

Capability Statement





Who we are

At Lighting Partners (LPA) our vision is to provide modern, energy-efficient lighting solutions that reduce energy costs and environmental impact whilst increasing reliability, light quality and productivity.

We have over 25 years' experience delivering end to end lighting and energy solutions across the globe. We provide sustainable solutions to clients such as Architects, Designers, Electrical Engineers, Builders, Developers, Electrical Contractors, Government Authorities, Retail stores and facilities Owners.

With such a broad range of clients we understand the dynamic lighting market and the positive end to end impact each individual project can have for our clients.

We also understand the impact of energy efficiency as a value proposition - energy efficient lighting is often the best and fastest course of action in securing cost reduction whilst also improving light quality. Our range of lighting solutions aims to optimise efficiency and light quality whilst providing a return on investment.

We have extensive experience in delivering lighting solutions for retail, commercial, education, healthcare, industrial, street and road lighting and residential sectors across the globe. With offices in Australia, Asia, North America, Middle East, Europe, South America and the United Kingdom we can supply anywhere in the world.





Lighting Sectors



Commercial

Operating efficiencies need to be considered to provide effective solutions for commercial lighting. Creating an atmosphere through soft light levels with low glare options for workstations assists in increasing productivity. Commercial spaces need to be designed for efficiency.



Education

Using light to enhance communication and improve awareness is essential in learning spaces. Low glare options, optimum colour properties and light levels are key to providing the best environment to study. We understand the need to provide different lighting effects in multiple formats to enhance the capability to learn whilst also considering energy cost savings.



Health

Our approach to lighting healthcare facilities is to understand the needs of the people. Whether it be tunable soft light for a healing environment, bright light for laboratories, lighting that offers safety and comfort, or specific technical lighting requirements for operating rooms. We provide the best possible light whilst aiming to reduce energy consumption considering the 24/7 needs of the medical staff and patients.



Hospitality

Whether a local independent or a global chain, product quality and first impressions count. At LPA we work with you to utilise lighting effect to assist in enhancing product display, increasing operational efficiencies and ensuring the impact to the customer is positive and long lasting.



Residential

We use intelligent lighting that can transform spaces, creating tone and an atmosphere in a room. We understand the need to have balance between task, ambient and accent lighting to encourage usage of a well-lit room. The use of LED solutions for residential projects have the advantage for the client of being virtually maintenance free, lower running costs as well as cool to the touch.



Retail

Retail lighting requires different thinking for varying needs for different brands. From custom developed options to cost effective solutions for a consistent brand image across a global retail store roll-out, we tailor the solution to your need. We understand the need to showcase your product to your customers, our expertise in lighting design ensures we consider cost efficient and sustainable lighting options to enhance the customer flow starting at the shop front.

What we offer

Our flexible model allows our clients to choose from individual services or combined services to create a customer-orientated lighting solutions package. We do the work to ensure you are provided with a solution that gives the best possible lighting results. We have delivered projects in over 60 countries across the globe. Our experienced team, access to global warehousing and product sourcing means we can deliver projects efficiently and effectively anywhere in the world.

Client Needs

We've learnt through experience that to deliver successful projects, it's crucial to fully understand the client's particular needs and adapt our services and solutions to those needs. We consider things as the brand experience and overall strategy, particular site (or multi-site) considerations, desired time for completion and whether the client's project is a one-off or a complex, multi-year program of work. We also look to maximise energy efficiency to drive bottom line savings and environmental impact.

Finance Solutions

We can provide finance partnering or staged finance for large scale projects, reducing the need for our clients to access capital funding.

Design Services

Design is at the heart of everything we do. We provide customised and impactful solutions that consider zones, layers and fixtures to achieve the best possible lighting effect whilst reducing maintenance and energy consumption.

Global Sourcing

We are able to leverage significant global reach with offices in UK, USA, Latin America, Middle East, Australia and Asia. This global reach extends to product sourcing where we have supplier relationships with lighting manufacturers from across the globe. We work with our suppliers and manufacturers to be at the forefront in finding efficiencies in product, both in hardware quality and to optimise performance.

Project Management

Working as part of the clients extended team we manage supply, delivery, approvals and product lead times to ensure deadlines and budgets are met anywhere across the globe.

Distribution and Logistics

Our distribution and logistics team plan, implement and control stock to ensure an efficient and effective service to our clients. With resources across the globe including warehouses in America, the UK, Asia and Australia, we have the ability for worldwide distribution allowing us to meet strict deadlines.

Implementation Support

We directly support the joint project team throughout the installation process to ensure correct setup as per the lighting plan. Upon installation, the joint project team will complete and signoff a lighting installation checklist. If appropriate, we support the installation services team to deliver a site-specific aiming and focussing service to ensure the lighting is accurately positioned to highlight and accent the product and lead clients through the store.

Relationship Management

We believe in the quality of our products, they are backed with supplier and or extended warranty periods for up to 7 years. We provide refresh opportunities to continue to reduce costs in maintenance and energy consumption for longer term periods to save our clients time and money.





Why upgrade lighting?

Energy efficiency is a value proposition - it reduces bills and the negative effect to the environment. Energy efficient lighting is often the best and fastest course of action to secure efficiency gains, and improve light quality at the same time.

- **Reduce energy costs**
More efficient lighting can yield significant savings in energy costs.
- **Reduce maintenance costs**
Modern LED lighting can have a typical lamp life more than 8x that of older technologies.
- **Improve reliability**
The longer life of LED lights can improve reliability, enhancing safety and productivity.
- **Increase productivity**
The right levels of light can positively affect the performance of workers.
- **Increase Power Factor Correction**
Improve power quality to reduce electrical equipment failure.
- **Return excess energy to the grid**
Solar lighting can return excess energy to the grid and also reducing wiring related infrastructure costs.
- **Established Return on Investment (RoI) Model**
Develop business cases through established RoI modelling.

Energy costs are rising all over the world. Modern, energy-efficient lighting solutions can enhance both form and function, improve safety and security but can also save significantly on energy costs, reduce environmental impact whilst increasing light quality.

Lighting upgrades put improved energy efficiency within easy reach of your business no matter your motivation, be it bottom-line savings, environmental impact, social responsibility or a combination of all three. Our experience and range of capabilities in lighting design and commercial solutions integrates seamlessly for planning and managing energy efficiency upgrades. Our holistic approach means your project is managed from start to finish including all specialised activities throughout the project life-cycle.

We offer lighting upgrades for offices, warehouses, factories, hospitals, retail, hotels, car parks and street lighting.



Carbon Footprint Statement and Analysis Review

LPA has partnered with ClimateSI to offer development of sustainability strategies and carbon management plans for businesses. ClimateSI has competent staff, among others, UNFCCC CDM Registration and Issuance team members, UNFCCC CDM Accreditation Assessors, UNFCCC CDM Technical Assessor to provide those solutions.

ClimateSI can measure, report and verify the environmental footprints of organizations, products and/or services. These can help to develop and deploy low emission technologies and solutions, from energy efficiency to renewable power.

ClimateSI are able to help obtain carbon credits form UN CDM, Gold Standard, Verified Carbon Standard, and to achieve carbon neutrality.

Providing sustainability assessment reviews to improve carbon management with:

- Organisational, product or service carbon footprint services
- Carbon footprint support and advice, including certification and reporting of GHG emissions
- Carbon footprint awareness workshops and seminars
- Carbon neutral action plans
- Carbon neutrality of offsetting the carbon footprint

Our range of services include:



Sustainability and climate strategies



Sustainability reports



Project Management



Environmental and social management systems



Supply chain management



Project registration



Market instruments



Project proposals



Carbon credit issuance



Carbon footprinting



Project approvals



Carbon trading



Lifecycle assessments



Climate finance



Carbon neutrality



Meet the Team

John Saunders

Chief Executive Officer

John is the CEO and Founder of LPA. He leads the worldwide business operations and is responsible for the global expansion of the company.

John has worked extensively overseas alongside prominent Lighting Designers, Architects and Interior Designers working with a number of high-profile organisations. Holding qualifications in Engineering and Science he has extensive knowledge and experience in the lighting industry. This has resulted in him delivering energy reduction programs to global leaders in emerging economies. John is driving positive change in energy reduction across the globe.

Paul Rodais

Director

With over 25 years in the lighting industry Paul brings a wealth of experience to the executive and strategic management team of LPA. A Director in the company, he has collaborated on numerous luxury residential projects and high level commercial developments in Australia and worldwide. Paul is responsible for assisting in the creation and implementation of sales and marketing strategies within the group.

His qualifications include a B. Arts. Hons in Interior Design from RMIT and a Masters of Business Administration from its Business School in Melbourne.

Simon Atkinson

President - LPA America

Simon joined LPA in May 2015 as President of the USA operations. He has been in the retail lighting industry for 22 years. Simon has worked with many of the world's leading retail clients and is heavily involved in the design process and in the growth of LPA across the United States.

Ray Marsh

General Manager - LPA Australia

With over 15 years proven experience in Supply Chain Logistics and Project Management, Ray starting working with LPA in 2013 overseeing the successful roll-outs of retail and commercial projects. Ray's knowledge, ability and insight has promoted him into the role of General Manager of LPA Australia.

Atom Cheung

Managing Director - LPA Asia

Atom joined LPA in 2014 as Managing Director of the Asian operations. With over 21 years experience in the lighting industry, Atom has great knowledge in manufacturing and has worked with major retail rollout programs locally and globally.

Amanda Radley

Director - LPA UK & EMEA

Amanda Radley joined LPA in 2017 as Director for the UK and EMEA regions. She has 20 years of experience in the lighting sector specialising in retail and hospitality working with many well-known global brands and their franchise partners to manage their international rollout programs. Amanda is spearheading the growth of LPA in this region.

Research and Development

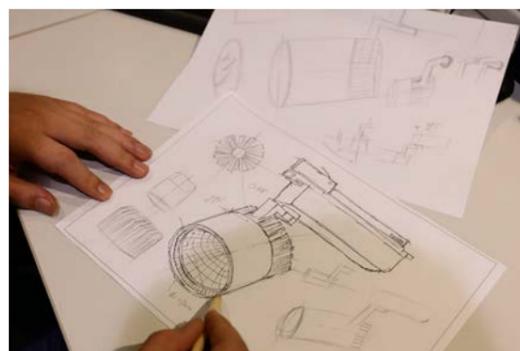
Having access to research from all over the world, our experienced research and development teams design and create luminaires that are at the forefront of innovation in energy efficiency and global trends.

We manage all research and development through to fitting design, allowing us to lead the way in sustainable lighting solutions for Architects, Designers, Electrical Engineers and Contractors.

Our experience across the globe in specific sectors leads our product development process in meeting trends as specified by industry specialists, or developed based on feedback from architects, engineers etc. Our experienced team can develop and deploy a luminaire design for testing and production in a short amount of time, providing our clients with the option of customised solutions.

Evolving trends in lighting requires solutions that meet these varying needs yet also meet certification requirements for different regions. We have the expertise and the capability to meet these needs.

We lead the way in driving evolution and innovation for energy efficient products to meet the requirements of different sectors in different markets, evolving with new technology and design trends to meet the needs of our clients.



Manufacturing

We design and manufacture high quality LED lighting for retail, commercial, healthcare, hospitality, industrial, education and residential applications. Working with our research and development teams, our manufacturing partners are leaders in producing innovative solutions to meet the demands of our global client base.

Our global manufacturing partners design and produce high quality fittings for appearance and functionality. Our custom manufacturing team create fittings that use high quality materials, resulting in high quality light output, whilst reducing maintenance costs and energy consumption.

We have manufacturing partners in locations across the globe for rapid development and volume production, this results in shorter lead times on orders, reduced purchase price and adherence to local certification standards.

Our products are tested for quality, performance and safety. We test temperature, lighting calculations, light distribution curve, unified glare rating and heat sink. This ensures we have the correct lighting calculations to comply with relevant standards across the globe.



Logistics

Working as a global team from various locations, we control distribution and logistics to deliver projects to over 60 countries around the world. We have extensive experience in supporting clients rollout programs - locally, internationally or globally.

With our network of manufacturers, suppliers and office locations our teams are able to get where we need to be. Our global expansion has resulted in a large range of our products being specifically certified for each region and ensuring we can readily service our clients requirements anywhere in the world.

Our logistics team manage the supply chain including planning, implementation, and controls through a unified business management system that provides detailed reporting at any stage of the supply chain process. This software ensures our team, wherever located in the world can control the efficient, effective forward, and reverse flow and storage of goods, services, and related information between the point of origin and the point of delivery in order to meet customer's requirements.

We work with our clients to become part of the extended project team, ensuring tight deadlines are met, working well ahead of the schedule to deliver the project successfully for the client.



Feature Projects

Sydney School of Entrepreneurship (SSE)

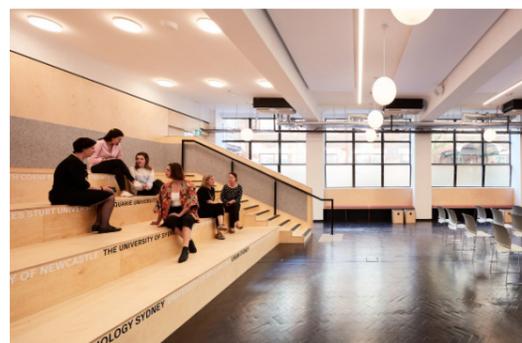
LPA partnered with MAKE Creative by designing and supplying all the lighting for SSE. Working with MAKE Creative we were able to deliver lighting that creates inspirational spaces and is architecturally designed to meet the Art Deco style of the existing building. Lightnet surface and suspended profiles were used to support the straight lines of the buildings, the opal and clear spherical ball pendants and flat simple ceiling disk oysters added character to the art deco architectural design of the building.

Project Type:
Education

Specifier:
MAKE Creative

Photographer:
Luc Remond

Country:
Australia



Feature Projects

Cabrini Hospital Emergency

LPA partnered with Bates Smart Architects and Interior Designers to create a space that provided the highest quality environments for patients visiting the hospital. The brief was to provide a light-filled interior space where the main waiting room spaces have been transformed by large scale, heroic, soft form roof lights which dynamically modify the quality of light throughout the day. The Liquid Line product series created a directional flow throughout the spaces highlighted by customised curves to soften the symmetry between the different spaces within the Centre.

Project Type:
Healthcare

Specifier:
Bates Smart Architects

Photographer:
Peter Clarke Photography

Country:
Australia



Feature Project

Metropolis

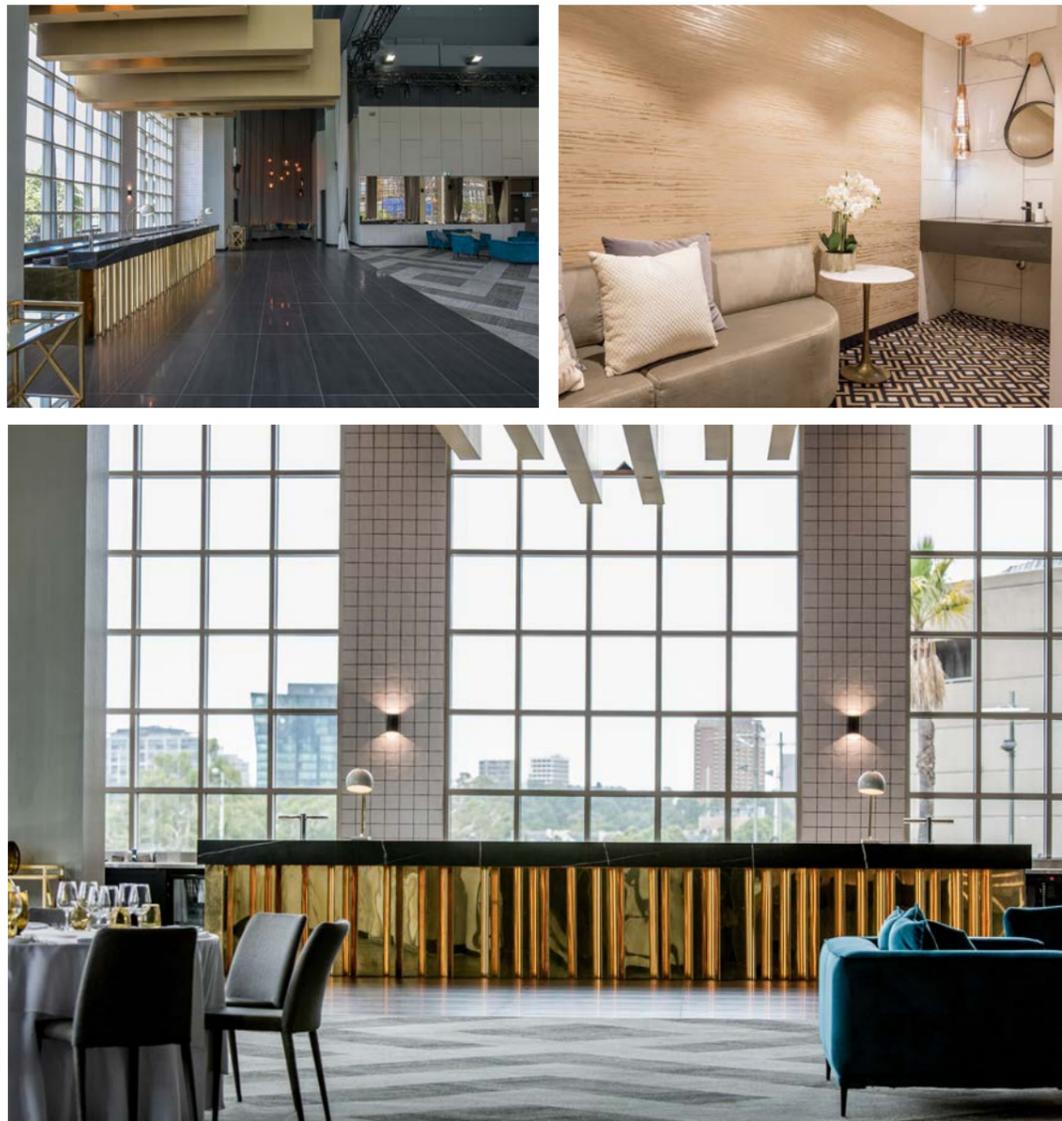
The product selection for the Metropolis was carefully made relative to the function of varying spaces throughout. Specific beam angles and lumen packages played a key part in achieving the correct effect for each area. Dimming was also important for the areas to be adaptable to provide luxury and opulence required for the event spaces.

Project Type:
Hospitality

Interior Designer:
Two Designs

Photographer:
Robin Adams

Country:
Australia



Feature Project

Farage Flagship Store

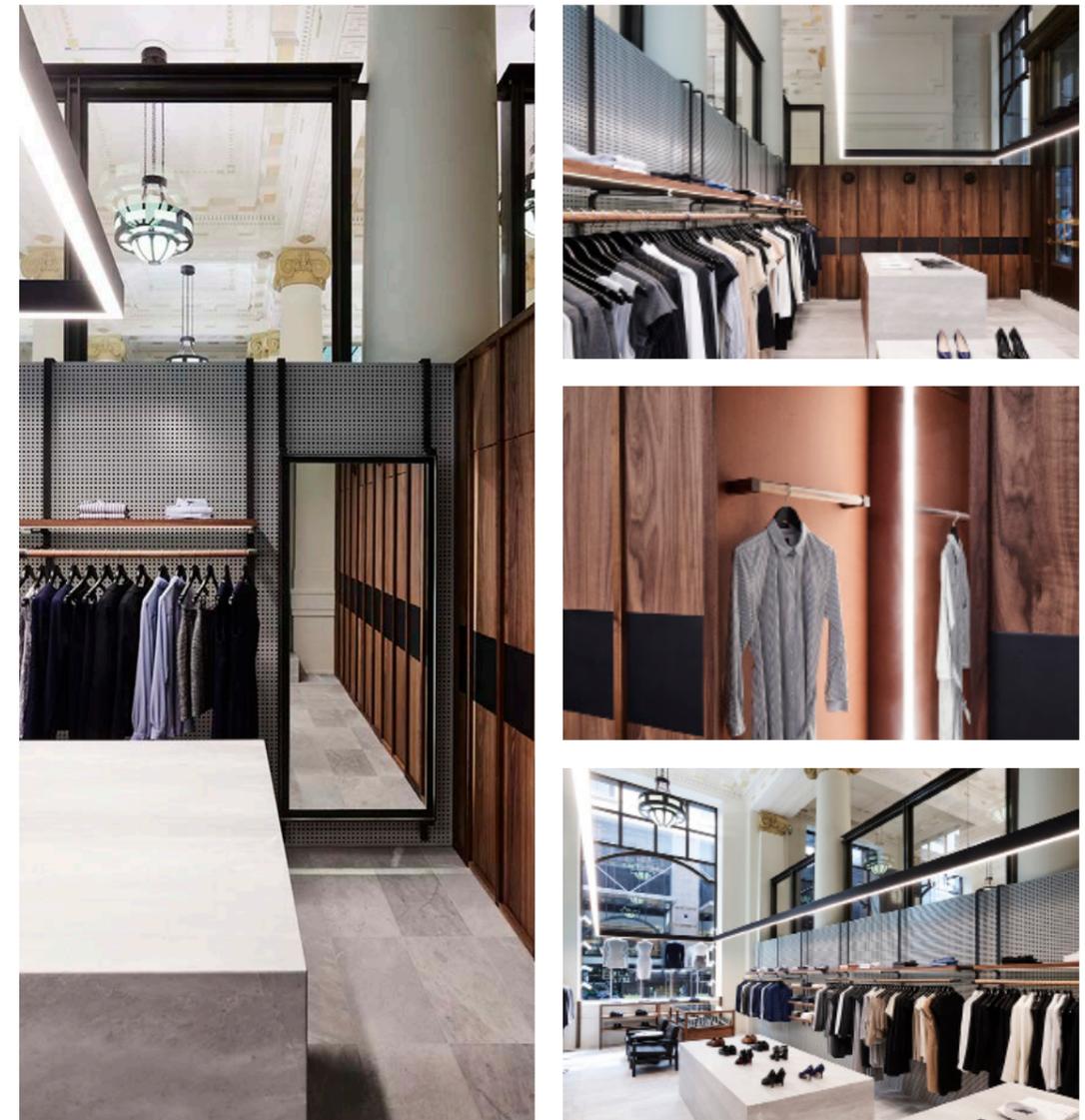
Farage's flagship store in Sydney Australia was designed to make the most of the existing heritage building space. LPA was immersed as part of the client project team from the get go as a high-quality lighting solution was seen as a key to success. Particular attention was paid to ensuring lux levels were harmonious with the carefully selected finishes throughout. Working within the heritage constraints, the team designed the lighting scheme to include such elements as 'floating' pendants cleverly concealing a custom metal frame necessary to meet the restricted number of suspension points.

Project Type:
Retail

Interior Designer:
Greg Natale Design

Photographer:
Anson Smart

Country:
Australia



Feature Project

Accent Group Headquarters

Accent Group has provided an energetic, efficient space for its staff in the Melbourne Headquarters located in Cremorne, Australia. The lighting design was completed by LPA with a range of different spaces requiring unique solutions. The varying spaces provide individual results for staff including private meeting rooms, standing workstations, inspiring boardrooms, a conference theatre, kitchen space and a gymnasium.

Project Type:
Commercial

Photographer:
Suzi Appel

Country:
Australia



Feature Project

Nike NYC Corporate HQ

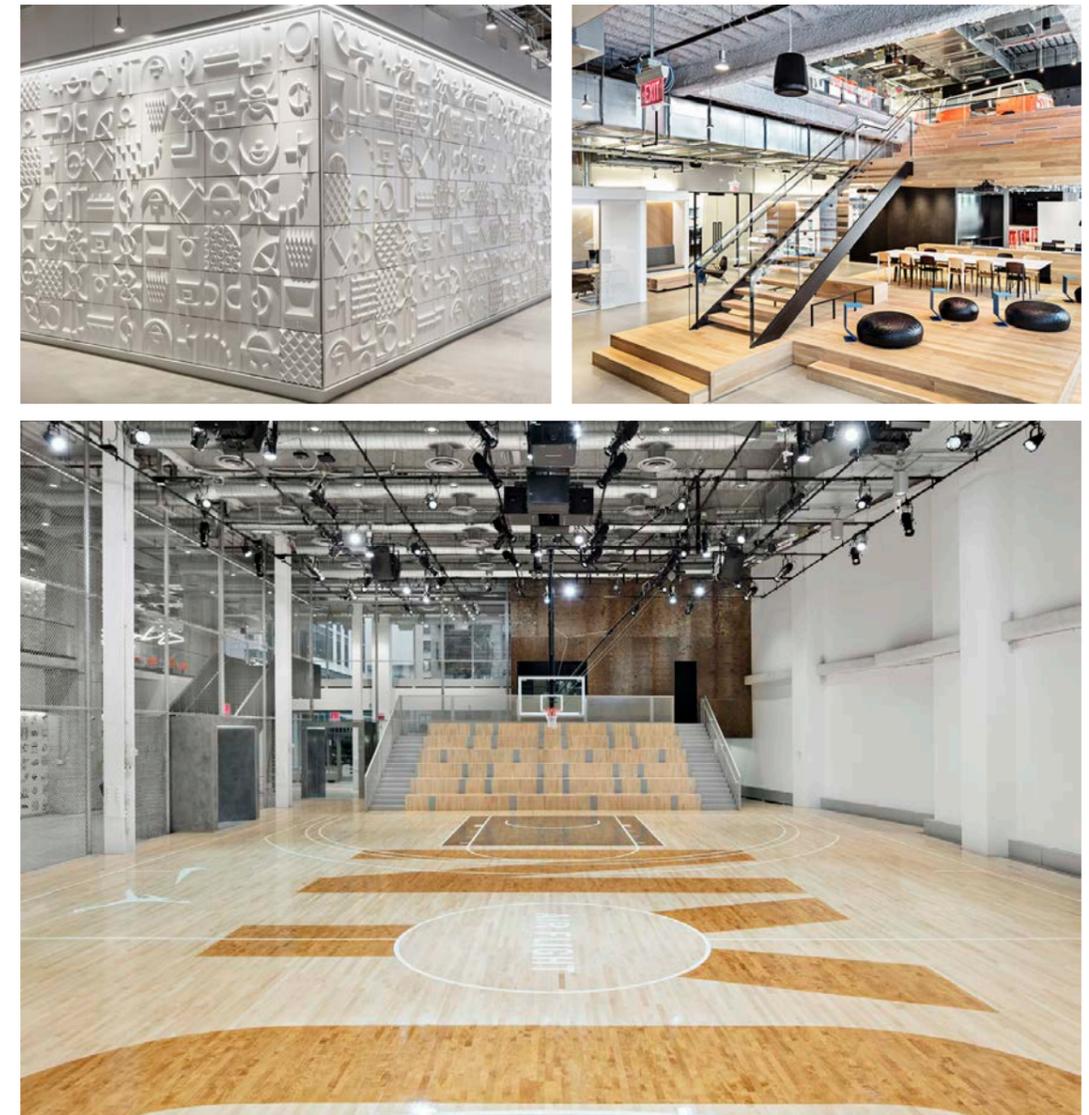
The new World Headquarters for Nike, located at 31st and 6th Avenue in New York, was a 12 month long project for LPA. Working closely with the contractor, architect and lighting designer to coordinate a very detailed lighting scheme. Many lighting elements were made to specific lengths after walls were built and a two story high basketball court with even space was illuminated with theatrical lighting worthy of a Broadway show! A flexible lighting design with an open office concept including many conference rooms and even a VW Bus that can be used for meetings.

Project Type:
Commercial

Architect:
Studios

Credit:
dezeen.com

Country:
United States
of America



Feature Project

Hugo Boss - Shanghai Village Outlet

Hugo Boss opened their new Flagship Outlet at Shanghai Village, the biggest factory outlet to date with 55,000 m2 space covering two floors of sales area with 7m ceilings. LPA worked closely with the Architect to design, develop and manufacture a custom-made pendant system with indirect linear up lighting and high output spotlights. The solution took only 3 months from the first design concept to project handover including product design drawings and prototype testing for mock up. The tailor made lighting solution was delivered on time as per the project schedule.

Project Type:
Retail

Photography:
Atom Cheung

Country:
China



Feature Project

Lexus & Toyota Showroom - Kowloon Bay

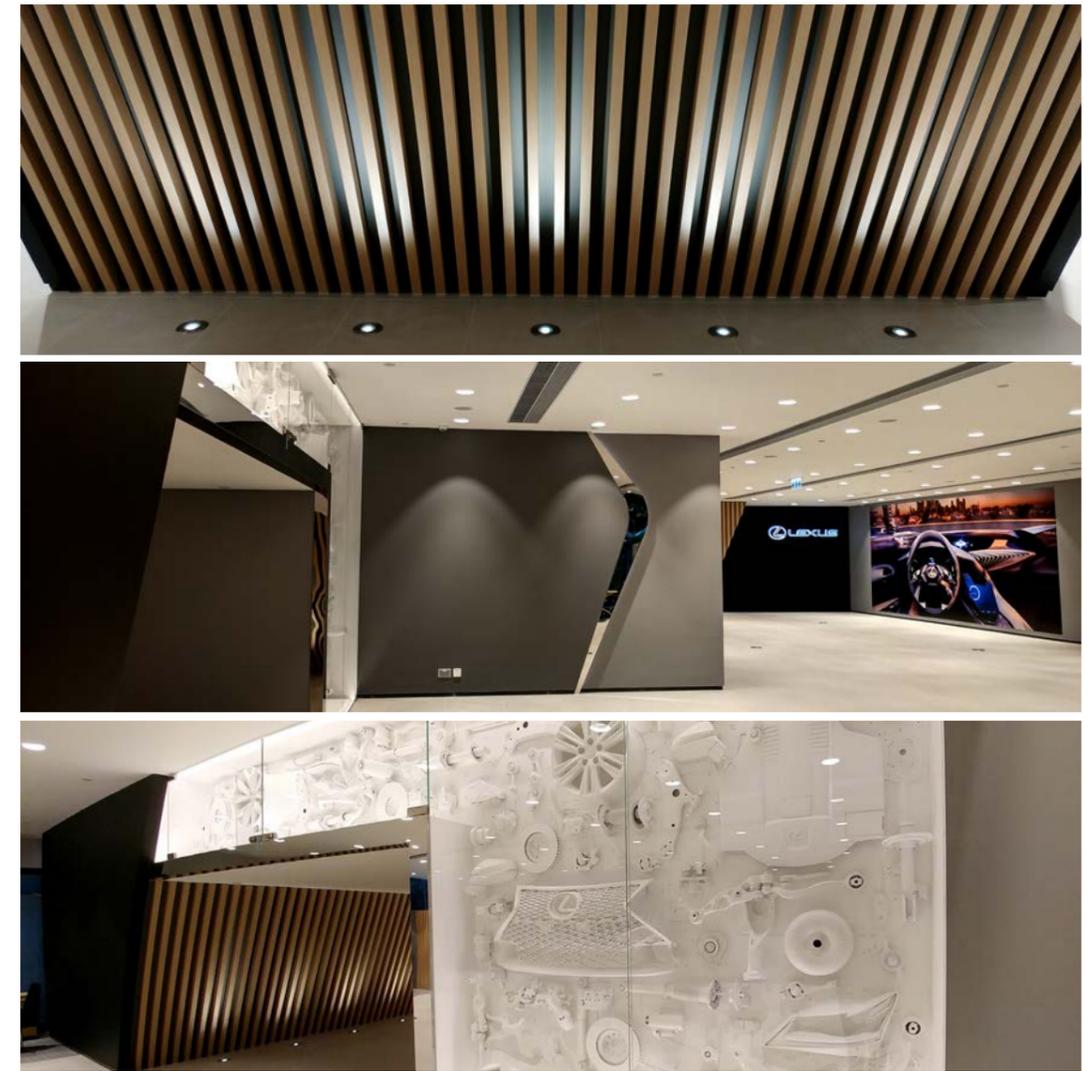
LPA designed and delivered the lighting for the new Lexus and Toyota showroom located at Kowloon Bay in Hong Kong. The lighting design included a track lighting system to provide flexibility for different vehicle display areas. The design achieved different correlated colour temperatures to promote the two brands within the same showroom - Lexus (cool white 4000K) and Toyota (warm white 3000K). Further zoning required perfect lighting levels at the main locations such as the "Welcome Zone", Consulting Area, Vehicle Display Areas, Hospitality Area and Focused Stage Area. The overall impact was perfect lighting levels and high client satisfaction.

Project Type:
Commercial

Architect:
Llewelyn-Davies

Photography:
Koma Wong

Country:
Hong Kong, Asia



LPA has been partnering with the world's leading brands, delivering successful lighting solutions for over 25 years.

During that time we have delivered thousands of projects for our clients across the globe, from the very simplest lighting supply project to highly complex, multi-year programs of work. To this day, we continue to support those clients all over the world.

LPA has built a reputation as a company at the very forefront of lighting design, innovation, R&D and outstanding service.

We Build Partnerships



lpalighting.com