

Pay As You Save (PAYS) Scheme

So What Exactly Is Our Pay As You Save (PAYS) Scheme?

Our Pay As You Save (PAYS) scheme, enables you to pay for energy saving lighting improvements (the upgrading and replacement of your existing lighting with high grade energy efficient LED's) using the resulting savings on your energy bill. This replacement of your existing lighting is what's generally referred to as retrofitting.

By switching to the correct LED replacements, energy savings that can be achieved are significant at up to 70% while simultaneously reducing your carbon footprint and helping the environment.

**The Replacement
is
100% Financed
and requires
0 Initial Capital Investment**

The PAYS Benefits:

Protection Plan:

5 Year Warranty in our all- inclusive protection plan.

Return Cash Flow:

Immediate return on your investment once the retrofit is complete.

No out – pocket costs:

Your LED's are paid from what you save on your monthly energy bills.

Instant savings on clients Energy Bills.

Huge savings to be made by eliminating the continuous need for replacements and maintenance costs incurred with current bulbs and lamps (RMF).

Eco Friendly, Long Life, Quality Lighting.

The Process:

We will assess your lighting and energy usage pattern and calculate how much can be saved by replacing the existing lighting with the correct energy saving replacements.

A detailed proposal will be prepared clearly illustrating:

- the estimated energy consumption with the current fittings
- estimated energy consumption using the proposed replacements
- the savings per month and per year
- the cost of materials
- the cost of installation (where requested)
- the number of monthly instalments to suit your requirements.

After fitting the replacements, the monthly savings you will make on your lighting bill is repaid to the finance company until the cost of the LED replacements has been settled.

Your energy savings will therefore fund the your lighting upgrade, after which there will be a return on your investment.

This energy saving solution – our **Pay As You Save (PAYS)** scheme allows you to make significant cost savings while reducing your carbon emissions.

The Installation:

Depending on the client's requirements, the installation can either be done by one of our Technicians (Powersave Installations Ltd.) or a professional of your choice and the cost of which can be factored into the proposal (this will of course extend the number of repayment months). Alternatively we can issue the proposal without installation costs and you can arrange installation separately.

The Repayment:

We provide flexible repayments options to suit various business needs, noting that the monthly repayment amount and the total number of monthly instalments is determined by the value of the proposal. Finance-free discounts will be available to clients who do not require finance credit and choose instead to make payment as a single lump sum. Please note that for credit customers, an application fee may apply.

All applications for credit are subject to approval and all proposals are subject to a deposit which is equal to 20% of the proposal value.

So How Does This Work?

The Advantages And Benefits Of LED - Light Emitting Diode

Case Studies:

Case Study 1

Business Type: **Shopping Mall**

Estimated monthly energy consumption as of today: **£37,517**

Estimated monthly consumption using the proposed replacements: **£12,064**

Materials Cost (not including VAT): **£877,070**

Savings per month: **£25,452**

Repayment Period: **34 months**

Case Study 2

Business Type: **Corporate Office**

Estimated monthly energy consumption as of today: **£5,223**

Estimated monthly consumption using the proposed replacements: **£1,813**

Materials AND Installation Cost (not including VAT): **£132,974**

Savings per month: **£3,409**

Repayment Period: **48 months**

Case Study 3

Business Type: **Car Park**

Estimated monthly energy consumption as of today: **£11,360**

Estimated monthly consumption using the proposed replacements: **£3,020**

Materials AND Installation Cost (not including VAT): **£105,751**

Savings per month: **£8,339**

Repayment Period: **17 months**

Switching to LED lighting makes sense both economically and environmentally and there are considerable benefits to consider:

- **HUGE Energy Efficiency** (anywhere between 40 - 70% saving on lighting bills).
- **Long Life** LED lamps offer longer lifespan of approximately 10 times more than traditional bulbs.
- **Massively Reduce Maintenance Costs** reduced labour and material costs resulting from less frequent changes (RMF).
- **Drastically Lowers Carbon Footprint** helping you help the environment.
- **Vivid Colours without Filters and Colour Change.**
- **Directed Light.**
- **Robust & Shock Resistant** LED's are solid state components and are difficult to damage compared to fragile fluorescent and incandescent bulbs.
- **Dimmable, Emergency & Sensor available.**
- **No Mercury & Environmentally friendly** LED's contain no hazardous substances.
- **Easily Recycled – just throw away.**
- **No Heat or UV (more power to light instead of to heat)** approx. 90% less heat which protects fabrics, artworks, fittings, etc.
- **Compact & Adept to Design demands** LED's can be small (even as small as 2mm!!). Unlike CFL bulbs, their design and size is almost unrestricted. Main types include miniature, high power devices and custom designs such as alphanumeric or multicolour.
- **Interior & Exterior Application.**
- **No Need for Ballast & transformers.**
- **No Burn out without Warning.** LED's dim at end of Life so no abrupt bulb failures.
- **Various colours – cool white, daylight, warm white** and emit light of an intended colour without using colour filters (unlike traditional lighting methods).

Pay As You Save (PAYS) Frequently Asked Questions

- 1. What do you mean by Pays As You Save?
We pay by instalments so where is the saving part?**
The monthly instalments being repaid will more or less be equal to the cost saving generated by the new lighting. So you will continue to pay the same amount as you do now, until the cost of retrofit is amortised after which the cost saving will go straight to you.
- 2. How do you know the cost of the lighting consumption both before and after the proposal?**
We will arrange for a technical assessment. During the technical assessment, we will take details of the lights/lamps currently in use, along with other factors including the area of the building, the areas to be lit and the hours of operation which will enable us to calculate your existing energy consumption and estimate what your new energy consumption will be using the proposed replacements.
- 3. What is involved in the replacement of the lamps and / or light fittings?**
In most cases, we replace the existing lamp with the correct LED replacement. (This replacement is what is generally referred to as retrofitting). In other cases however it may be more cost efficient to replace the light fitting itself. Where the current fitting cannot accept the LED replacement, fitting must also be replaced.
- 4. Who will carry out the installation?**
The installation can either be done by one of our technicians (the cost of which can be factored into the finance proposal) or alternatively by a professional of your choosing such as an electrical contractor or a maintenance person (in which case our proposal will be prepared with no installation cost).
- 5. You have mentioned that there is no capital investment required but we have to pay a deposit which is equal to 20% of the proposal value?**
Providing that you are a VAT registered business, this deposit that you will have to pay as VAT (equal to 20% of the proposal value) will be returned to you following your next VAT submission. If you are a non VAT registered business, please tell us so that we can factor the proposal accordingly and arrange alternative solution.
- 6. How can I calculate my savings at the end of a 24 month finance repayment term, taking into consideration the lifetime of the products?**
Our LED lamps provide between 25,000 and 50,000 hours of illumination. If we consider an average lifetime of 37,500 hours and working hours of 8 hours a day over 30 days a month then:
Average product lifetime: 37,500 hours.
Working hours per month: $8 \times 30 = 240$ hours per month.
Life period: $37,500 / 240 = 156.25$ months.
- 7. What is the country of origin of the products?**
Our LED lamp products are manufactured in our factories in China strictly adhering to our specifications. The fittings (depending on the actual product) are manufactured in Chinese or European factories again strictly adhering to our specifications.
- 8. Are the products covered by a warranty?**
Yes, all products include a 5 year warranty.
- 9. Do we have to pay anything for the technical assessment or proposal?**
No, all technical assessments and proposals are free of charge without any obligation.
- 10. How soon after accepting the proposal can we expect delivery?**
Delivery is usually between 10 to 30 days from the date of order signing and payment of deposit.
- 11. Is there a possibility that our application for credit may not be approved?**
All applications for credit are subject to approval. Those that have been declined credit can instead choose to make payment as a single lump sum before delivery.
- 12. What is the difference between the Pay As You Save (PAYS) scheme and simply purchasing some LED lamps?**
Our Pay As You Save (PAYS) scheme enables you to replace your current lamps with energy efficient LED's using savings from your energy bill. We provide you with a solution which requires no capital investment. We will propose the correct replacements that will produce the equivalent or better lighting quality to the lamps or fittings you currently use. If however you were to purchase replacement LED lamps you would have to pay upfront.
- 13. Through the PAYS scheme, am I able to replace the lamps and light fittings at my premises with energy efficient LED's with no upfront costs?**
Yes you Pay As You Save using the savings from your energy bill. After the contract repayment period, what was your monthly instalment will be an extra income for your business.
- 14. Who is the lender? Is there any interest? What is the APR?**
We work with 3rd party financial lenders in order to be able to provide credit. The total amount payable in your proposal will include any interest incurred. The APR is 4.5%-8.5% depending on the client and the proposal value.