

Lighting Upgrade and Retrofit Design Services

A comparison for consideration

Federal EPACT energy tax benefits, rebates by power companies and operations cost reductions provide incentive to upgrade lighting systems in commercial buildings. Most lighting upgrades today are provided by ESCO's (Energy Service Companies) that provide both equipment and services. While ESCO's bring a variety of experience they are in the business of selling products, often at high margins and most importantly do not offer the benefits of using an independent professional lighting designer. To illustrate the difference between these services, please review this brief, generalized comparison for your consideration.

The most important benefit from using Illuminart is a reasonable assurance of 'lighting quality' solutions. Reducing energy costs is important, but not at the risk of poorly lighted environments that affect the people using the space over the life of the building. Contact our office or visit our website for more information on how we can help you.

	ESCO's	Illuminart
Technology	Reasonably knowledgeable about the products they specify and sell	Very knowledgeable about numerous industry technology solutions and suppliers / product options
Specifications	Single name specification of their products	Has product knowledge and new ideas from a wide range of manufacturers and system solutions
Education	Is informed only about their specific product lines and methods to sell their services	Brings knowledge and new ideas from attending international lighting / energy education programs
Solutions	Provides solutions to reduce energy and optimize product sales. Example; specify one for one replacement of light fixtures or lamps	Provides solutions to reduce energy but also keep equipment costs lower. Example; may specify reducing the number of fixtures and lamps
Initial Budgets	Job cost is based on ROI and ability to sell the job	Discuss budget with client parameters early based on ROI for various areas. Provides add alternate specifications if desired to reduce cost
Job Costs	Manages job cost to benefit profits. Shortcuts may take place without owner knowledge	Provides the owner with job costing management solutions and timelines with verification of compliance without sales incentives
Methods	May only offer electric lighting retrofit solutions	Provides owner with electric lighting, controls and natural light integration options to reduce energy even further
Life Cycle Analysis	May provide a report to help make the case for their products and services	Provides conservative, professional, transparent reports and realistic numbers with various options for owner decisions based on initial cost and ROI
Principals	May make claims to help sell product and services	Brings independent, professional, evidence based design solutions with no conflict of interest.
Design	Brings solutions based on product availability, highest margins and engineering methods	Provides advanced expertise in a design "process" to achieve the best results for the owners / project needs and expectations
Aesthetics	Primary goal is energy reduction and engineering footcandles. May not have the experience to address lighting quality expectations	Providing a pleasing, quality visual experience is an essential part of the design process and communication
Service Cost	Provides 'free' upfront design services but this time is factored into product profits.	Charges a design service fee which is made up for later in managed project cost, improved ROI and better aesthetics and performance
Service Options	Services are limited to specific areas of expertise	Offers many optional services; daylighting design, light accurate computer renderings, controls systems design, independent system commissioning, maintenance training
International Associates	ESCO's may or may not have companies to service clients world wide	Illuminart can enlist design associates in all regions through the IALD, to assist with project design and management providing local assistance