



# DISCOVER THE POWER OF LIGHT

**The Power of Light, by Facility Solutions Group (FSG), is a unique program that allows customers to reap the benefits of energy efficient technology, better lighting, and lower utility bills with financing solutions that remove out-of-pocket investment or risk.**

**In addition to providing traditional financing structures that make it easy to pay for the project with the energy and maintenance savings, The Power of Light introduces a new concept: Lighting as a Service (LaaS).**

## WHAT IS LAAS?

LaaS is a customized, high-quality lighting system without the hassles of maintenance, repairs, upgrades, monitoring of and ensuring the technology's performance, which becomes the responsibility of the LaaS vendor, who retains ownership of the lighting retrofit. You simply make a monthly payment for the "use" of the service.

You as the customer execute a single contract with a provider for any combination of bundled hardware, software, services or other components for a fixed or variable periodic payment for which the provider has an ongoing obligation in that same contract.

## BENEFIT FROM LAAS

**Reap the many advantages of the new, improved system:**

- Better performance
- State-of-the-art technology
- Reduced operating costs
- Reduced maintenance costs
- Shift spending from CAPEX to OPEX; Use operating budget to make service payments
- No ownership/obsolescence risk; vendor/service provider takes responsibility for the system

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## HERE'S HOW IT WORKS

Lighting upgrades save operational costs, provide longlasting performance, and decrease an organization's footprint, in addition to aesthetic benefits. However, upfront costs are perceived as a barrier to doing the retrofit project. By deploying the Lighting as a Service (LaaS) business model, upfront installation costs are essentially eliminated. Operational savings can pay for the "use" of the lighting retrofit project. The LaaS vendor retains ownership of the lighting retrofit, and is responsible for maintenance, upgrades, and overall performance.

With the LaaS model, an organization can realize immediate monthly operational savings from lighting retrofits. The operational savings can be reinvested into the monthly costs for Lighting as a Service, or in other areas the organization deems important. The reliability of the lighting retrofit, and the longer life cycle of the product, reduces or eliminates the customer's maintenance budget as responsibility for these items are transferred to the LaaS vendor.

## ABOUT FSG

Facility Solutions Group, (FSG) is one of the nation's largest single-source providers of lighting and electrical products, electrical services, electrical construction, and energy management solutions. With a successful 40 year history of serving customers, FSG develops, designs, markets, sells, and supports all types of lighting, electrical, control, and energy-saving products and services.

The company's products and services enable customers to build, maintain, expand, or upgrade their facility infrastructures, in scenarios ranging from new construction to remodels to ongoing operations.

## USE FSG'S POWER OF LIGHT TO:

- Self-fund facility upgrades from day one with energy savings that can be used to pay for the project of service
- Control cash flow
- Upgrade to new equipment and/or access services that include advanced sensors, controls, and network communications (The Power of Light facilitates completion of nominal upgrades within the existing operational expenditure of the contract)
- Extend service plans and provide for ongoing service
- Take advantage of flexible, end-of-term options
- (including fair market value—FMV purchase)
- Become cash flow positive immediately as a subscriber
- Enjoy continuing energy savings
- Comply with latest local and federal requirements
- Increase bottom line

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