

**best**<sup>®</sup>  
British Energy Saving Technology

**eluma**<sup>™</sup>

A NEW GENERATION OF INTELLIGENT LIGHTING

**THE SMART  
HIGH-BAY  
LED LIGHTING  
SOLUTION**



**PRODUCT:** Eluma Intelligent LED  
Available from BEST Partners worldwide.

**ESA**  
ENERGY SAVING ASSOCIATION



***ELUMA CAN SAVE  
YOU A MASSIVE  
85% ON YOUR  
LIGHTING COSTS***

# WELCOME TO ELUMA

Easily find your way around this document.

1. Industrial Energy Saving
2. The Benefits
3. The Problem
4. The Eluma Solution
5. Case Study
6. The Next Step



Eluma is our **powerful, cutting-edge solution** to a substantial problem in the business sector right now - outdated and inefficient lighting.

Often, that lighting can account for 50% or more of a company's energy costs. We offer our clients the chance to **cut those costs right back**, whilst enjoying a return on investment period of less than two years and tangible work environment benefits.

If you don't currently have an LED lighting system in place, then we'd love to help. In this document, we explore exactly how we can do that, **how you can benefit** and who is already taking advantage...

**TROY WRIGLEY, CEO**  
British Energy Saving Technology

**Read On +**

# INDUSTRIAL ENERGY

...from the UK's foremost experts.

## Introducing Eluma

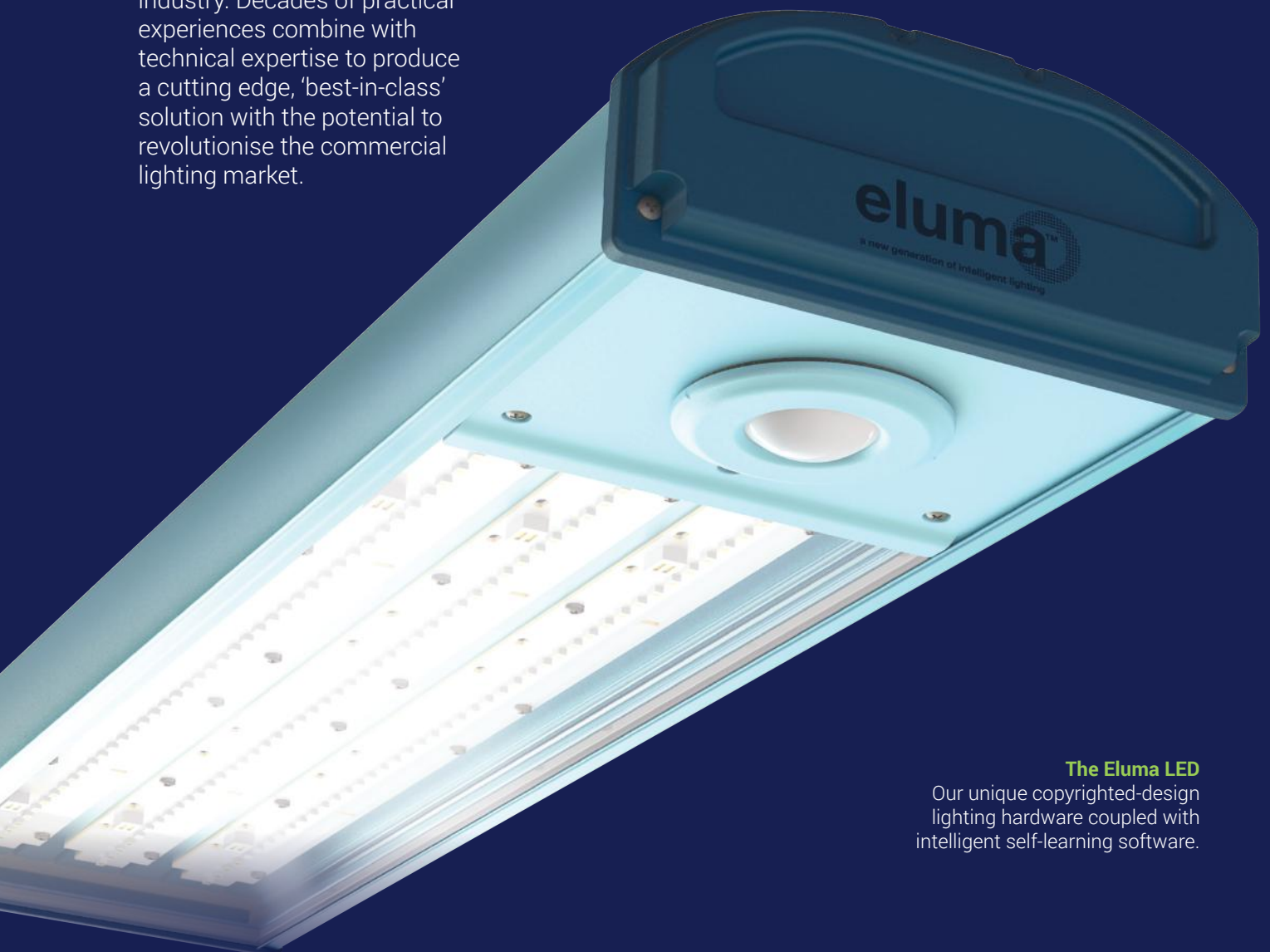
When it comes to LED lighting for industrial installations, no other company comes close to the expertise, experience and technical brilliance that BEST can offer.

Our Eluma system is the product of a unique collaboration with Suresense Technologies, a UK energy saving specialist with 30 years of experience in the industry. Decades of practical experiences combine with technical expertise to produce a cutting edge, 'best-in-class' solution with the potential to revolutionise the commercial lighting market.

## But what is Eluma?

Put simply, Eluma combines the already considerable benefits of LED lighting technology with two crucial innovations:

- A unique casing design that dissipates heat incredibly efficiently, keeping the unit cool.
- A smart, infrared guided lighting automation system, which keeps the light levels in your space at exactly where you want them – constantly adjusting to the daylight available and dimming or turning off when nobody is around.



### The Eluma LED

Our unique copyrighted-design lighting hardware coupled with intelligent self-learning software.

# WHO IS IT FOR?

Eluma is the perfect solution for a large number of business sectors.

## Drive down costs and maintenance.

If you own, run, manage or are in some way responsible for the day to day running of a supermarket, a shopping centre, a warehouse or factory, you and your organisation stand to gain from reading on.

The key international companies below have already taken advantage of our energy solutions. Should you?




**International Portfolio**  
We're proud to have worked with some of the world's largest and most influential corporations.

# THE BENEFITS

## ENERGY SAVINGS

1

Save up to 85% on something that could be responsible for 50% of your energy bill, or more.

Typical paybacks of 1-2 years.

## REDUCED MAINTENANCE

2

100,000 + hour lifespan equates to a significant reduction in replacement and maintenance costs.

## HIGHLY PROGRAMMABLE

3

Performance is further enhanced through each luminaire having its own highly configurable intelligent wireless sensor that communicates via a grid system to an easily programmable master control supplied with each installation.

## BETTER ENVIRONMENT

4

Eluma lighting delivers better light quality, a better working environment and is a very visible commitment to a greener economy.

## REDUCED AC COSTS

5

Switching to Eluma will reduce the demand on air conditioning, saving another 5% in the process.

*lighting often  
accounts for more  
than 50%  
of a business'  
energy costs! —*



**Note:** In some cases, we've saved more than 89% (!!) of a company's lighting costs with an Eluma installation.

### Eluma and Atmos

Ultra-efficient LEDs are coupled with the Atmos intelligent sensor for real-time energy saving.

***DID YOU KNOW UP  
TO 95% OF YOUR  
LIGHT COSTS ARE  
LOST AS HEAT?***

# THE PROBLEM

So why should you consider replacing your current system?

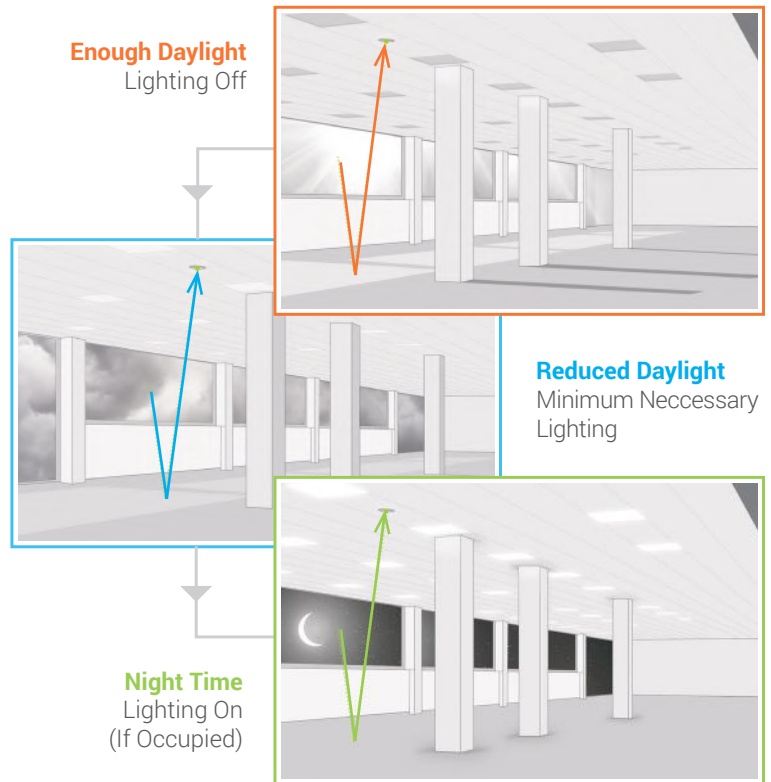
Lighting systems typically suffer from two considerable (and expensive) issues:

1. Energy used by traditional lighting is mostly wasted in heat, up to 95% in some cases.
2. Humans are a poor and inaccurate solution to lighting control.

## Human Inefficiency

Turning lights off isn't hard, but moderating the lights to exactly the level needed by employees every minute of the day? That's hard.

No human can possibly achieve the precise level of control an intelligent, artificial solution can.



## ENERGY SAVINGS FOR LED LIGHTS vs. CFL vs. INCANDESCENT

	INCANDESCENT	CFL	LED
Life Span	1,500	10,000	100,000+
Wattage	60 watts	14 watts	6 watts
Cost of electricity	\$0.02 per hour	\$0.004	\$0.002
Electricity cost over 50K hours	\$900.00	\$210.00	\$90.00
Bulbs needed for 50K hours	40x	5	2
Replacement cost	\$60.00	\$15.00	\$0
<b>Total 50,000 hours lighting cost</b>	<b>\$940.00</b>	<b>\$225.00</b>	<b>\$90.00</b>

## Heat Wastage

It's a simple but effective analogy – you go to change a bulb at home and, if it's been on for a little while, it is scalding hot to the touch. We think nothing of it, but how much electricity have you paid to heat that bulb up, with no benefit to yourself?

It's the same in the commercial field – except multiplied hundreds of times over.

Quite simply, if your current system uses either fluorescent, halogen or incandescent bulbs and is controlled only by humans, you stand to save thousands through the Eluma system.





# THE ELUMA SOLUTION

We address those key issues with a three-fold attack on inefficiency.



## Extra-cool LEDs

The first tranche of savings is achieved by replacing old light fixtures with our unique LED hardware.



## Occupancy Sensors

We take over the 'last out gets the lights' rule, so you don't have to.

This doesn't just work on a room-by-room level. Walking within a room will trigger lights on and off to ensure you have enough light where you need it, but aren't wasting it elsewhere in the room.

Our infrared sensors work accurately on high-bay installations, like factories and warehouses.



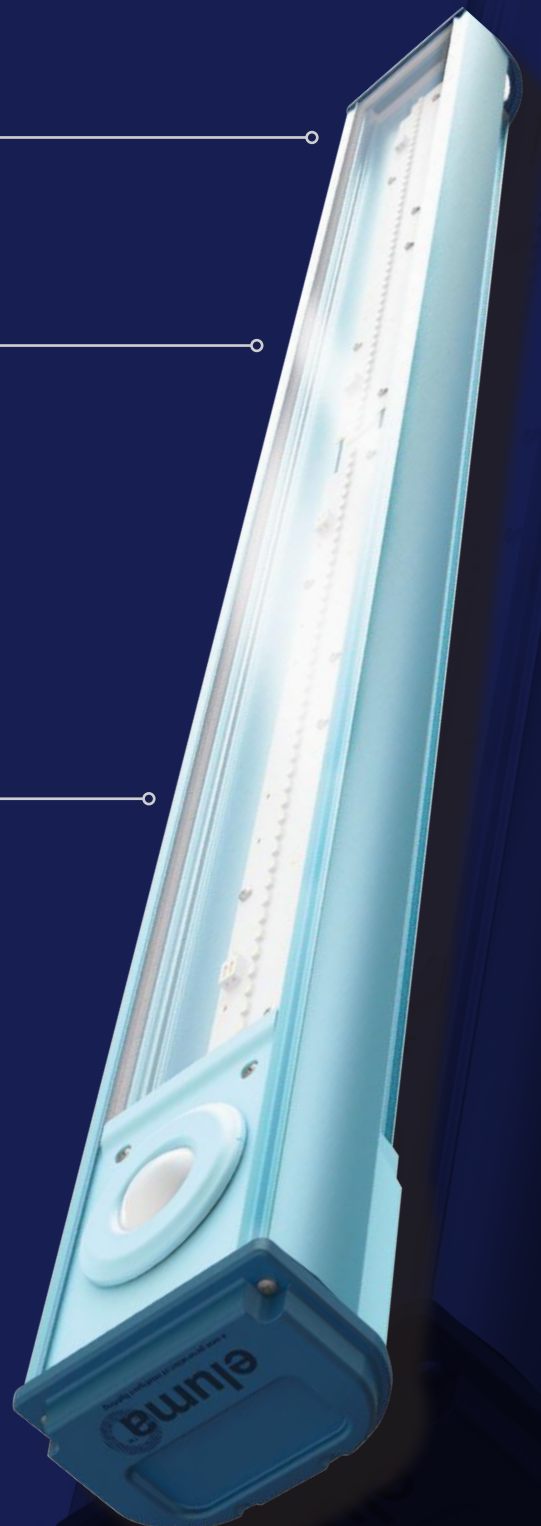
## Intelligent Control

Within each Eluma fitting is a bit of technology we call 'Atmos'.

Using cutting-edge infrared sensors, each and every fitting assesses the daylight available and adjusts accordingly.

You set the level of light (or 'lumens') at eye height you want to maintain, and our system maintains it for you – harvesting natural light wherever possible. It is free after all!

**Read On +**



# CASE STUDY

Lighting is only as intelligent as its users.



**COMPANY:** Deltaform Ltd  
**INDUSTRY:** Packaging  
**LOCATION:** Bridgewater, UK

BEST are proud to be working with companies across the UK and the world, including blue-chip operators like Coca Cola, Unilever, Greggs, Sainsbury's and Toyota.

Here's a short case study to illustrate the practical impact of the Eluma lighting solution.

## Context:

UK-based packaging company Delta Form sought a solution to their inefficient lighting systems and a way to clearly illustrate their commitment to carbon reductions. Our technicians worked closely with the team at Delta to implement a solution with the minimum possible disruption.



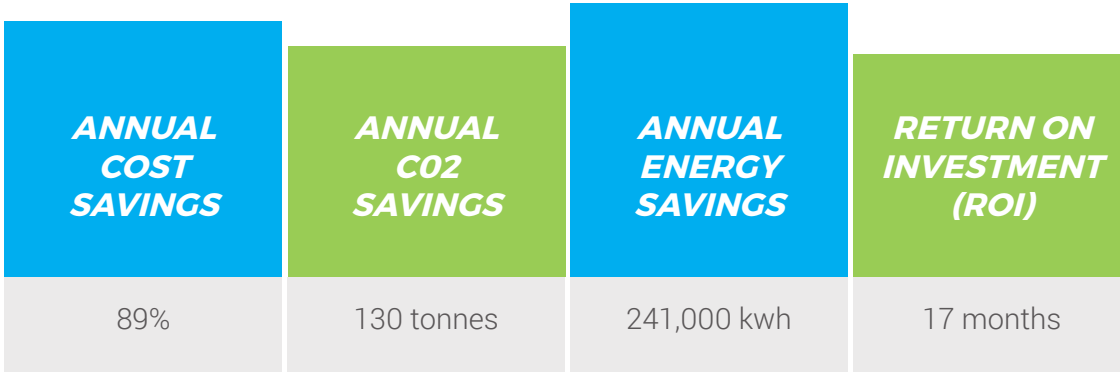
## Why did Delta come to us?

Two reasons - their lighting costs were too high and rising, and their working environment was dim and uninviting. We killed both birds with one Eluma-shaped stone.

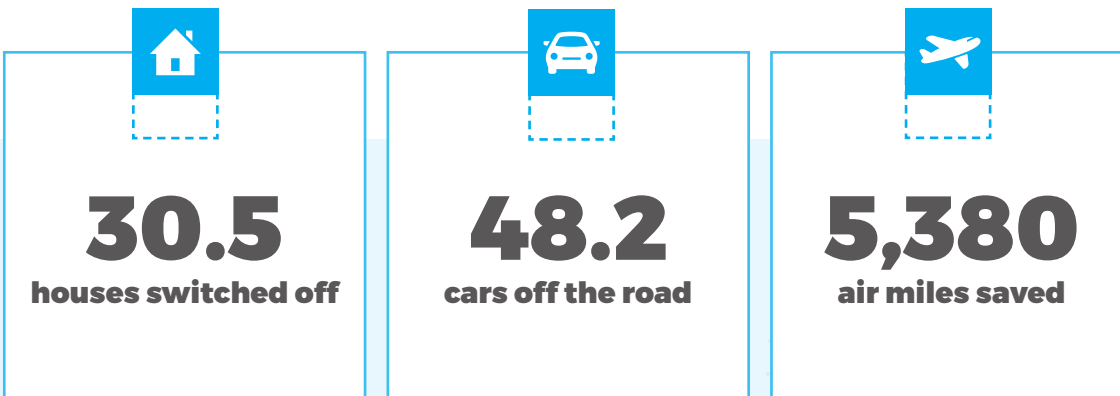
**Read on +**

# THE RESULTS

The below figures speak for themselves.



To put that into perspective...



### Corporate Social Responsibility

For Delta, they were proud of the impact our project had on their carbon footprint. The perfect subject for a press release!



A man and a woman are standing in a construction site, looking at a tablet together. The woman is holding the tablet and a pen, and the man is pointing at the screen. They are both smiling and appear to be in a positive mood. The background is a blurred construction site with blue and white tones. The text is overlaid on the image in a white box with a black border.

***“DELIGHTED...  
THE LIGHTS HAVE  
ALREADY PAID FOR  
THEMSELVES”***

# HOW TO PROCEED

**The three steps to saving time, money and the environment.**

British Energy Saving Technology provide Eluma exclusively to our global Partners. Only through them, can you access this landmark new technology. You can find your local BEST partner at [www.bestenergysaving.com](http://www.bestenergysaving.com)

We don't require any sort of theoretical commitment on the basis of documents like this alone. We have a simple three step process to successful installation:

## 1. Site Survey (Free of Charge)

- Our Partner will come to you, assess your current systems and calculate how much our solution will save your business in terms of carbon emissions and monthly cost savings. These figures will feature in the...

## 2. Proposal Document

- We'll lay out all those projected savings and the full solution we propose for your business. We'll include details of how you can claim any available Government grants and, of course, a breakdown of the project costs. Subject to agreement...

## 3. Installation

- We'll send in our engineers to remove and dispose of your old fittings, then install the new solution. We'll work with you to programme it to the right light levels and show you how to use your remote-control systems. We'll make the whole process as fast and as painless as possible, minimising disruption.

**Read On +**



**As easy as 123...**

Get the ball rolling today. Speak with our team and book in your free site survey.

# READY TO GET STARTED?

Speak with your local partner today.



**Ben Willcocks** - Global Partner Manager.

Ben can put you directly in touch with the right partner for you.

**LinkedIn**  - Add me on LinkedIn!

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***“WE AT ADEY STEEL LTD HAVE BEEN DELIGHTED BY OUR NEW HIGH BAY LED SYSTEM, IT HAS TRANSFORMED THE SHOP FLOOR WITH AN EXTREMELY REWARDING RESPONSE FROM ALL OPERATIVES, AS WELL AS THE POSITIVE CORRESPONDING COST AND ENERGY SAVINGS.”***

**ADEY**  
STEEL GROUP



***EXTREMELY  
PROFESSIONAL  
RIGHT THROUGH TO  
THE HANDOVER***



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