



## Lighting the way to better operations



### Why LightSource? From audit to installation, we make it easy.

LightSource is the premier provider of energy-efficient lighting upgrades. We provide a one-stop shopping experience for clients in search of the best, most unbiased solutions.

With 15+ years of experience in a wide variety of industries – including healthcare, manufacturing, education and office environments – LightSource makes upgrades painless and efficient. Through our turn-key process, we...

- *Pre-qualify projects*
- *Conduct audits*
- *Prepare proposals including ROI and payback analysis*
- *Specify solutions utilizing high quality products*
- *Investigate rebates and grants*
- *Provide quality installation*
- *Handle EPACT Certification*
- *Handle removal and recycling of old equipment*

### “Going Green” with lighting upgrades is smart and fast.

**Fast** – the technology and products are available right now. Your system can be installed and cutting your utility bills down to size immediately.

**Smart** – lighting upgrades provide fast paybacks. And their returns keep “greening” your bottom line for years to come, through utility cost reductions, elevated productivity and enhanced facility values.

#### What makes a LightSource upgrade different?

Unbiased solutions – the best combination of fixtures, ballasts, lamps and controls

Fast paybacks from real returns. Upgrades can pay for themselves in 12 to 24 months

Quality – every component comes from respected, industry leaders

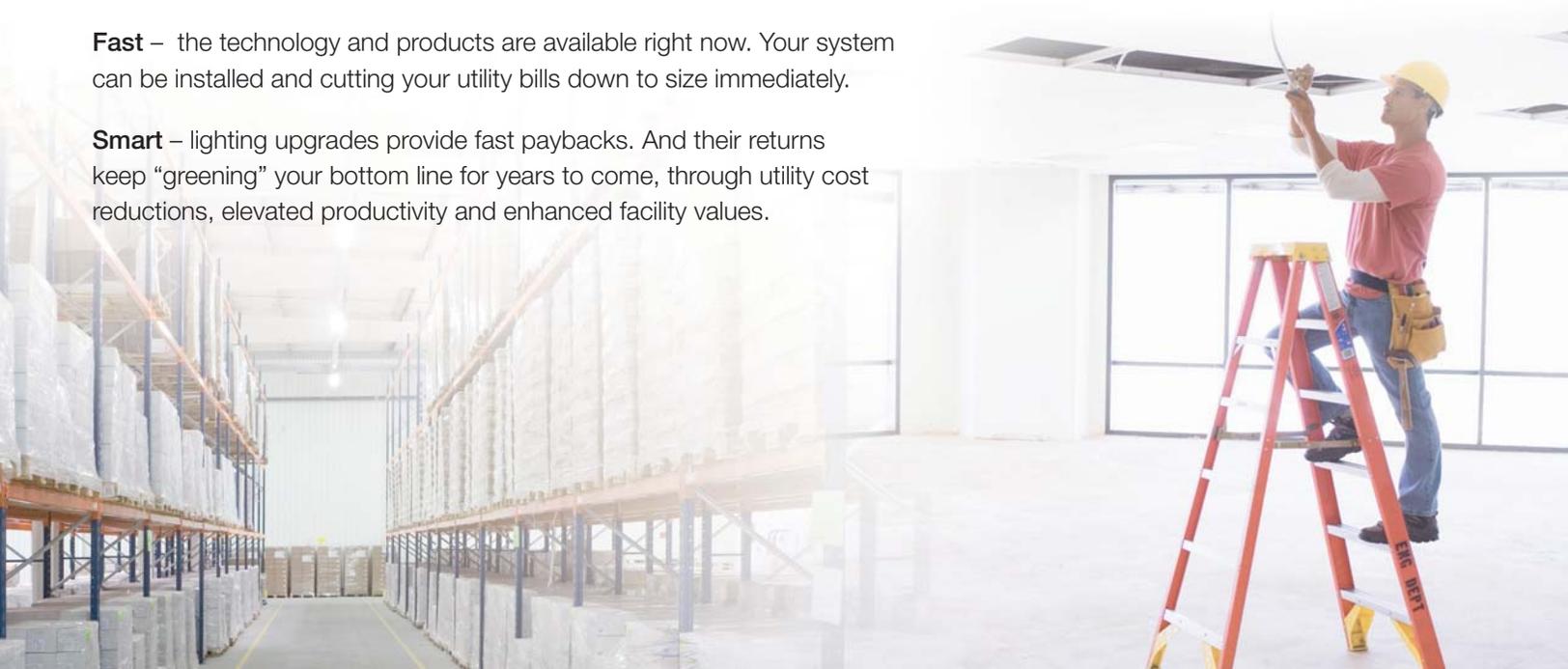
Professional, courteous crews, who get the job done AND stay out of the way

Flexibility – from turn-key projects to labor-only, each solution is tailored to the customer’s unique needs

Knowledge – integrated solutions that leverage technology, rebates, tax credits

Reputation – customers consistently come back for more cost-saving ideas & services

Trusted, proven project managers and crews – from coast to coast



# Three ways your lighting investment pays you back:



## 1. Financial

- 12-to-24-month paybacks are achievable
- Utility rebates and tax credits accelerate cost-saving
- 50% to 100% returns on investment are not uncommon



## 2. Facility

- Create safer working environments
- Workforce productivity rises
- Higher visual acuity means greater comfort, higher morale



## 3. Maintenance

- Lower facility maintenance costs
- Longer lamp life, fewer change-outs, less labor time, especially aloft time
- Standardized lighting maintenance inventories and processes

## The Golden \$100K

There's an old business adage: To add \$100K in profits to the bottom line, you need to grow revenues by \$1,000,000. That can be hard to do – especially in a tough economy. And it takes time.

A lighting upgrade can contribute that same \$100K to your bottom line – right now – in lower operating costs. No waiting. No guesswork. No pain.

### Clients we have worked with:

Avon	Nicor	Quaker Oats
Coca-Cola	Sara Lee	Kraft
Del Monte	Volkswagen	Glenbrook Hospital
Exxon	Baxter	True Value
Detroit Schools	Ingersoll Rand	
Hidden Valley Ranch	Loyola University	



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