

### **PHILIPS** interact











# About

Brands

Innovations

Products & Applications

Systems

Services



# About



A company

# vith purpose

Number I Lighting products, systems and services **Top IØ** World's greenest companies

**17,750** Patents

**29+ million** Connected light points

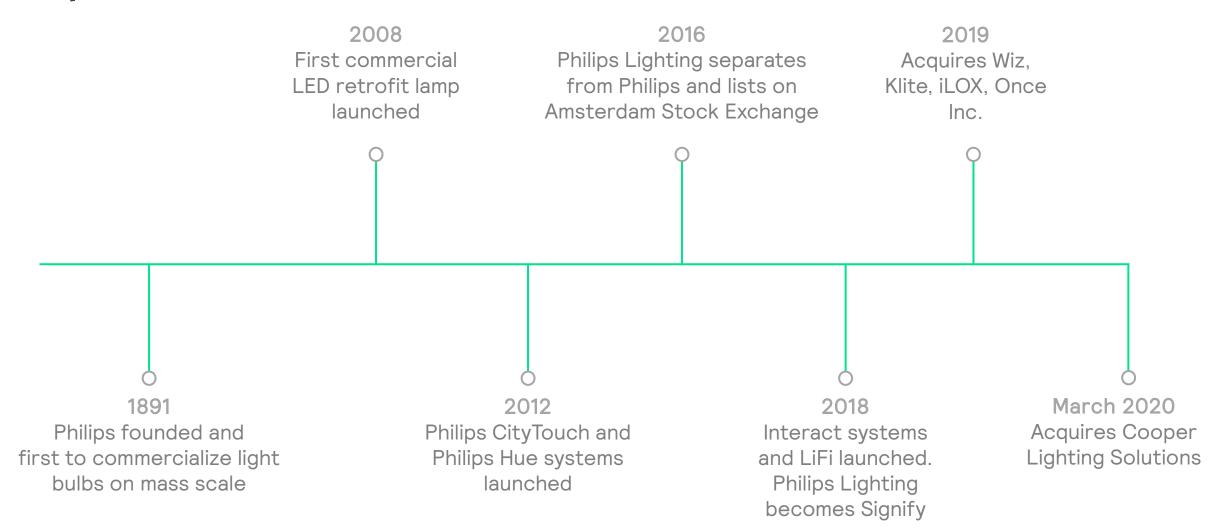
### A company with purpose

Signify is the world leader in connected LED lighting products, systems and services. Through our innovations, we unlock the extraordinary potential of light for brighter lives and a better world.

We serve professional and consumer markets. Our products, systems and services help our customers to maximise energy use, drive efficiencies and deliver new experiences and services.



### **Key Milestones**



### (s)ignify

**2X** R&D invested than our nearest competitor 25+% LED portfolio renewed each year

10 iF Design Awards 2020 **19,500** Patents worldwide

60M

Connected light points

#1

Navigant Research Leaderboard for IoT in Lighting 2018 >100

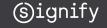
LiFi pilots and installs

# 2020

All new LED products connected or connectable



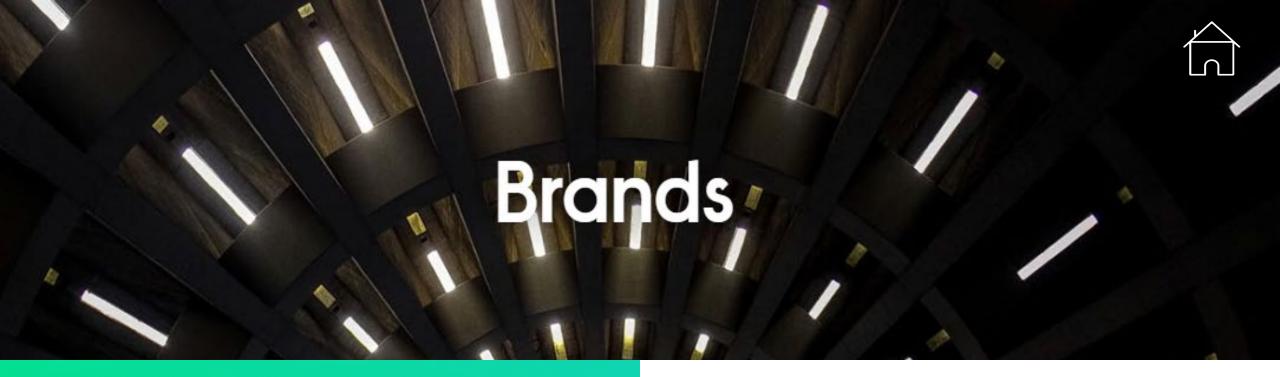
# Our purpose is to unlock the extraordinary potential of light for brighter lives and a better world





# Brands





Signify proudly markets the best lighting brands in the world

### PHILIPS

interact



HODULAR LIGHTING -INSTRUMENTS

VARI**\*LITE** ØStrand hue personal wireless lighting

(s)ignify

# PHILIPS



## Our global brand in professional and consumer lighting

The Philips brand stands for quality and energyefficiency in light. For over 125 years, Philips lighting products have been at the forefront of innovation. Today Philips is recognised as the leading brand in lighting. Our Philips portfolio includes many innovative sub-brands like Philips Hue for smart homes and Philips Color Kinetics for LED lighting systems.

Visit the <u>Philips Lighting</u> website

signify

# interact



## Our Internet of Things platform and connected lighting systems

Interact is our secure, scalable IoT platform that collects and shares data back and forth between connected light points, sensors and devices embedded in Interact connected lighting systems. Interact enables you to benefit from edge technologies, big data processing and analytics, and machine learning.

Visit the Interact website

signify





Our global provider of comprehensive architectural lighting solutions

Color Kinetics has been transforming environments with innovative LED lighting solutions since 1997. During that time we have lit some of the world's most recognizable landmarks with dynamic LED solutions.

Visit the <u>Color Kinetics</u> website





## Our international brand in architectural lighting



Through gutsy campaigns, bold designs and innovative technology, Modular Lighting Instruments have been pioneering architectural lighting with an attitude for nearly 35 years. Always anticipating new trends, Modular offers high-end products with cutting-edge technology that stand out from the crowd.

Visit the <u>Modular</u> website

Signify

PHILIPS





Our personal wireless lighting system that brings your smart home to life

Philips Hue is your personal connected lighting system. It lets you create the right lighting ambience for every room and every moment. Switch the light on and off using an app or through voice commands. Bring your smart home to life with the most connected light in the world.

Visit the <u>Philips Hue</u> website

Signify



# Innovations



# 3D printing by Signify



# Tailored luminaires for a circular economy

Signify enables customers to custom-design or tailor their luminaires. We then 3D print and deliver a quality product, fast. Our service saves on time, energy, waste in manufacturing, packaging and transportation. 3D printing paves the way for more innovative designs with more complex shapes and colors. These are available digitally for on-demand production and stored to allow easy modification and adaptation. What's more, all our 3D printed Philips luminaires are recyclable, specifically designed for a Circular Economy.

Visit the 3D Printing website

Signify





## by (signify



### High-speed Internet through your lights with LiFi

Introducing Trulifi, a new range of LiFi systems: great quality light and a reliable, fast internet connection.

Our Trulifi systems modulate light waves to transmit data. A USB access key plugged into a laptop or tablet receives data and sends data back to a transceiver. By leveraging lighting infrastructure, Trulifi customers get the best of both worlds: great quality Philips light and a reliable, secure, high-speed wireless connection

Visit the Truifi website

Signify



### NatureConnect

NatureConnect combines various LED luminaires – Daylight, Skylight and Lightscape – with intuitive control to create lighting scenes tailored to people's needs, based on proven and valued natural experiences:

- Supporting our natural rhythm
- Providing a view to the sky
- Being immersed in nature

Visit the NatureConnect website

# **BrightSites**

 $\widehat{}$ 

# Smart poles for smart cities

BrightSites smart poles by Signify turbocharge cities' infrastructure

The digital transformation of public spaces is accelerating rapidly. Yet most components of a city's digital backbone are insufficient to meet the modern connectivity needs of today and tomorrow. The BrightSites smart poles from Signify, offer an all-in-one solution – providing a broadband connectivity, 4G/5G and WiFi infrastructure, as well as platform for number of IoT applications. And all this, while maintaining the aesthetics of the urban environment.

Visit the BrightSites website







# Products & Applications

Signify



(s)1an1†v

# Products & Applications

Our professional lighting portfolio covers all indoor & outdoor applications **Professional Luminaires** 

Our professional lighting brands start with our customers. We understand how light affects people and how the right light can make people happier and more productive. Everything we do is designed to have a positive impact on people's lives and add sustainable value to your business.



# **Products & Applications**



Hospitality

Sports

Industry

Outdoor

Residential

🗟 Retail

Architectural

signify



### Office Lighting Overview

Businesses today are exploring new ways to enhance employee productivity and well-being, while maintaining a focus on energy savings, improved operational efficiency, and space optimization. Philips LED lighting supports sustainability goals and occupant well-being, while our connected lighting systems provide a firm base for the growing push towards smart buildings. Data-driven insights gathered from the connected lighting network optimize service delivery and operations, improve workplace design, and positively impact employee experience.

### (s)ignify

### The challenges of prioritizing well-being in the workplace

Although most businesses understand the idea behind a workplace that prioritizes well-being, there are challenges involved in creating one.

Maybe the biggest obstacle is the size of your space. You may want to introduce more natural light or have custom built rooms for different work activities - yet the building's physical dimensions can be restrictive.

### Light is key

Human beings have evolved to follow the natural rhythm of light throughout the day, with our emotional well-being and sleep patterns closely tied to our exposure to sunlight. This cycle is known as the circadian rhythm.

Thanks to the modern working world, we now spend around 90% of our time indoors.



### Visual

Good quality of light is essential for the workplace. The right amount of light - with minimized glare, and optimized light distribution together with high color quality - enables people to focus better, especially in professions where being able to see clearly is crucial, such as architecture or medicine.



### Biological

Thanks to scientific research and discovery throughout the 20<sup>th</sup> century, we know that our circadian rhythm is closely linked to contact with natural light. Throughout the day we are exposed to different impact. What's more, when people levels and colors of light, with this affecting our concentration, energy and sleep quality.

### Not only does this interrupt those natural processes<sup>5</sup>, but indoor lighting is usually constant and fixed - unlike the natural variations in sunlight throughout the day.

Light has a physical effect on the body. There are three key ways it affects us:

If you are not able to redesign the structure and

These can include things such as better seating,

shape of the working environment, the goal should

be to focus on the most effective changes possible.

noise reduction, temperature management and light.



### Emotional

Different levels and colors of light exposure can significantly impact on our emotions. Cool white light can help people concentrate better and warm white light has a relaxing have direct control over the lighting they are working under, they also feel more comfortable and experience less stress.



### Signify office lighting solutions

Lighting can enhance your workplace in several ways. From maximizing energy savings and compliancy, improving employee comfort, to managing occupancy and daylight levels with connected systems.

Signify can help. We take your office lighting to the next level by prioritizing employee well-being.

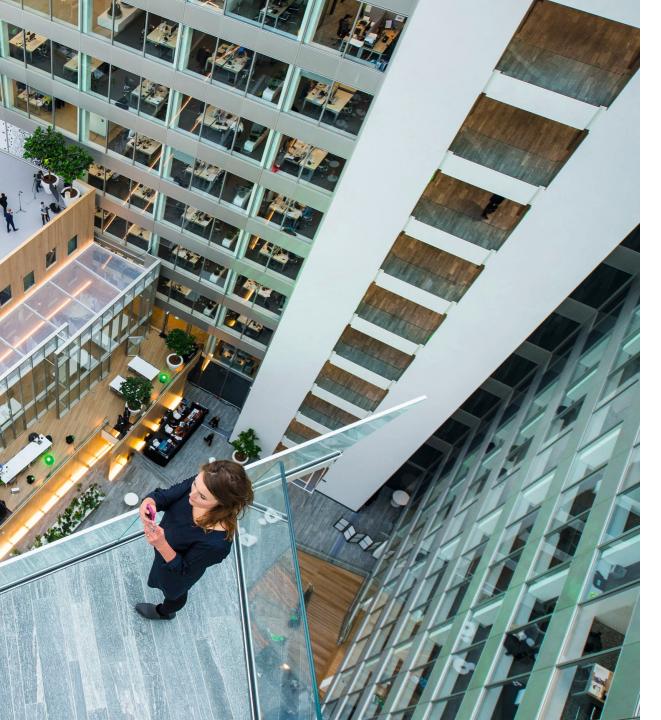
Lighting has a profound effect on the human body. It's more than just how we see: it also affects how we feel and how we function.

Meet Signify's office lighting solutions:

Optimize your operations with easy-to-use, easy-toinstall wireless automation system Spacewise.

Enhance the performance of your building and increase engagement and well-being of users with our cloud-based Interact Office system.

(s)ignify



## The Edge, Amsterdam



At The Edge, Philips InterAct Office helps create a more comfortable, productive and sustainable environment. The system uses nearly 6,500 connected LED luminaires to create a digital lighting infrastructure throughout the building's 15 stories. Integrated sensors in 3,000 of these luminaires collect granular anonymous data on occupancy, temperature and light. This is fed into a centrally-hosted software dashboard, which captures, stores, shares and distributes information about the illuminated spaces.

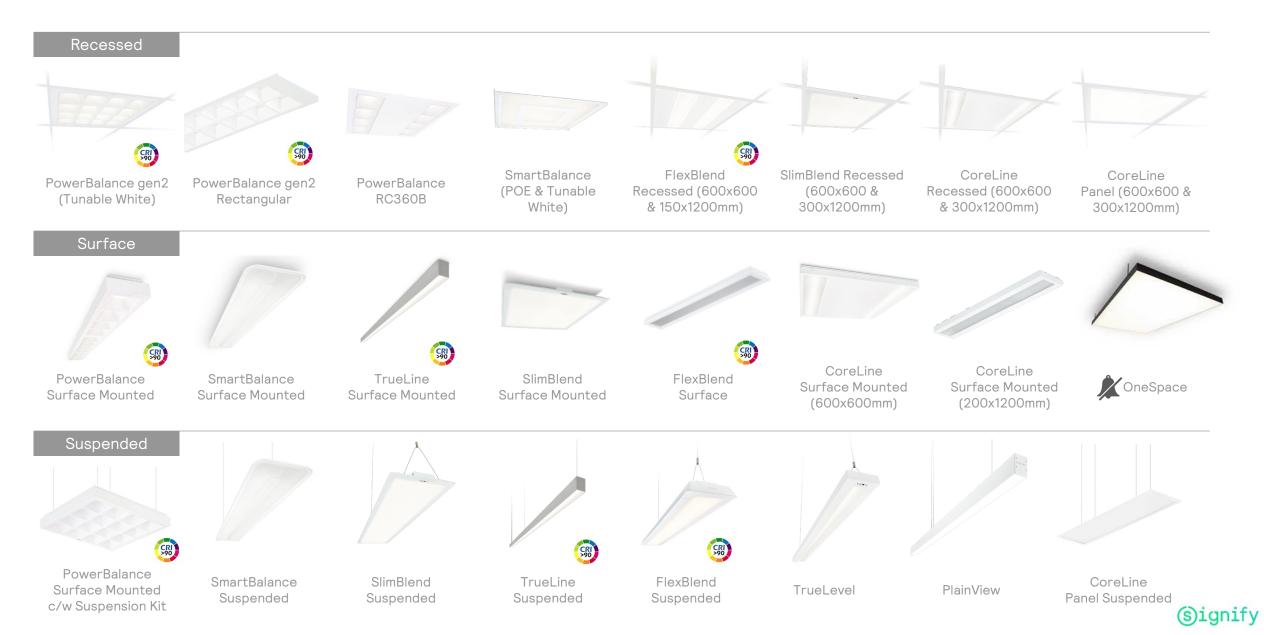




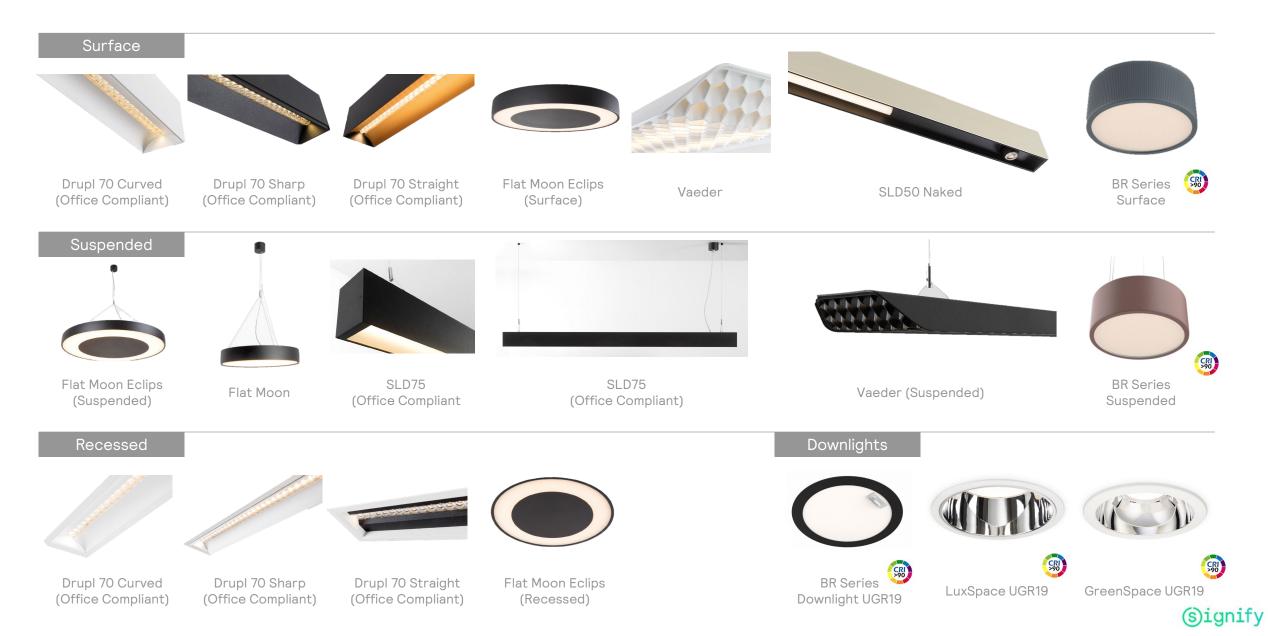




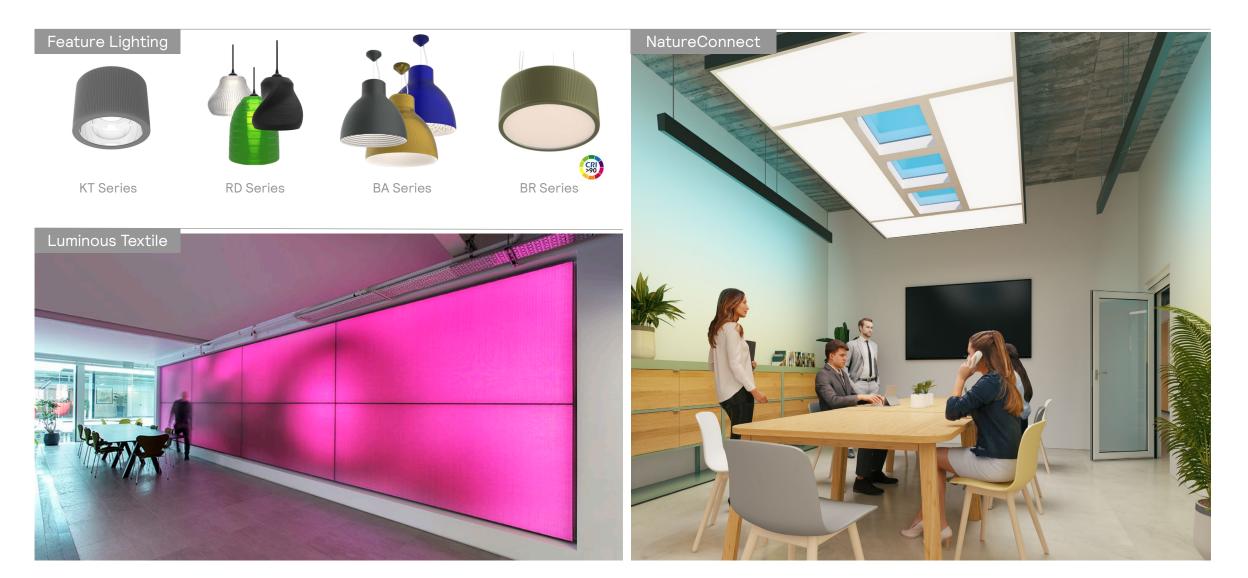












# Industry



### Industry Lighting Overview

To remain strong in industry, you must scrutinize costs across every process. Lighting can account for up to 80% of a warehouse's energy bill, so it must be as efficient and cost-effective as possible. Longer-lasting and energyefficient LED lighting from Philips can have an enormous impact on your bottom line, reducing operational costs through reduced downtime and lower energy consumption, keeping your employees safer on the work floor, and improving productivity.





## Philips Avent Factory & Warehouse, Suffolk UK

Philips GentleSpace LED luminaires were selected to replace the 400W sodium lighting in the production and warehousing areas, using 'wide beam' optics in the factory and 'high rack' optics in the warehousing area. The lighting is divided into seven zones, under the control of a Philips Dynalite lighting management system. The project has enabled Philips AVENT to reduce lighting energy consumption by around 40% while significantly improving lighting levels.









Industry





**Fuel Station** 



Mini 300 gen3 (Recessed)



Mini 300 gen3

(Surface)

Mini 300 gen3 (Floodlight)





#### **Retail Lighting Overview**

With the right retail lighting, you can create a compelling brand identity to engage and inspire shoppers. Pull them into your store with a dynamic shop window and encourage them to browse with flexible lighting zones and displays that leave a lasting impression. Convert footfall into sales with a dressing room that gives customers control. With true white light and simple controls, Philips LED lighting gives you the flexibility and cost-effectiveness to make your business a success. We can help bring your store to life.





### Marks & Spencer, UK



Fashion and food retailer, Marks and Spencer (M&S), is in the process of installing thousands of 3D printed LED luminaires from Signify in stores in the UK, including London, Manchester, Belfast, Dublin and Cork, Ireland. The project is part of a big renovation to improve store performance and generate significant energy savings. In the stores, different types of luminaires are being replaced by 3D printed LED versions. These bespoke products are sized to fit perfectly into the existing fittings ensuring the continued use of current ceiling tiles. The rollout is part of M&S's commitment to use more sustainable technologies in its stores.

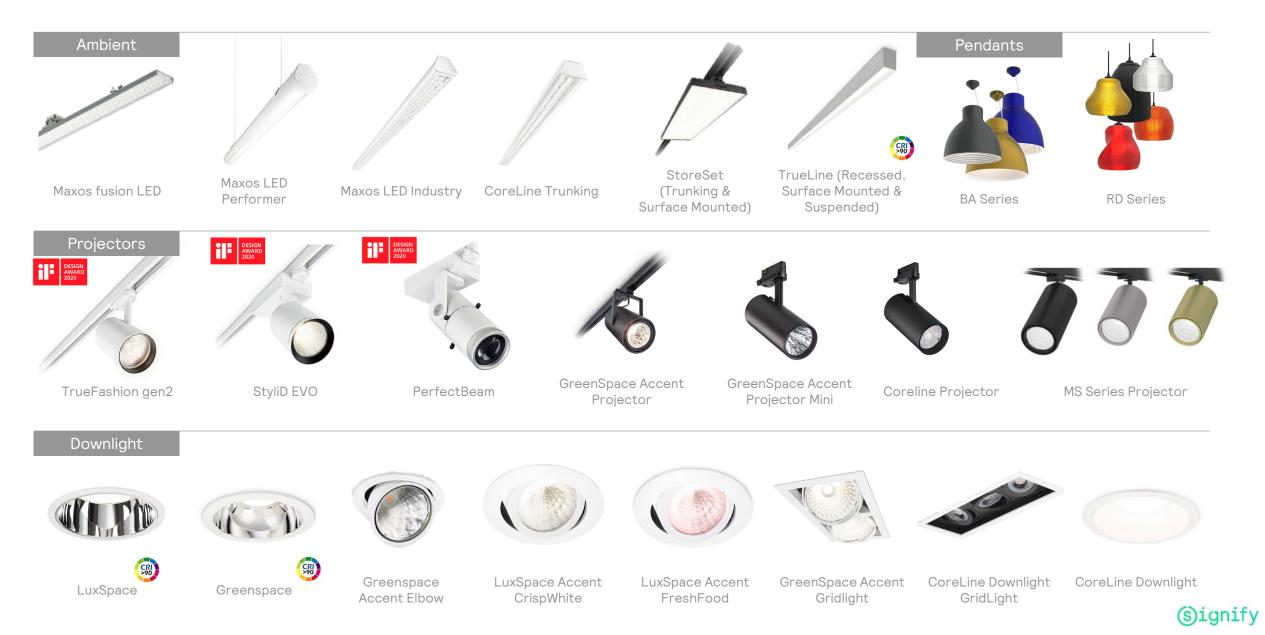














#### Decorative

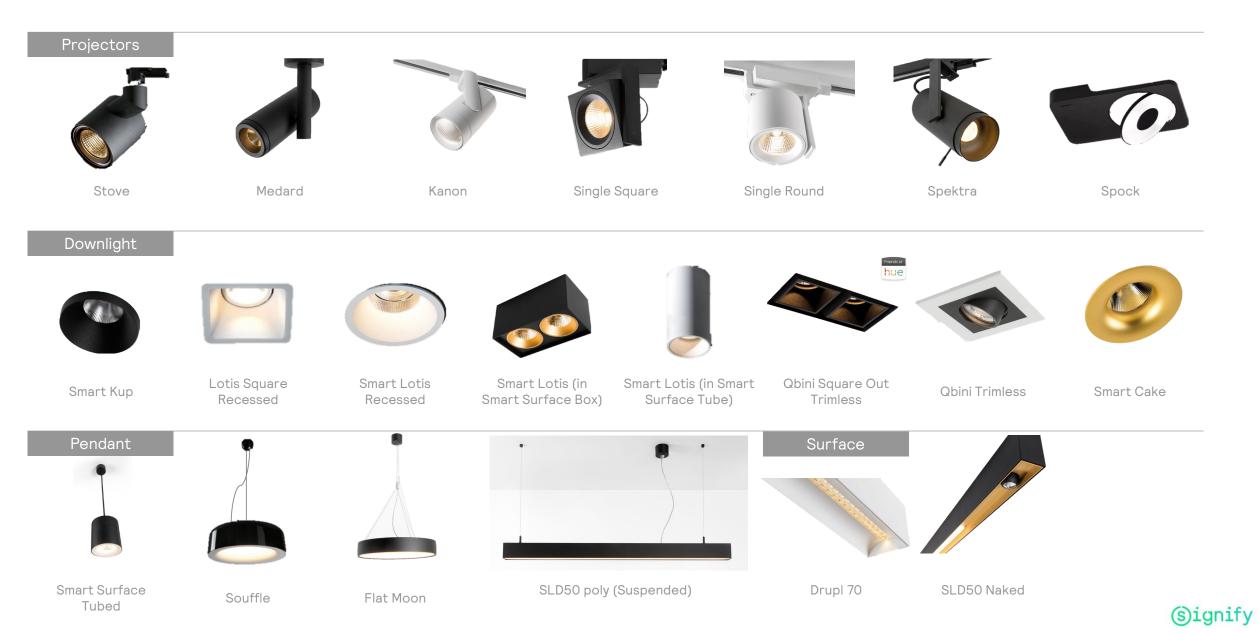




Philips AmbiScene Mirror









### Hospitality Lighting Overview

Creating a unique and memorable experience for every guest is key to ensuring customer loyalty. At the same time, a focus on costs and sustainable solutions is important to your bottom line. With flexible Philips LED lighting, you can welcome, guide, and entertain every visitor who walks through your door – all while saving on energy and operational costs. From personalized lighting in hotel rooms to wayfinding and displays, make your hotel a destination to remember.





### 8 Northumberland Avenue, London, UK

Philips LED luminaires, combined with a versatile control system, have transformed hospitality spaces at 8 Northumberland Avenue, while also reducing energy consumption and life cycle costs. The lighting systems is control system is accessed via an iPad, which enables customers and staff to vary the colour and intensity of the lighting to suit different events. 8 Northumberland Avenue was the first venue in Europe to use the amBX light system. And during the first quarter post installation, bookings for the Ballroom were up by 72%.

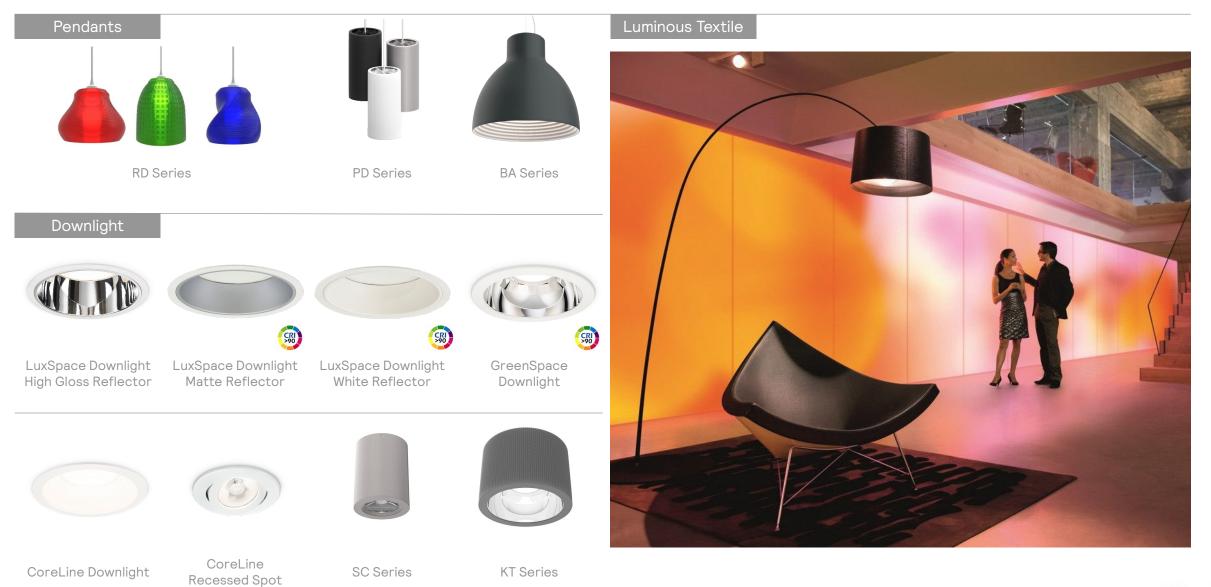






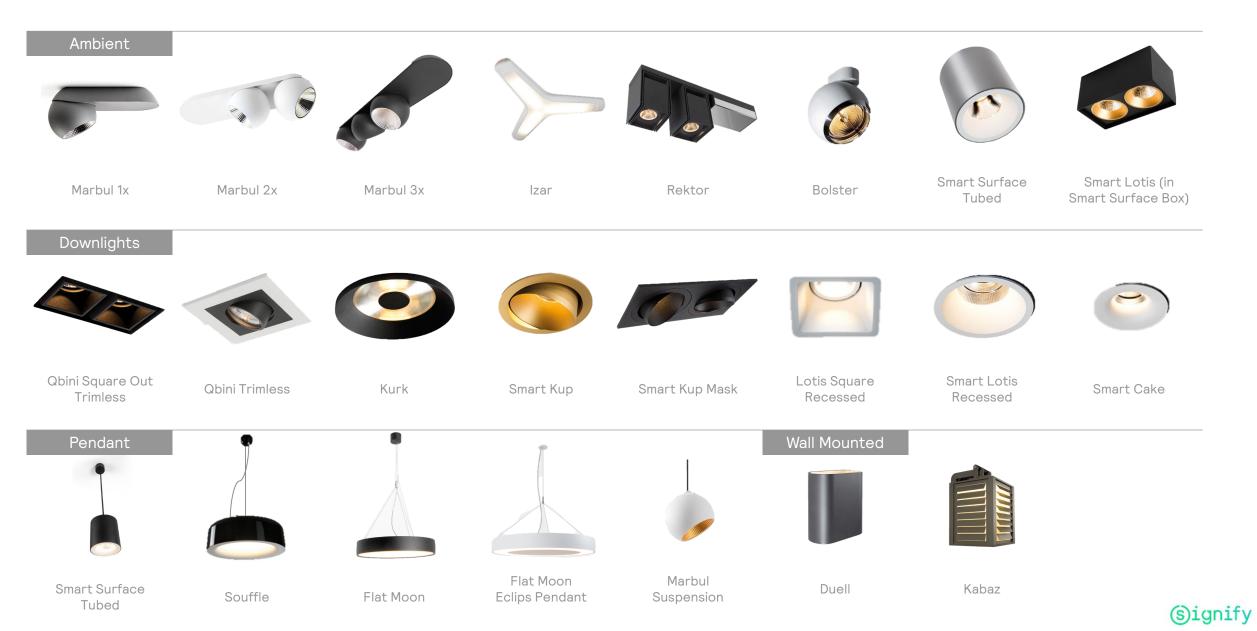




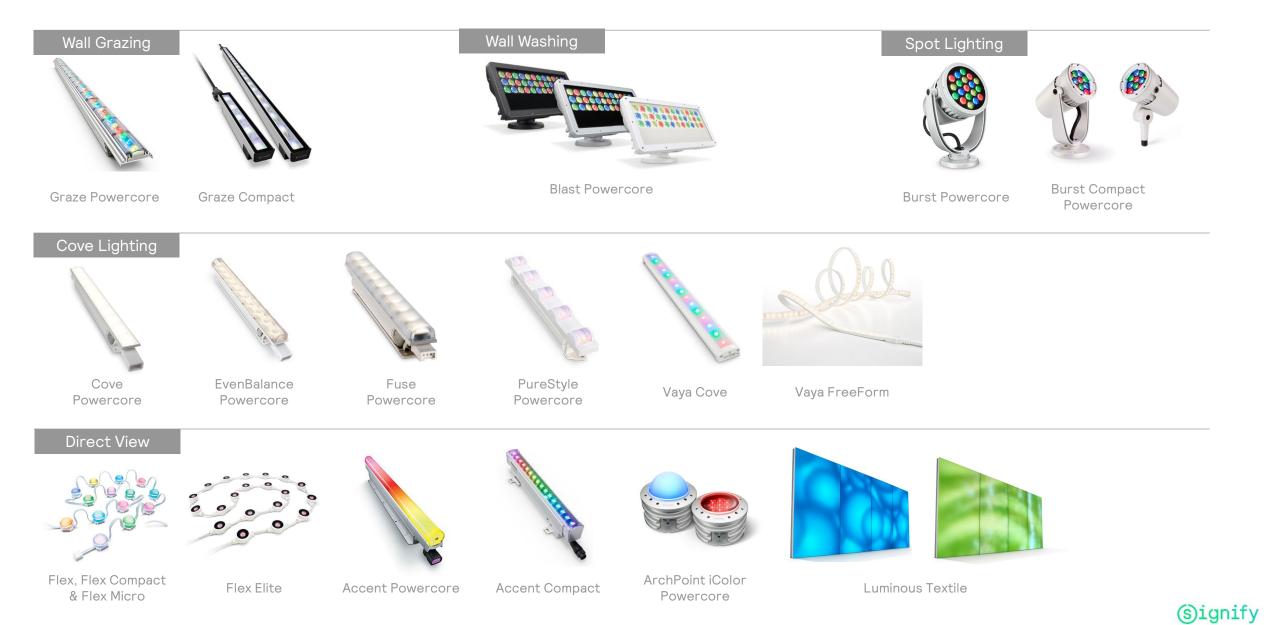


#### (s)ignify









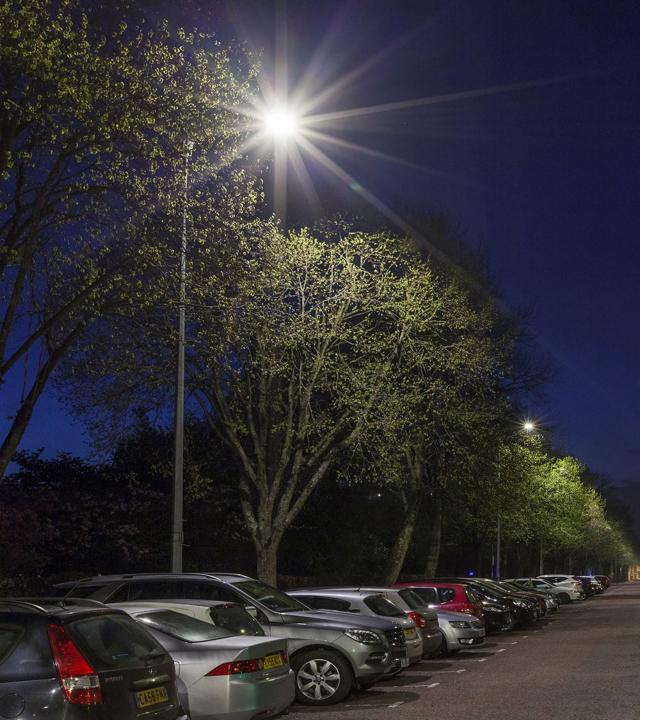
## Outdoor



#### **Outdoor Lighting Overview**

The complexities of transportation infrastructure mean varying types of illumination are needed to ensure traffic flows smoothly, people feel safe, and cities save on costs. Smart LED street lighting is a cost-effective and sustainable choice for cities today – and into the future. Philips LED street lighting systems are smart and versatile, so you can manage, maintain and monitor the entire system simply and efficiently.





### LED Street Lighting, Cardiff, UK

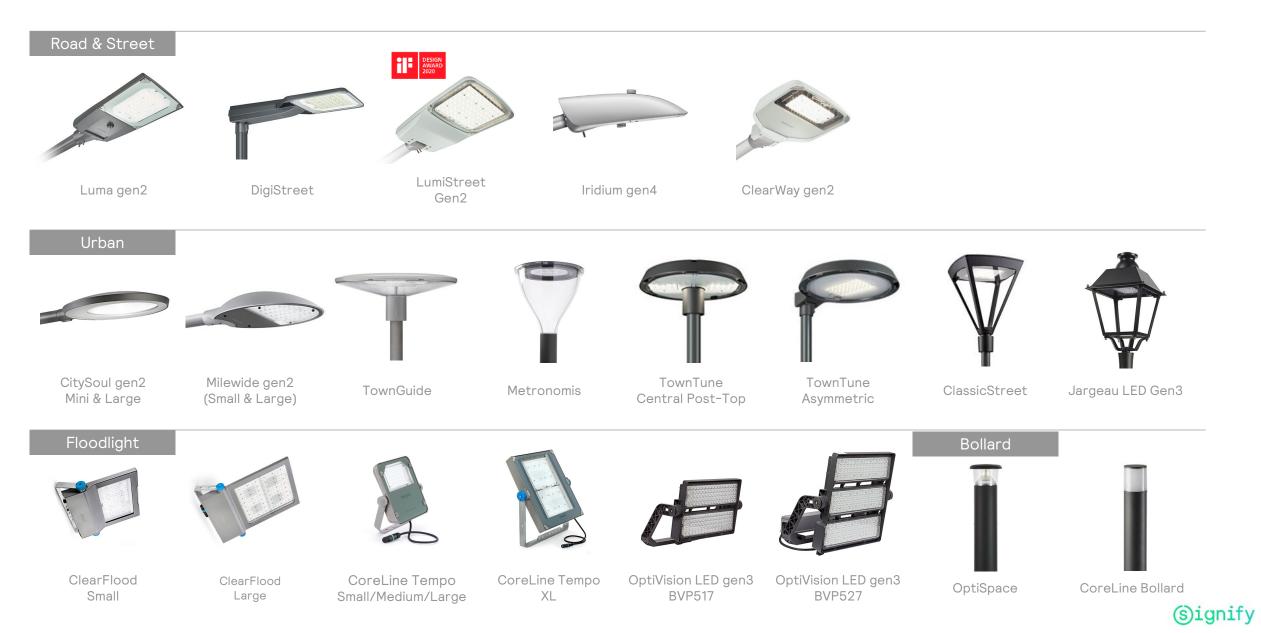
The City of Cardiff took a major step towards becoming a smart city and reducing its carbon footprint by installing more than 14,000 connected Philips LED street lights. The new lighting reduces energy by 60%, saving more than £750,000 per year, while supporting safety and security of citizens. The project, which followed a public consultation, which decided on the new lighting having a 3000k 'warm white' colour temperature, saw Philips Lighting reach a milestone of 1000 worldwide connected LED street lighting installations.





# Outdoor





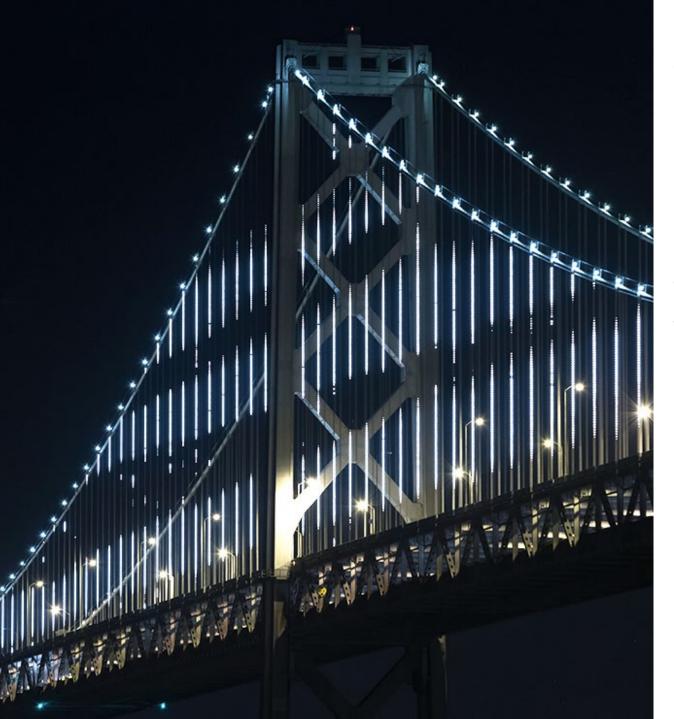
# Architectural



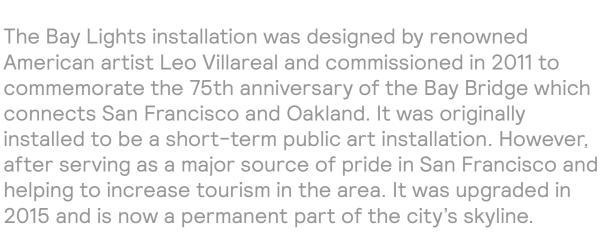
### Architectural Lighting Overview

An increasing number of the world's leading cities are forging a unique identity by lighting important landmarks to create inspiring visual experiences. When combined with remote programming and management, innovative LED lighting can be quickly adjusted to transform your city's appearance. Philips' dynamic, colourful architectural lighting helps stimulate commerce and tourism, and serves as a source of pride for citizens.





### The Bay Lights, San Francisco, California, USA







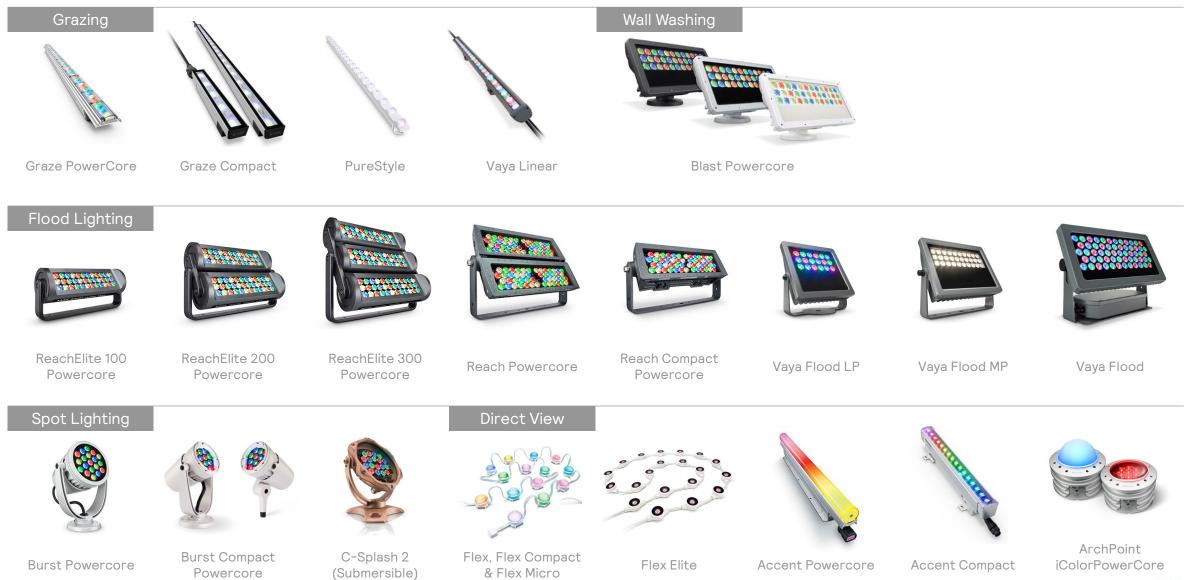
Main image: Final Design Concept © Leo Villareal Studio





# Architectural





signify

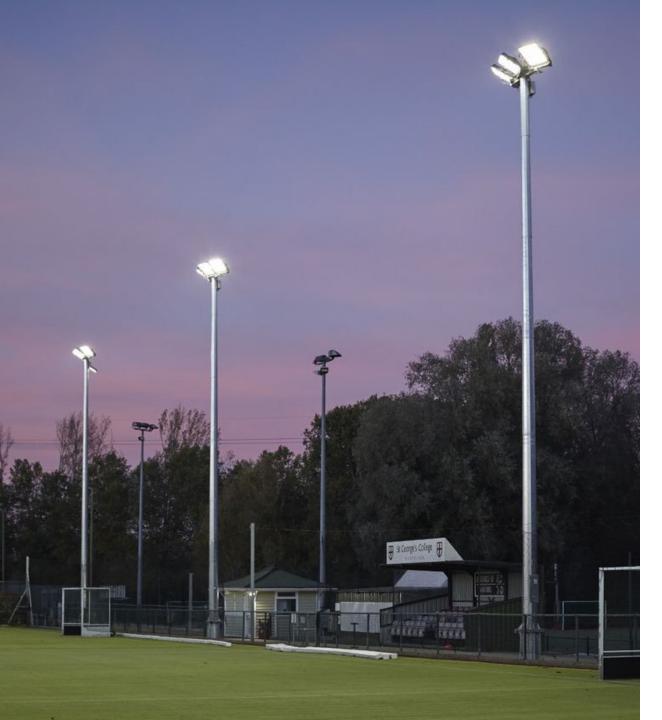
## Sports



#### Sports Lighting Overview

Signify provides solutions for indoor and outdoor sports at levels of competition, including Recreational (Class III), and Regional level (Class II), and Major National and International Arenas and Stadiums (Class I). Our offers include lighting for the 'Field of Play', combined with entertainment lighting to achieve a truly immersive 'Arena Experience'.





### St George's College, Weγbridge, UK

To meet the stringent guidelines set by Hockey England, St Georges upgraded their lighting to Philips OptiVision LED luminaires, with Interact Sports Recreational lighting control system.

Interact Sports Recreational provides intelligent controls that adjust settings instantly for different sports and allows lighting to be remotely managed, via cloud-based reporting.

By using industry-leading LED floodlights that comply with international sports federation guidelines, St George's is able host elite level hickey games, whilst reducing maintenance and running costs.







### Celtic Park, Glasgow, Scotland, UK

Celtic's new pitch lighting now complies with UEFA's 'Elite A' standard, which is necessary for the stadium to host European-level football. The new lighting meets the stringent broadcast standards for flicker-free Ultra-HD 4K television and super slow-motion action replays, enabling every detail and emotion of sports to be brought to those at home.

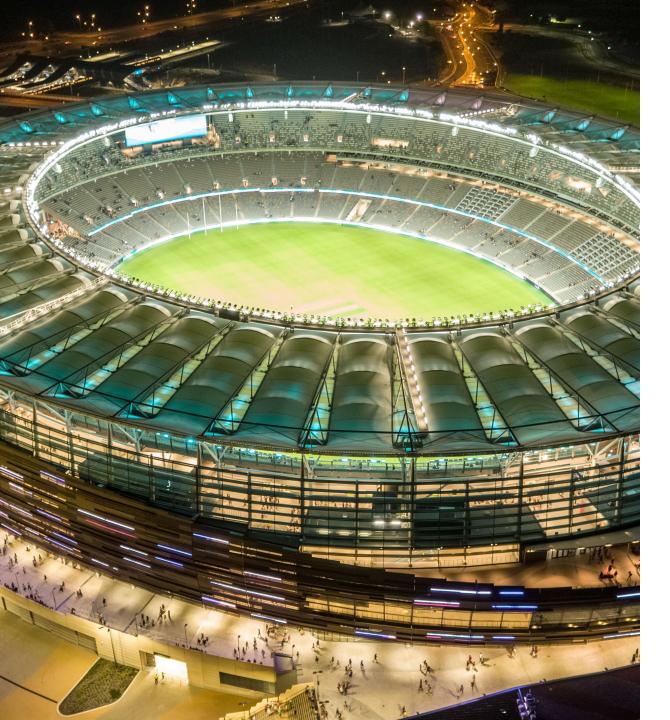
The innovative system uses Interact Sports software to control and manage Philips <u>ArenaVision</u> Field of Play (pitch) lighting with integrated Philips VL6000 entertainment spot beams. With this combination Celtic will treat fans to pre-match light shows, synced to sound, building excitement before the game. Celtic Park joins other top-flight stadiums with this capability, making it a more attractive venue to host other major events.

(s)ignify



Star I W

Wanda Metropolitano Stadium Madrid, Spain



### Optus Stadium, Perth, Australia

#### The vision

In 2012, the Government of Western Australia set a goal to create a multipurpose facility that delivered a unique experience for fans and the wider Perth community. They needed a venue that could be used 365 days of the year. The government wanted a fully IoT-enabled stadium with cutting edge technologies in order to attract domestic and international events.

### The solution

Interact Sports has helped the 60,000 capacity Optus Stadium to become the complete multipurpose arena. Fans can watch anything from their home football and cricket team to world-famous rock bands. Using Interact Sports Scene management, the lighting operator can merge music and lighting in advance of events, making it easy to create visually stunning pre-match and half-time light shows that immerse fans.





Sports





# Residential







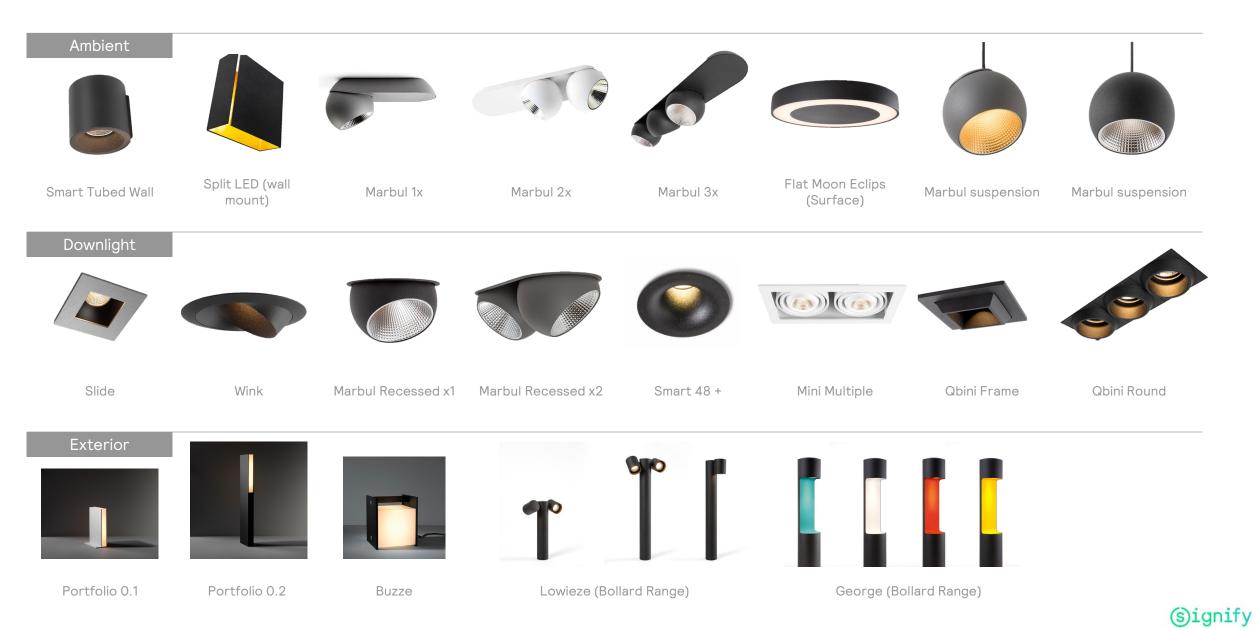






# Residential







# interact



# Systems

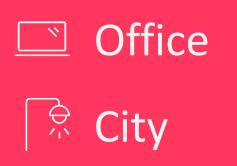
# ystem

Where there's light, there's insight. Our systems create intelligent lighting. When light is connected, amazing things are possible. Cities can be safer, office buildings can be energy-efficient and in-store shopping can be totally transformed.

Interact IoT Platform enables connected LED lighting systems and embedded sensor networks to deliver insights, benefits and new services to customers. It makes lighting intelligent.



# Systems



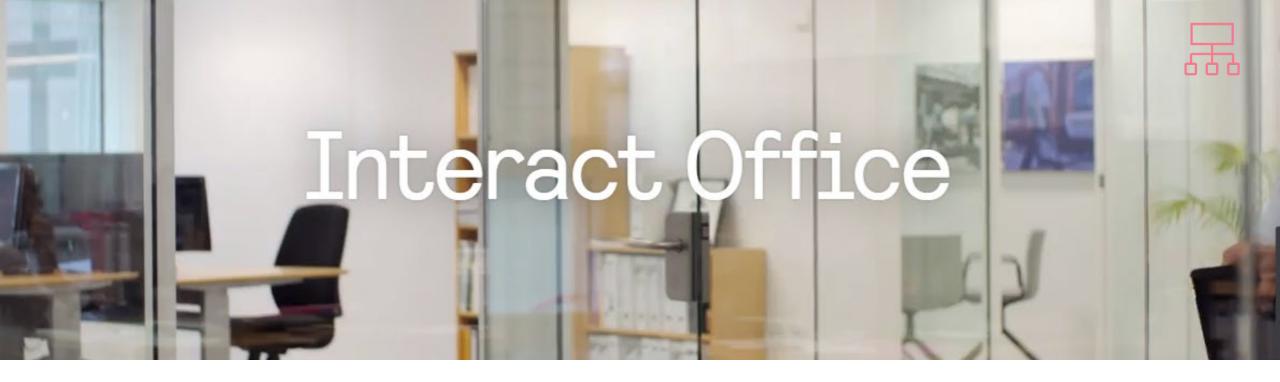
📜 Retail

Industry

**↓ Landmark** 



interact



# Interact Office turns any office into a smart office

Improve productivity with Interact Office software and system architecture to help employees find free meeting rooms or an available workspace and personalize lighting. Then use the data to see where and how people prefer to work, opening your eyes to countless savings and efficiency gains. Simply install connected lighting with embedded IoT sensors and use Interact Office software to increase building efficiency and space optimization to create a sustainable smart office.



#### Lighting asset management and energy optimization

Improve building efficiency by monitoring and managing light points remotely across one or many office locations. Centralized control and software simplifies lighting management through real-time data monitoring of energy consumption, scheduling, remote fault detection and predictive maintenance planning.



#### Scene Management

Create a better office environment with connected LED lighting and scene management software that lets you set light schedules or dimming programs, use daylight harvesting or light recipes for concentration and brainstorming. Also enhance employee well-being by supporting individually personalized lighting via a smart phone app.



#### Space Management

Space management software draws on data collected over the connected lighting system to create a smart workspace that's more efficient and productive. You'll also be able to capture and analyse building occupancy data to optimize space and reduce real estate costs over time. And release meeting rooms that have been booked but aren't being utilized.



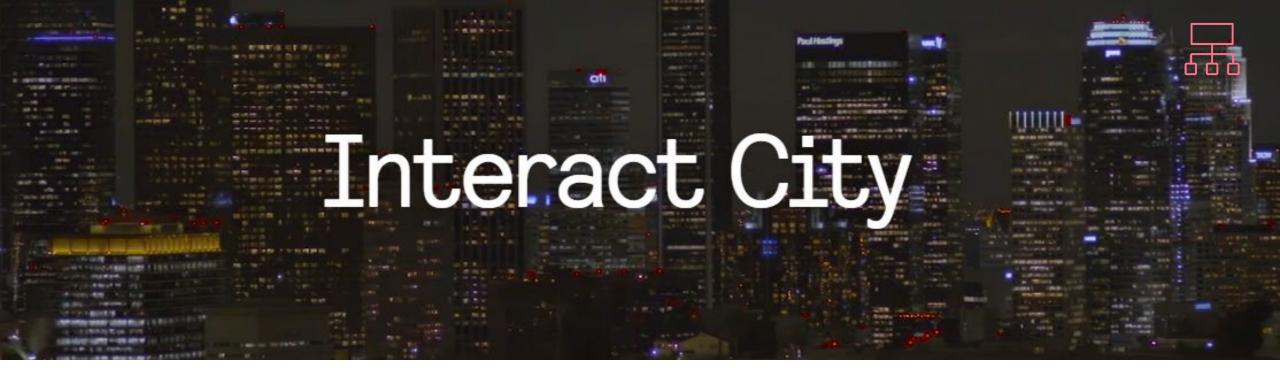
#### Indoor navigation

Never waste time searching for the coffee machine or the IT Help Desk again, and easily locate the nearest free workspace or meeting room. This customizable app lets staff locate scanners, meeting rooms – and more. It works using hyper-accurate indoor navigation technology embedded in the connected lighting.



#### **Bio-adaptive lighting**

Facilitate better collaboration, help employees concentrate or energize people after lunch. Bio-adaptive lighting uses different colour temperature and intensity settings to support employee performance and well-being. Scientifically validated, bio-adaptive lighting helps create a smart office with a clear focus on getting the best out of people.



# What makes a smart city?

How do you make a city smarter and more liveable? Interact City connected LED lighting system and management software provides you with a robust infrastructure to improve city services. Improve citizen safety, beautify public spaces, engage with citizens and encourage civic pride. Interact City also reduces energy costs and increases efficiency so you can reinvest savings in new smart city projects.



#### Lighting asset management and energy optimization

Do you know the lighting assets you own? Are you still using maintenance crew to verify citizen complaints? Interact City saves time and money by enabling you to centrally commission and manage smart city lighting for the city, block, or even single lighting point. Use Lighting asset management software to remotely detect faults, optimize performance, monitor energy use and manage work flows.

	-
₩E	Ā
	Ð

#### Scene Management

Public lighting used to come in two settings: on and off. Not anymore. Now you can remotely adapt city lighting to time of night, season or event. Increase lighting in the area where there is an accident or crime. Dim to 30% in the middle of the night when nobody is around. Use smart dynamic lighting to turn parks and plazas into memorable, liveable spaces.

# Future roadmap



#### **Environmental monitoring**

Pollution. Noise. Ice. They can all make city life unpleasant. Even shorten life expectancy. Environmental monitoring uses sensors in the connected street lighting system to gain insights into problems in the city and support decisions on zoning, traffic flows to improve your city.



#### Incident detection

Turn every lamppost into a city sentinel. Incident detection uses sensors on light poles to continually monitor and alert emergency services when unexpected traffic, sounds or crowd noise is detected. Data is shared over the connected lighting system so you respond more quickly and accurately. While long-term data collection supports predictive analytics so you can anticipate and reduce incidents.



### Light up your store with new experiences

Store lighting. It's everywhere. What if it could support new operational efficiencies, enhanced store experience and generate data for in-depth retail analytics. Interact Retail enabled by connected LED lighting lets you do all this and more. Create stunning and flexible retail spaces, trigger specific shopper behaviours through zoning and layers of light, deliver location-based offers to shoppers on their smart phone via your store app. Now that's smart retail.



#### Lighting asset management and energy optimization

Simplify lighting maintenance and reduce energy costs with Interact Retail. Staff can easily manage connected lighting with an app that configures, groups and schedules lighting plus receives alerts. Use Interact Retail to monitor lighting and energy usage across one or a chain of stores with analytics to optimize operations, reduce costs and plan maintenance.



#### Scene Management

Beautiful quality light is essential to a great retail experience. Create an unforgettable store using light recipes and zoning to highlight promotions, customer events or tailor areas to specific audiences. Interact Retail Scene management lets you create stopping power through colour and movement both inside and outside the store. It's the smart retail way to build your brand and customer loyalty.



#### Indoor navigation and location analytics

Personalized, convenient shopping and new staff efficiencies through Interact Retail Indoor navigation. Hyper-accurate indoor positioning, powered by technology embedded in LED luminaires, directs shoppers and enables location-based services such as aisle-side promotions and requesting assistance for shoppers. Use the retail data collected about shopper and staff traffic flows and behaviours to improve store layout and operations

# Interact Industry

# Future-ready your business

Interested in creating a smart warehouse? Or smart manufacturing facility or logistics facility? Interact industry provides a platform for innovation so you can improve efficiency, productivity and safety. Our suite of lighting management and value-added operational applications extends the value of connected lighting through insights and data, while centralized lighting management lets you reduce operational expenses, track compliance and plan maintenance. No more guesswork. Just real-time, data-based decisions.

(	
	HIQ
	<u>∭≡</u> ∖∆
1	

#### Lighting asset management and energy optimization

Improve energy efficiency and reduce operational costs with the ability to oversee and manage connected lighting across a single factory, warehouse or your entire supply chain. The Interact Industry asset management dashboard gives you central control over your lighting assets for easy recommissioning, performance monitoring and predictive maintenance.



#### Indoor navigation

Use customized software apps to help workers navigate their work space, follow step-by-step instructions or plan activity flows in the most efficient way using Interact Industry Indoor navigation software. Hyperaccurate indoor positioning technology in the connected lighting allows you to track activities in real time, aggregating the data to gain insight into how to optimize workflows, order picking, logistics and production.



#### Space Management

Streamline order picking and speed up delivery by optimizing your factory or warehouse layout. Interact Industry space management gathers real-time data via connected lighting to reveal precisely how areas are used, providing heatmap visualizations to guide inventory strategies and productivity improvements.



# Interact Landmark

# Light up the spirit of your city

Create an appealing city identity, build civic pride and attract tourists by illuminating your buildings, monuments and bridges. Monitor, manage and program dynamic architectural lighting using Interact Landmark software and system architecture. We make it easy to create and trigger light shows from anywhere, while simplifying maintenance to protect your investment. Our best-in-class energy efficient LED lighting also ensures maximum energy efficiency.

(	
	<u> <u> </u></u>
1	

#### Lighting asset management

Manage and monitor your city lighting installations through a single dashboard. Interact Landmark Lighting asset management is the smart way to ensure architectural lighting is always performing at its best while simplifying maintenance through remote fault detection plus automatic software and firmware updates. Create robust asset inventory and repair logs, track hardware changes and system performance.



#### Scene Management

Turn buildings, bridges and monuments into memorable landmarks with Interact Landmark Scene management. Program and manage dynamic lightshows remotely using a web app optimized for mobile device and content management software. Reflect the spirit of the city by frequently changing lightshows to suit the season, festivals or events.



## Future-ready stadium with the best fan experiences

Smart stadiums and great fan experiences start with Interact Sports software and system architecture. Manage all your lighting from one software dashboard. Add IoT sensors to improve operations and crowd safety. From pitch lighting and dynamic light shows, attractive hospitality areas and better fan experiences, Interact Sports allows you to manage your audience and assets better. It creates more flexible venues to support new revenue and business opportunities.

(	
	₩₽Ċ
Π	<u>װ•≚</u> ⊮
	= j

#### Lighting management

Easily monitor and control connected lighting across all areas of your stadium. Interact Sports provides a single dashboard with real-time data to ensure the optimal lighting performance across bowl, entertainment shows, and concourses.



#### Scene Management

Create a stand-out fan experience and sensational TV viewing to promote your stadium as a premium venue. Interact Sports Scene management lets you use an app or dashboard to manage stadium light shows in the bowl plus exterior architectural lighting. Flash team colour's. Celebrate a home goal. Energize the crowd. And wow your fans.



#### **Crowd Management**

Improve crowd control and safety with Interact Sports Crowd management. Control lighting to guide people better and avoid queues. And use your connected lighting grid to collect aggregated data and insights into people flows as well. Use to optimize facilities for greater safety, a better fan experience and more targeted marketing.

$\left( \right)$		3)
	د ، ر (	Ĩ ₽

#### **Bio-adaptive lighting**

Improve athlete focus and wellbeing with bio-adaptive lighting in the locker room that can be adjusted to energize, increase concentration, or relax players and athletes. Interact Sports uses connected lighting to augment your smart stadium sports science program.



#### Indoor navigation

Create a differentiated fan experience and optimize people flows. Interact Sports Indoor navigation technology lets fans find what they need quickly and easily using your own stadium app. Provide location-based services like seat location, facility information, special offers and promotions using technology embedded in your connected LED lighting. Aggregates and analyses the fan behaviour data to help you optimize facilities and services.



# Services



# Services

We'll take care of the lighting, so you can take care of business

#### Services

Today's lighting technology can do much more than simply provide illumination.

We offer several services that add value. This includes: evaluating your current lighting equipment, creating a new lighting plan, hassle-free maintenance, remote support and guaranteed lighting performance. Make lighting services an integral part of your success.









Lifecycle Services





Managed Services

(s)ignify

# **Professional Services**



#### Auditing



Excellent lighting starts with an expert plan. To help you make an informed decision, Philips will begin by assessing how well your current lighting equipment matches your lighting needs. We'll perform a detailed audit of your organization, facility or project. The data collected on-site will inform an optimized lighting design to meet your requirements – now and in the future.

#### Consulting



Knowing what you want your lighting to deliver is one thing – knowing how to get there is another. With the help of Philips consulting services, we'll co-create the most effective long-term lighting plan – which can be anything from a straightforward LED retrofit to a completely new installation. We'll also assist you in creating a compelling business case and propose financing options to free up cash for your core business activities.

Once you've set the priorities and targets for your new lighting installation, our consulting services will help you fill in the details. This includes the use of a detailed user-experience design, visualizations of the final installation, and mock-ups.



# **Professional Services**



#### Lighting Application Specialist's

The 'Lighting Application Specialist' (LiAS) Team of fully trained and competent lighting designers can provide support for the following project stages:

- Stage 1Client MeetingsLiAS will meet with the customer pre-design to assist in the creation of a design brief
- Stage 2Concept DesignLiAS will produce photo, video or virtual reality visualisation's of the lit effect

#### Preliminary Design

- Stage 3 LiAS will produce sample calculations to determine an indicative BoM to facilitate a non-binding quote
- Stage 4Detailed DesignLiAS will produce a comprehensive design to determine the final BoM to facilitate a binding quote

#### Turnkey Project

Stage 5 LiAS will produce Risk Assessments for projects where Signify acts as the Principal Contractor



# Lifecycle Services



#### **Essential Package**



- Extend the life of your lighting installation and safeguard your investment.
- Preventive maintenance helps you catch issues and correct them quickly
- Software licenses, helpdesk support and service ticketing included
- Remote assistance within business hours ensures rapid support

#### Premium Package



For peace-of-mind and better control of your costs, the Premium Package includes everything in the Essential Package – plus:

- Comprehensive coverage at a fixed annual cost
- Labour and materials (spare parts and/or functional product replacements) in case of failures
- Trained service engineers for on-site corrective and preventive maintenance

#### Premium + Package



For comprehensive insight and control, including effective lifecycle management, Premium+ offers everything included in the Premium Package – plus:

- Thorough analysis of your lighting usage and needs, with detailed reports
- Ongoing consultations
- Ongoing training, system optimization and content management



# **Managed Services**



#### Managed Services



Hassle-free savings with optimized performance

- Lighting design based on the lumen output, not a selection of products
- Save money on energy, maintenance and depreciation costs
- Hassle-free operation of your lighting and product upgrades
- Detailed training and documentation for users

#### Light as a Service



- Package includes everything in Standard Managed Services plus:
- Pay only for the light you use rather than purchasing your own lighting equipment
- Optimize your return on investment with no capital expenditures or maintenance and replacement costs
- Package includes all future technology updates

#### Circular lighting



Package includes everything in Light as a Service - plus:

- Luminaires are designed for reuse and recycling
- Minimize your carbon footprint and materials waste
- Build a business which balances people, planet and profit





# Light beyond Illumination

#### **Our Specifier Hub**

The Pioneers of Light hub gives you access to view brand new innovations & project case studies as well as engage in webinars, training modules & interviews with industry leading designers.





For enquires or support regarding your project, please contact us:

lias.uki@signify.com





# Signify