



CHALMOR LIFESAVER

Chalmor's award winning LifeSaver 'pay as you save' scheme enables organisations to upgrade lighting, heating and controls with no capital outlay.

Instead, the lighting installation is funded through quarterly payments, which are less than the money saved each quarter from reduced costs.

LifeSaver example

Capital expenditure after first year (traditional procurement) = £70,000

Capital expenditure after first year (Lifesaver procurement) = £0

Pre installation Scenario:

Warehouse with 200 x 400w high bay discharge fittings

Electrical load including circuit losses = 96kWh

24 hour/364 days operation, annual running hours = 8,736 hours

Annual consumption 838,656 kwh

Electricity costs @ 8.0p (inc. CCL)

Annual energy spent £67,092.00

Annual Maintenance per annum £3908.00

Lamp life average 12,000

Running cost of £71,000 per annum

Post Installation Scenario:

200 x Brilliance 4 x 54w T5 fittings:

Electrical load = 43.2kWh

24 hour/364 days operation, annual running hours = 8,736 hours

Annual running hours = 5,242 hours (including occupancy and daylight control)

Annual consumption 226,454 kwh

Electricity costs @ 8.0p (inc. CCL)

Annual energy spent £18,116.00

Annual Maintenance per annum £884.00

Using long life lamps with negligible depreciation

Running cost of £19,000 per annum

Total financial saving on energy and maintenance = £52,000 per annum

Traditional Procurement Route

Initial capital outlay = £70,000 in first year. (including installation and commissioning) Monthly payments = £5833

Savings £1000.00 per week for life of fittings

Capital expenditure by end of first year, after savings = £18,000





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LifeSaver Procurement Route

Initial capital outlay = £0

Quarterly payments, in arrears, = £6,000

Quarterly savings (52,000 / 4) = £13,000

Annual payment = £24,000 Monthly Payments = £2000

Annual saving = £52,000

Capital expenditure by end of first year, after savings = £0

Financial saving at end of first year = £28,000

Financial savings over 3 year PAYS contract = £84,000

Ongoing annual savings after first 3 years = £52,000 per annum

Plus

The Lifesaver procurement route can offer additional benefits including:

- **Monitoring:** Pre- and post- installation monitoring ensures maximum savings continue to be achieved following installation and commissioning.
- **Savings protection visits/ Soft Landing Visits:** We will commission the system and revisit over the contract period to ensure savings are maximised. Our Soft Landing visits deliver the perfect balance between user comfort, functionality and financial benefits to the company.
- **Assistance in sourcing external funding:** Chalmor has extensive experience in identifying appropriate grants, loans and sources of additional finance and incentives and we can assist with navigating the often complex application processes.
- **Peace of mind:** All Lifesaver contracts are accompanied by our Super Service Plan; an extended warranty scheme for the duration of the contract. In this way all financial risk is transferred to Chalmor and any problems are dealt with swiftly and efficiently.

The Lifesaver scheme is available to all organisations subject to status.

