

# SWITCH TO RESULTS WITH MANAGED LIGHTING RETROFIT SERVICES

In the ever increasing competitive scenario, retail store chains find it challenging to increase sales per store, reduce costs, increase customer footfall and maintain a superior customer experience. A smart way out is to keep the expenses on certain controllable components under control.

Energy spend in a retail store can be a controllable expenditure component, if managed appropriately. It can deliver considerable savings to improve the bottom line without any increase in the revenues.

With the introduction of LED technology in lighting, millions of Fluorescent Tubular Lamps (FTLs) and Metal Halide Lamps, which are used by most enterprises are now things of the past. The fact that LED luminaires consume about 50% lesser energy while delivering better illumination makes retrofitting with LEDs, the easiest decision one can take.



## LIGHT EMITTING DIODES (LEDs)

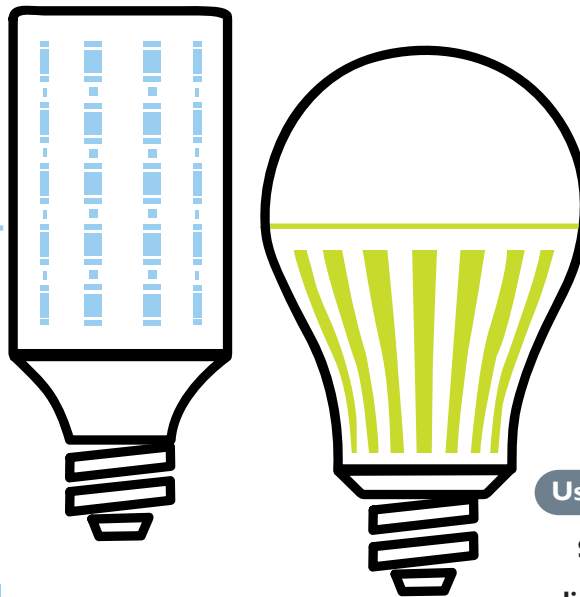
Generate Low Heat

Contain Non-toxic Materials

Are Recyclable

Deliver better efficacy

Offer Better Visual Comfort



Up to  
**60,000**  
hours  
lifespan

Up to  
**75%**  
savings in  
energy

Latest addition  
in lighting technology

Rapid gain in market share

Pricing of LED lights  
reducing every year

Used widely in many applications

Sales  
area  
lighting

Parking  
lights

Signage  
lights

## Key Considerations in Going Ahead with a Lighting Retrofit Program

- Initial capital investment priorities
- Uncertainty about the savings to be realized
- Ambiguity on the delivery of required illumination
- Quantification of rebates and rebate processing
- Managing the deployment of the lighting retrofit program across outlets
- Product warranty management and disposal of removed luminaires
- Continuous monitoring of savings

## Retail Enterprises Also Need to Deal with

- In-store inventory of luminaires
- Regular replacement of conventional lamps
- Long run hour usage of lighting systems
- No or non-functional lighting control systems available at store
- Occasional emergency breakdowns
- Unavailability of lighting energy monitoring system

Wipro EcoEnergy's Managed Lighting Retrofit Services, which includes Energy Efficient LED lighting retrofits along with intelligent controls and continuous monitoring, is tailored perfectly for saving energy in the lighting space in the retail business sector. Our Managed Lighting Retrofit Services combine flexible financing options with utility rebate processing and proper disposal of the lighting equipment that is replaced.

Managed Lighting Retrofit Services help reduce the time taken (within three years or less) to realize the returns on the investment, across projects. Our services also contribute to the enterprise's CSR initiatives, help reduce carbon footprint and help earn points for green building certification.

## Highlights of Wipro EcoEnergy's Managed Lighting Retrofit Services

- Existing lighting and control systems profiling
- Optimum lighting circuit and layout reconfiguration to deliver better illumination and control
- Vendor-neutral product selection considering key technical parameters and cost implications
- Deployment of the program within agreed timelines complying with industry and safety norms
- Measurement and verification of pre- and post-program energy savings
- Comprehensive management of utility incentive / rebate programs
- Disposal of removed fixtures / luminaires complying with stipulated norms
- Maintenance of the installed equipment, ensuring sustained energy savings during the agreed contract period

## Wipro EcoEnergy Offers

- Energy savings of up to 15% through Lighting Retrofits & Intelligent Controls
- Reduced maintenance costs
- Superior customer experience through improved luminance
- Enhanced lighting controls
- Centralized view of lighting energy consumption

## About Wipro EcoEnergy

Wipro EcoEnergy is the energy services business division of Wipro Limited that provides intelligent, sustainable solutions for energy consumption and management. Utilizing leading edge analytical tools we deliver energy-efficient solutions to our clients that help reduce their carbon footprint, energy usage and recover avoidable energy losses.

Wipro EcoEnergy's Managed Energy Services holistically address the entire spectrum of energy and sustainability, providing sustained energy savings. Wipro EcoEnergy has created a strong local ecosystem of partners in North America, Europe and APAC, and has deployed its Energy Management Services solution for a number of companies around the world. Our clients have realized substantial energy savings and cost reduction during the course of their engagement with Wipro EcoEnergy.

For more information please visit [www.wiproecoenergy.com](http://www.wiproecoenergy.com) or write to [ecoenergy.info@wipro.com](mailto:ecoenergy.info@wipro.com)