



About FSS

"Applying LED Lighting Technology to improve light quality and reduction of energy consumption to Commercial properties with the added benefit of reducing maintenance costs to the facilities."

FACILITIES SERVICES SOLUTIONS LLC (FSS) is dedicated to the development of custom LED technology solutions that minimize energy usage for our clients and customers. Through our professionals, we can provide a unique team of project management, selection of products and installations. We are able to assist our clients in the reduction of energy costs and the lighting comfort levels for their staff and employees. With the ability to design custom engineered lighting systems to meet the unique needs of any location, we take pride in our proprietary lighting systems designed and manufactured at our New Jersey facility while driving changes to the lighting industry that will directly have a positive impact on your business and our world while maintaining the highest quality standards across all product lines.

We offer custom LED lighting products along with third party products to ensure the end product meets our customer's requirements and needs. We have the ability to acquire products through our network of suppliers in addition our own stock.

FSS has 30 years of knowledge and experience in the real estate industry including commercial property management and leasing, facility maintenance and operations, project management and technology LED solutions.

What we can offer that stands out?

Through this partnership we are able to offer clients a range of options from custom lighting applications that can be applied to existing fixtures, to custom solutions for cost effective replacement options that dramatically reduce labor and maintenance costs by cutting long term energy usage.

We offer a wide range of solutions:

- Zero Capital Outlay - ERSA (*Energy Reduction Services Agreement*)
- LED replacement fixtures and Lamps
- Streamline project management
- Custom LED engineering
- Expert installations

We bring to the table the ability to review existing lighting condition through Lighting Audits. We evaluate existing lighting, fixtures and control systems with onsite physical inspection. We provide recommendations for replacement lighting and fixtures. We prepare costs estimates for replacements and installation including the evaluation and input of utility data to determine the lighting savings conversion from conventional lighting to LED. Also, if the project qualifies, we may offer our no capital outlay program in addition to a direct sale to the customer.

Project Management

- Review existing conditions to determine if any special attention needs to be addressed during the conversion to LED lighting
- Work with the customer on the best times to minimize any interruption of their operations
- Develop and manage the Team
- Ensure all contractors preform their tasks with the utmost professionalism including onsite management to complete the project in a timely manner
- We will manage the process for the conversion of existing lighting to LED technology
- Track progress of the work and advise the customer of any deviations and/or changes in conditions or delays
- Provide clear and open communications with the customer and third-party contractors
- Provide necessary documentation as required

Lighting Audits Site Evaluation

- We conduct an onsite physical inspection and count all the fixtures and bulbs determined by the customer for LED conversion
- We assess the type of fixtures, bulbs/lamps being used & the number per fixture, the watts and the location
- We ask for 12 months of electric bills to determine the average cost of the kWh. This cost includes all the taxes, demand and usage
- We will need the operating hours & days open for the location. Actual hours provide a more accurate picture of the true lighting costs
- Upon the completion of the onsite evaluation, we will provide an analysis of the existing lighting costs and the proposed savings including the recommendation of new fixtures, retrofits and bulb/lamp replacements
- Depending on the costs and scope, the project may qualify for our Zero-Capital Outlay Program

Accessibility

- FSS prides itself with accessibility to its customers
- We strive to ensure communications are open, responsive and clear hone calls, emails and texts are returned and answered in a timely manner
- Open dialog

Information

- Provide accurate and truthful information
- Provide the necessary information to each customer enabling an informed decision

Why convert to LED?



Saving

- 50-80% higher efficiency (*lower costs*)
- 50-80% reduction in carbon footprint
- 5-10x longer operational life



Light quality & control

- Control of intensity, direction, color and disbursement
- Remote and automatic control
- Emergency and off-grid capabilities



Ecologically responsible

- No toxic materials
- 100% recyclable
- Minimal infrared and near-zero UV emissions

Solid State LED: Superior Technology

(A light-emitting diode (LED) is a semiconductor light source that emits light when current flows through it)



ENERGY SAVING SOLUTION FOR YOUR BUSINESS

Your Roadmap... To A Successful Energy Audit

FSS assists businesses make a smooth transition to LED by supplying and installing professional grade, high quality LED products. Our trusted 5-step process helps facilitates the conversion to LED lighting with minimal disruption to your day-to-day operations. At each phase of the project, your dedicated project manager will personally manage every aspect of your journey to greater sustainability.

Step 1: Energy Light Audit

Our experienced assessment team will preform a comprehensive energy audit of the current lighting. This will help to identify your new LED replacement lighting requirements.

Step 2: Design & Specification

After the comprehensive energy audit, we will provide a detailed proposal specifically tailed to your requirements. The proposal will clearly define our LED lighting recommendations, identify your anticipated annual and lifetime cost saving, and return on investment (ROI) and payback.

Step 3: Calculation of Savings

We will calculate the energy savings based on the wattage reduction and maintenance savings for an immediate reduction in lighting costs. Reductions are typically 50-80% in lighting energy costs. We will utilize the balance of the energy savings to fund the manufacturing, installation and maintenance of exceptional LED lighting.

Step 4: Supply & Installation

Once the proposal has been excepted, the team will arrange a suitable time to upgrade your lighting. Our installation team is flexible and can undertake work at night and/or weekends to ensure there is minimal disruption to your business.

Step 5: Saving & Maintenance Program

After the installation, you will immediately see a reduction in utility and maintenance costs. At this point, you will pay our share of this saving for the term of the program. Since we own the lights for the duration of the contract, we have no direct clam against any of your assets or property. We also proudly warranty all products over the entire financing term.

An alternative, we can provide Steps 1-4 as a **DIRECT SALE** arrangement.



Energy Savings with Zero Capital Outlay Program

Energy Reduction Services Agreement (Ersa) Program

As one of our partners Photonic Capital, provides complete turn-key financing of energy saving measures through our proprietary **ERSA Program**. The ERSA Program allows organizations to lower their energy bills, improve lighting quality, and reduce carbon footprint with zero capital outlay.

Our ERSA Program covers all costs of manufacture, installation and maintenance of LED technologies which are custom fit to the requirements of the project and optimized for energy savings. Projects can include new and retrofit LED lighting fixtures and lamps, and controls such as occupancy sensors and emergency battery back-up lighting. Our ERSA Program is a unique approach that utilizes the savings in electricity provided by LED lighting as the source of financing.

Ersa Program---how It Works

- Facilities Services Solutions (FSS) conducts an energy audit of the current lighting
- FSS then ascertains the LED replacement lighting
- FSS, based on wattage reduction and maintenance savings, calculates the energy savings
- Reductions of 60-80% in energy lighting bills are typical
- Client keeps 15-20% of the savings - for an immediate reduction in their lighting energy bill
- Photonic Capital utilizes the balance of the energy savings to fund the cost of manufacturing and installation
- Photonic Capital finances these costs over a 5-year term using fixed monthly payments
- FSS will provide the warranties and maintain all products over the entire financing term

Since the lights are financed via energy savings in the Utility Expense line, this approach has positive balance sheet options over a Capital Lease type approach.

Immediate Energy Savings. High Quality LED Lights Installed. Zero Capital Outlay.

Complete Lighting Solutions

Step 1

Reviewing Customer's current monthly electric bill.

Total = **\$30,000/month**

Step 2

Lighting Audit determined that the customer spends **\$12,000/month** on lighting electricity. (The average customer spends around 40% of total electric bill on lighting.)

$(\$30,000 \times 40\% = \$12,000)$

Step 3

The customer accepts the ERAS Proposal to install LED Lights. Conversion of LED lights saves **\$7,800/month (65%)** with NO CAPITAL OUTLY by the customer.

$(\$12,000 \times 65\% = \$7,800)$

Step 4

The customers' new lighting expense for maintenance is now: **\$4,200/month** down from **\$12,000/month**

$(\$12,000 - \$7,800 = \$4,200)$

Step 5

The customer's monthly lighting expense is now: **\$7,800/month**.

A Guaranteed 20% saving of **\$1,560/Month**

$(\$7,800 \times 20\% = \$1,560)$

Step 6

The Customer's ERSA payment is now: **\$6,240**

$(\$7,800 - \$1,560 = \$6,240)$



Why is my energy bill higher since my LED installation?

Bills could be higher if...

- No meter read or estimates of a meter-read
- Outside weather conditions changed
- New or upgraded equipment installed
- Operating hours changed as originally stated in the energy audit
- Additional lighting was added at the facility after the energy audit
- Additional air-conditioning or heat running the prior month
- Your Power Company/supplier placed you in peak demand because of high use of energy (cold or hot spell) and put you into paying peak costs per kWh

There could be many reasons why this bill is higher but let's start by explaining why it CANNOT be a higher kWh.

When we do an audit, we replace higher wattage bulbs and fixtures with high quality low wattage LED bulbs and fixtures. Since the LED is "same power on/same power off" there is no spike in power when turned on. They are replaced with bulbs and fixtures that are at least **55% LESS POWER** then what had previously existed. For that reason, the LED lights could never be higher than what was there.

When we replace any light bulb or tube with high-quality, low wattage LEDs, we reduce the electricity consumption resulting in saved money. For example, we typically replace a 400-watt high-pressure sodium light with a 150-watt LED lamp, saving 250-watts and the LED light will produce a brighter, better light. Multiply those savings by all the bulbs and tubes that are replaced with LEDs in the facility. In other words, 250-watt saving is still a 250-watt saved regardless of whether 1 or 100 air conditioning units are running. *(NOTE these savings from wattage reduction are independent of the AC units or other equipment in the building)*

In conclusion, a LED cannot cause a higher energy bill. Once you install a LED that is few watts, it will ALWAYS be fewer watts.