

The **GREENLIGHT** Programme



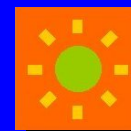
**One simple decision...
One amazing set of benefits
for your organisation**



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EUROPEAN
COMMISSION**

Lighting in European non-residential sector

- ~ 1/3 of electricity use in commercial buildings
- ~ 200 TWh/yr in service sector
- Electronic ballasts = 15% only of market share in 1999.
Low penetration of control systems
- **High energy-saving potential (30-50%)**



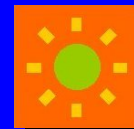
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A new EU programme starting Feb. 2000: GREENLIGHT

– Objectives:

- to reduce the energy consumption from lighting throughout Europe, thus reducing polluting emissions and limiting the global warming
- to improve the quality of working conditions

... While saving money !



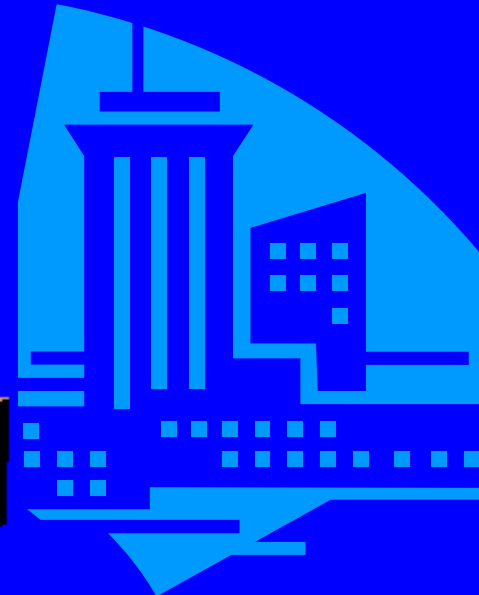
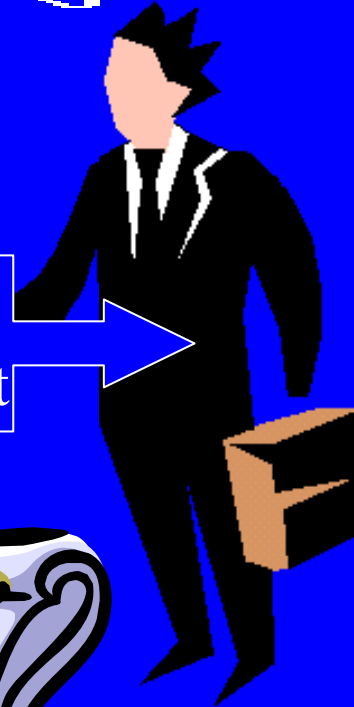
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GREENLIGHT is a voluntary programme

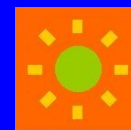
OK to install energy-efficient lighting where:
1) it is PROFITABLE and
2) lighting quality is maintained or improved



Recognition
Info. Support



Top-manager



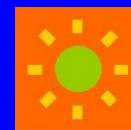
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Details of the GreenLight commitment

Existing spaces

- Upgrade at least 50% of the spaces owned or on long term leases where the investment is profitable*.
- Or alternatively reduce the total aggregate lighting electricity consumption of the spaces owned or on long term leases by at least 30%



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*As **profitability criterion**, the Partner can choose either to use:

(1) an **Internal Rate of Return** of 20% calculated over a period of 15 years or alternatively

(2) the least **Life Cycle Cost** rule over the project's lifetime (minimum 5 years). The rule consists in accepting an energy-efficient lighting investment when the resulting Net Present Value (NPV) of the investment over its lifetime is above or equal to zero.



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New spaces

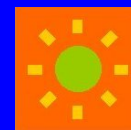
- All new installations shall be chosen so that no alternative installation exists that would:
 - (1) maintain or improve the lighting quality provided by the chosen installation and
 - (2) consume less electricity and
 - (3) represent a supplementary investment that would pass the profitability test





In addition

- Complete the upgrades within 5 years of joining the programme
- Send progress report every year
- Appoint a Corporate Manager responsible for assuring the Programme execution



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Lighting professionals can become GreenLight Endorsers if they agree :

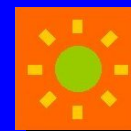
- to promote the GreenLight Programme and its goals;
- to supply the Commission up-to-date information on their products, technologies and services relevant for the GreenLight Programme;
- to educate their clients on the benefits of energy-efficient lighting practices and on the GreenLight Programme;
- to lay out a specific plan for promoting the GreenLight Programme;
- to appoint a responsible person.



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They are MAIN Endorsers if in addition they agree to either :

- create a GreenLight Programme area in their facilities ;
- create a display area in at least five large airports or train stations throughout the European Union;
- help to upgrade and to create a visible GreenLight Programme area at a famous site;
- display endorsement of the GreenLight Programme in all the European advertising for products and services in the lighting area;
- enrol five potential clients in the GreenLight Programme in a year



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 **Gain recognition as an environmental leader fighting global warming**

- Recognition by European Commission:
 - Plaques on buildings
 - Exclusive use of the GreenLight logo
 - Inclusion in the Partnership Catalogue
 - Participation in the GreenLight Awards
 - EU-wide advertising campaigns



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Improve occupants health and productivity

- Make light levels conform to current norms
- Eliminate flicker that harms many workers
- Improve colour rendition
- Reduce glare and disturbing light reflections that cause eyestrain
- Improve workers productivity as data suggest



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Increase customer satisfaction

Beauty may only be skin deep but what your customers see is determined by the light that shines on it.

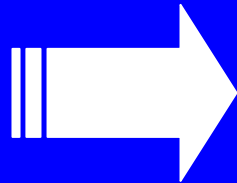
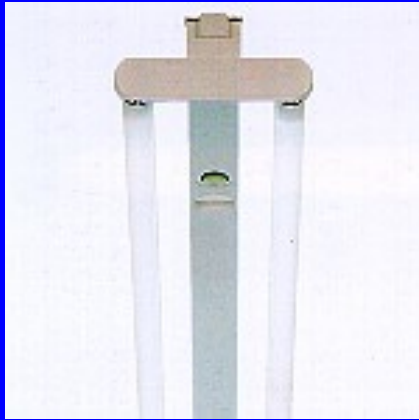


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👍 Become more competitive

EXAMPLE

BEFORE



AFTER



- 72 luminaires of 2 x 40W
- Installed power = 7.7 kW
- No reflector
- Magnetic ballast
- Manual control
- Light level: 90 lux only
- Consumption: 15.500 kWh/year

- 60 luminaires of 1 x 58W (6507 Euros)
- 3.3 kW
- Mirrored reflector
- Electronic ballast
- Stepping control according to daylight
- 280 lux
- 5800 kWh/year



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Become more competitive

In other words...

- Much better lighting quality
- Savings = 2170 Euros/year
- Prevention of emissions of 5 Tons/year of CO₂

...All this for only a 3 year payback time !



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Get support

- Success stories
- Implementation guide
- Financial guide
- Maintenance/waste disposal guide
- Contacts



- Fundamentals
- Survey/upgrade guide
- Software

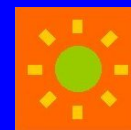
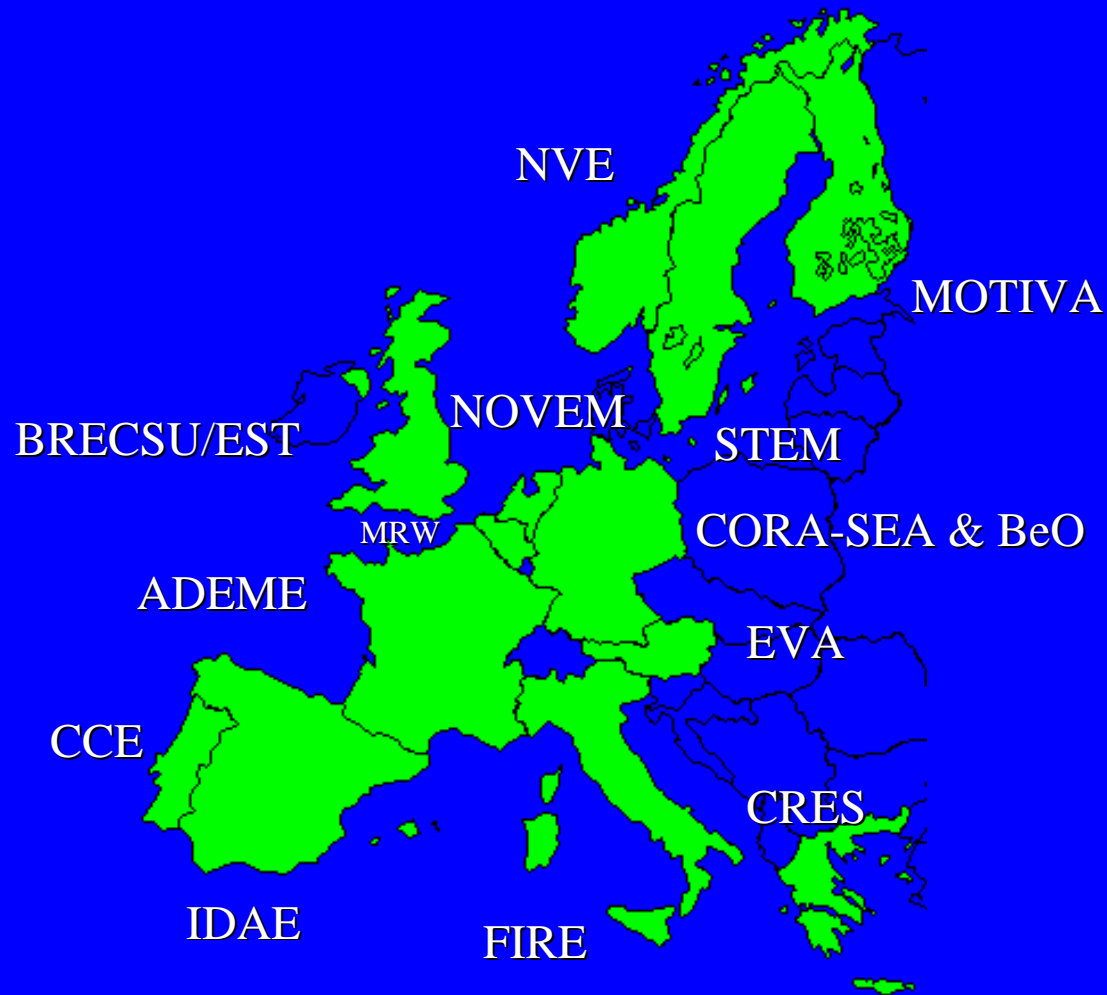


Http://www.eu-greenlight.org



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Strong support from 15 Energy Agencies



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Be Part of a European Movement



Ask for a complete registration form
with programme details:

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e-mail: paolo.bertoldi@cec.eu.int

WWW.EU-GREENLIGHT.ORG



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