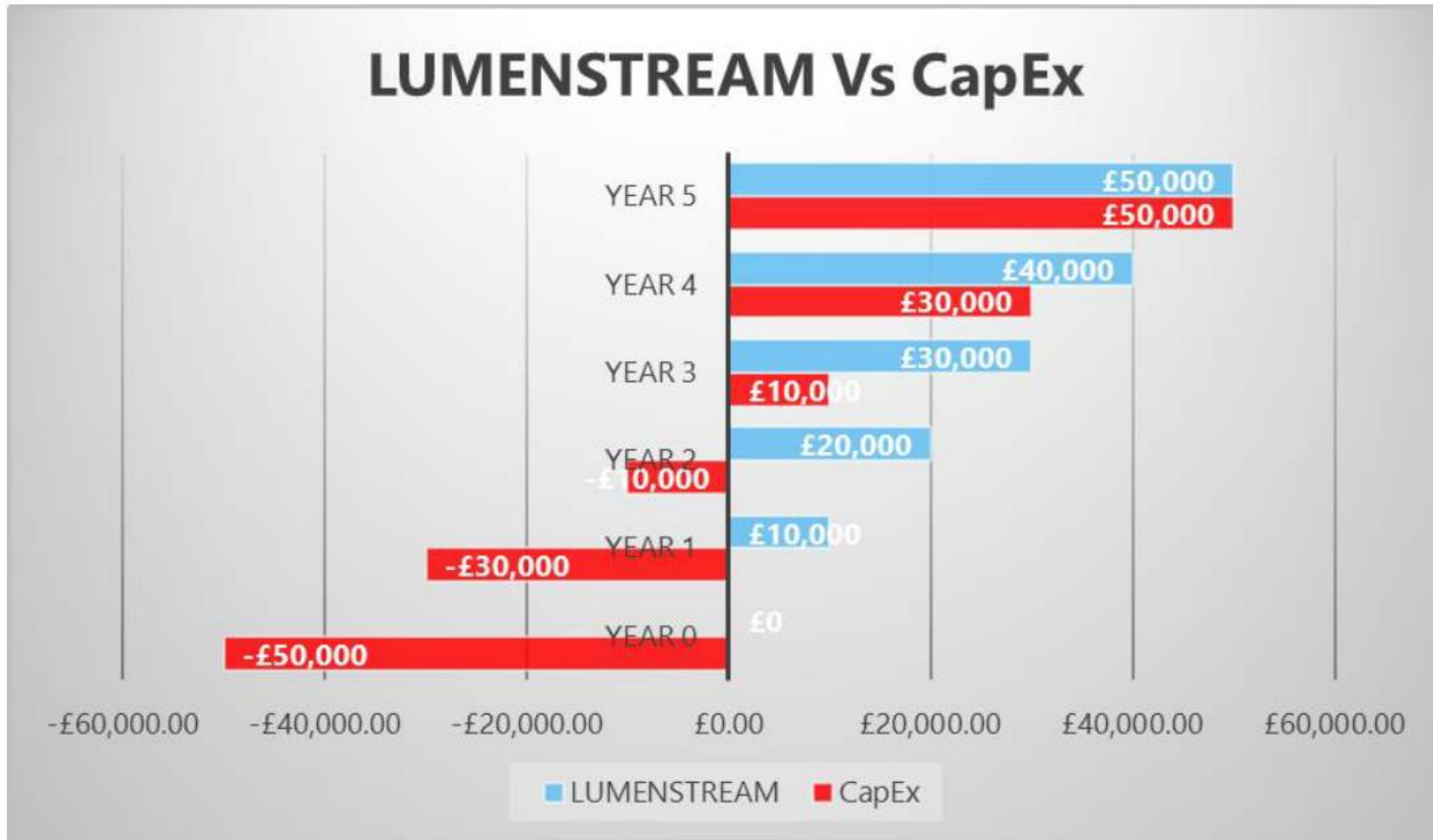


Equivalent to carbon sequestered by - **322 acres of forest** in one year



'Unlock your Cashflow'

## Why is this better than using CapEx?



We remove your need to invest your capital into a depreciating asset and remove all risk via our Off-balance sheet service model.

Our "Pay as you Save" service agreement means that your business will only ever generate positive cashflow from day one.

There is no price premium for using our service meaning you achieve all the value for zero capital outlay.

Invest your capital into your core business and leave your lighting to us.





## Our 'LED Lighting as a Service' Agreement

### LUMENSTREAM LED Lighting as a Service

#### INSTALLATION & MAINTENANCE AGREEMENT

Between Proven Lighting Limited (Trading as LUMENSTREAM) & 'Client'

Legal Name: 'Client'

Address: 'Client Address'

Phone: 'Client Phone Number'

Email: 'Client Email'

#### LUMENSTREAM LED LIGHTING AS A SERVICE

It is agreed between the parties that LUMENSTREAM shall provide 'LED Lighting as a Service' to the Client, for use exclusively at their Site, under the following agreed terms below and subject to our standard terms & conditions listed overleaf.

#### SERVICE PERIOD AND CHARGES

The Service Period starts on the Commencement Date (See next clause) and shall continue for ??? months. Client shall pay the monthly Service Charge of £??? (TBC) to LUMENSTREAM by Direct Debit or electronic wire transfer every month for 60 months. Charge quoted is exclusive of VAT, which shall be charged if applicable. Proof of VAT exemption is required.

#### COMMISSIONING PROCESS

LUMENSTREAM shall use all reasonable endeavours to effect installation by the date and time agreed between the parties and Client shall provide access to enable the installation to be carried out safely and expeditiously.

LUMENSTREAM, or its approved installer, shall install the Lighting at the Site, and Client shall sign a commissioning document stating that they are satisfied the installation is fit for the purpose intended. Proven Energy Solutions Service Charges shall begin only after this Commencement Date.

#### OUR 'NO-QUIBBLE' WARRANTY

LUMENSTREAM shall remedy, free of charge, any material defect in the Lighting which manifests itself within five (5) years from Delivery, provided that the defect did not materialise as a result of misuse or unauthorised alteration.

If LUMENSTREAM fails to remedy any material defect within 30 days of notification, Client shall have the right to delay payment of monthly Service Charges until such time as LUMENSTREAM has remedied the

# We make everything easy for our clients

You sign a one page agreement and we do everything else...

## What we do for you:

- Project evaluation
- Project management
- Scheduling & installation
- We pay all contractor fees



## Unique Business Model

<sup>Belfast</sup>  
**Telegraph**

**THE Manufacturer**

**Engerati**

“LED lighting start-up LUMENSTREAM secures £5m deal with major energy company. Alistair Brown said its service is offered with no upfront cost to the building owner, instead, the LED technology is paid for based on a share of energy savings achieved over five years.”

“Service-based models are increasingly being integrated into businesses, as manufacturers look to retain and strengthen customer relationships. Lighting manufacturer LUMENSTREAM are hoping to “disrupt” the industry with their servitized approach”

“LUMENSTREAM’s model is based on the principle of Third-Party Finance (TPF) from a financial fund. This fund covers the upfront costs of lighting upgrades to building and industry, and in turn empowering owners to instantly reduce energy bills”



# LUMENSTREAM

LED Lighting as a Service

Members of:



Working with:



[www.LUMENSTREAM.com](http://www.LUMENSTREAM.com)

