

## Lighting-as-a-Service

No Capital Cost LED Lighting...Simply Brilliant!



Our No Cost LED Lighting program has eliminated the financial obstacles for commercial, industrial, and municipal organizations to convert their outdated, high cost lighting systems to advanced, energy efficient LED lighting systems with our Lighting-as-a-Service (LaaS) program. Our clients have found the LaaS program as a simple, cost-effective opportunity to enhance their facilities' lighting, reduce energy consumption, reduce monthly lighting expenses and increase their overall bottom line. On average, our clients save 50-70% on their lighting cost after the LED conversion. This program provides you with a true **No Capital Investment** opportunity to convert over to LED. It's *Simply...Brilliant!* 

### Lighting-as-a-Service Key Benefits

### No Capital Investment

We pay for the entire LED lighting conversion, including products and installation, with zero client investment

### Keep the Rebates & Savings

Our clients keep 100% of local and state lighting upgrade rebates and 50-70% of the energy savings after the conversion

#### No Personal Guarantees

with most of our deals, no personal guarantee is necessary

### No Personal Credit Check Required

No required personal credit checks, simply provide 2 years of P&L and Balance sheets for approval

# Lighting-as-a-Service



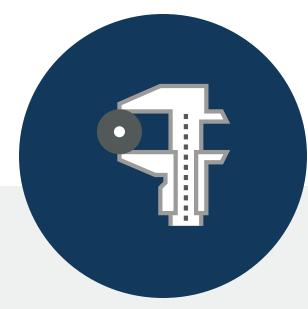
Lighting-as-a-Service gives you a customized, high-quality lighting system without any of the hassle. Maintenance, repairs and monitoring of the technology's performance is included in your service payment. Even better, if the system doesn't perform the way that is should, then you don't pay. Lighting-as-a-service is an inclusive and streamlined method for organizations like yours to install energy efficient LEDs. Traditional financing methods like commercial loans and capital leases can be clunky. They can require up front capital and if something breaks, you are often on the hook.

## Get New, Better Equipment At No Risk.



### **Smart**

A simple monthly payment allows you to adopt the best new energy efficient technologies for little-to-no upfront costs and no hidden fees.



### Simple

If it doesn't work, you don't pay.
Global LED Pros ensures that your
technology works through the entire
contract term.



### Customized

Our lighting experts can design and install a customized solution that is tailored for your business

## 100% Adoption - Immediately.



No more pilot programs necessary. Lighting-as-a-Service is the ideal solution for rapid adoption of the best technology across all of your portfolio. With customized solutions for each facility and proven performance, there is no reason to wait.



Put cash in your pocket each month while meeting your organization's energy efficiency and savings goals faster than ever before. Apply today and start saving!

## Project Example

## Lighting-as-a-service/Estimate

# Advanced Lighting and Controls



- **Better Lights** improve both the quality and energy efficiency of your lighting
- Dynamic Controls manage your lighting levels throughout the day to improve productivity and save more energy

## Ongoing Optimization with No Extra Cost



- Hassle-Free Maintenance never worry about issues with lighting system performance
- Ongoing Service ensure the system achieves energy savings and outperforms expectations

### What You Earn

\$2,055
Profit per Month from Net Savings (Pre-Tax)

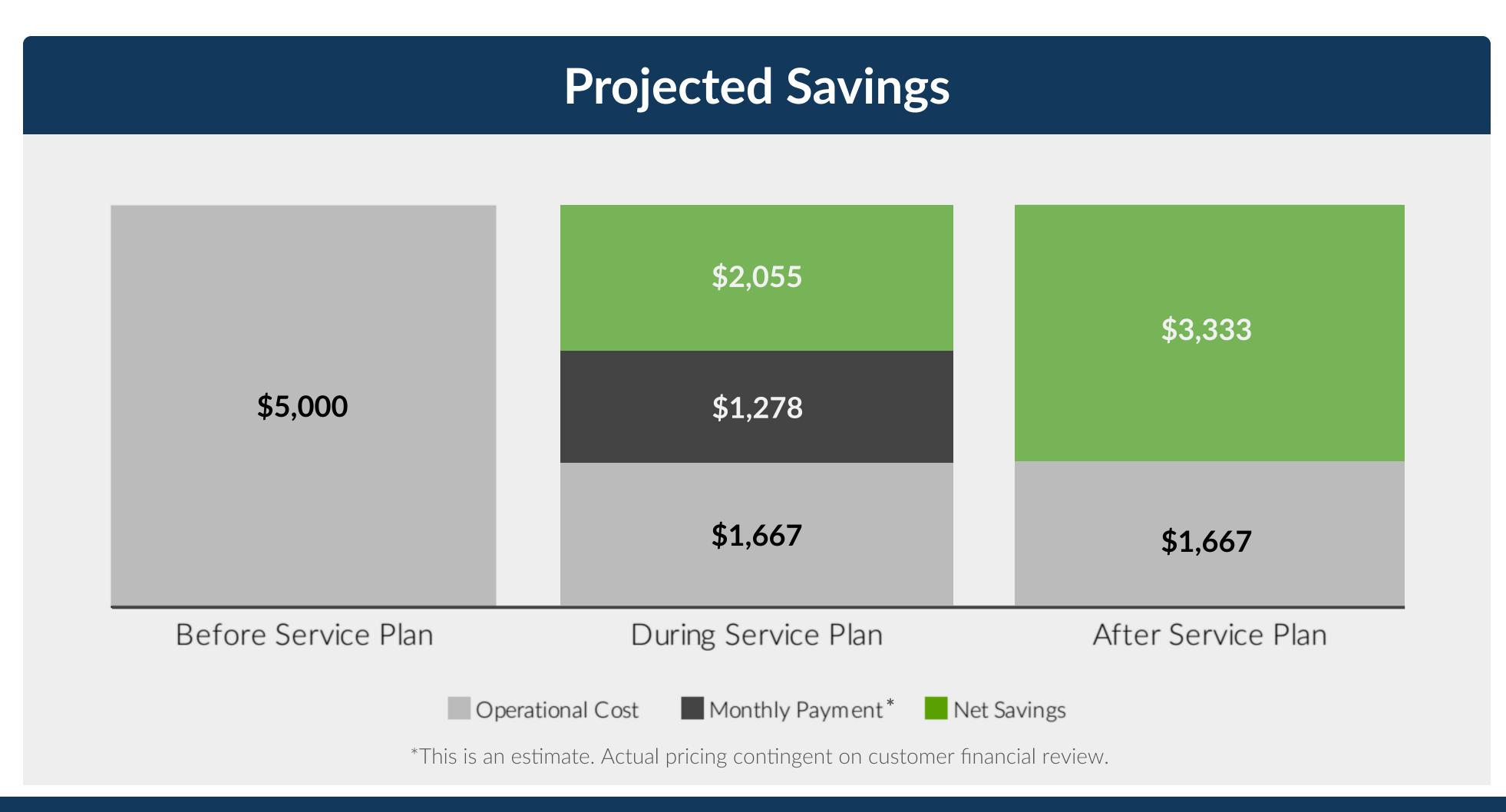
### For How Long

## 60 months

Service Plan Length

## **Your Upfront Cost**

\$0 Upfront



# Service Plan Summary

This summary is designed for Service Plan customers to understand the terms of the Service Plan and Installation Agreement.

The Service Plan and Installation Agreement ("Service Plan") is a contract which allows a provider of energy services ("Provider") to sell energy services to customers via installation and management of efficient technology or controls systems (the "Technology"). The Service Plan lays out the terms and conditions under which the Provider (in coordination with a licensed contractor, an "Installer") is held to achievement of specific performance metrics or energy reductions as defined in the contract, and the Customer makes monthly "Service Payments" in exchange. The Provider and Customer will sign a "Project Addendum" to the Service Plan for each individual "Project" completed together.

## Below is a brief summary of the terms of the Service Plan:

#### Installation

Installer will install the Technology (including software and hardware) at the Customer's location.

#### **Acceptance**

When the installation has been completed, the Customer will inspect the work site to ensure that the installation is satisfactory. The Customer is required to document any issues with the installation, and Customer and Provider will work together to remedy. The Customer and Provider will both execute a certificate of acceptance to indicate successful installation, commencing the "Service Term." The first Service Payment will be due one month later.

#### Servicing & Payment

During the Service Term, the Installer will provide services to the Customer, which may include achievement of specific performance outcomes from the upgrade of installed technology, where the Installer may provide maintenance, monitoring or measurement of technology capacity to demonstrate achievement of those services. Services will be explicitly defined in the Project Addendum. The Service Payments will be collected monthly through the Service Term via automatic debit from the Customer's provided bank account.

#### <u>Ownership</u>

The Provider or the financier maintains ownership and title to the Technology for the Service Term and will file a precautionary UCC filing on the Technology (not the real estate).

#### End of Term Options

At the end of the initial Service Term, the Customer may elect one of the following options:

- 1. Extend the Service Term at a discounted rate
- 2. Enter into a new Project Addendum in which Installer will install and service new energy savings equipment
- 3. Provider will abandon equipment providing Customer ownership of existing equipment