

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.

LPA has 30 years experience in providing services that drive innovative, functional, adaptable and efficient solutions, assisting our clients in building energy optimisation.

Since inception, our primary sales activity has been at the forefront of professional lighting. Developing innovative, custom lighting solutions that meet the exact requirements of our clients in terms of aesthetics, economic efficiency, regional compliance regulations and environmental compatibility.

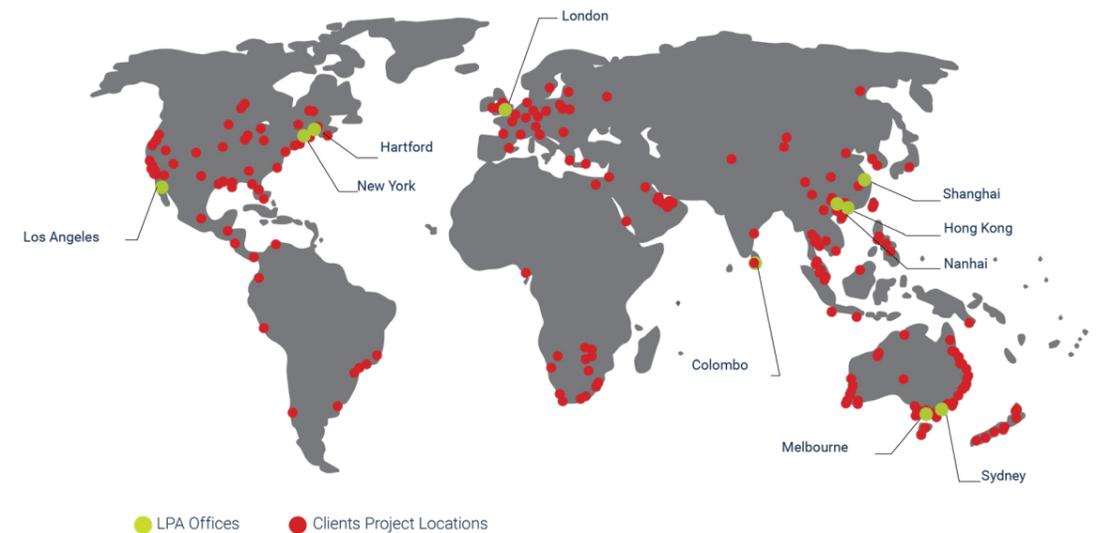
We provide solutions to clients such as Architects, Designers, Electrical Engineers, Builders, Developers, Electrical Contractors, Government Authorities, Retail stores and facilities Owners.

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

Today, our business drives research and development in both lighting and energy optimisation technology. Partnering with WideSky we now offer systems that use data intelligence to assist in managing energy consumption from smart lighting to smart metering, allowing data-driven decisions.

Our flexible business model continues to evolve and adapt to be at the forefront of new IoT technologies so we can build our clients energy independence.





What We Offer

Our flexible model allows our clients to choose from individual services or combined services to create a customer-orientated solutions package. We do the work to ensure you are provided with an outcome that gives the best possible lighting results.

Knowledge & Experience

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.

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 maximising energy efficiency to drive bottom line savings and environmental impact.

Global Sourcing

We are able to leverage significant global reach with offices across the world. 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.

Custom Bespoke Manufacturing

We have the capacity to produce bespoke luminaires for architectural designs. We are able to create concepts, 3D CAD modelling, renders and prototyping within a two to three week turnaround.

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.

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 multiple locations, 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 sign-off 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 space.

Finance Solutions

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

Relationship Management

We believe in the quality of our products, they are backed with a 5 year warranty. We offer after sales support and will work with our clients to provide refresh opportunities to continue to reduce costs in maintenance and energy consumption for longer term periods, saving our clients time and money.

Design Services

Design is at the heart of everything we do. The objective of lighting design is the human response, to see clearly and without discomfort.

At LPA our internal design team features highly experienced and passionate designers with industry understanding. We have the ability to service global design needs and regional requirements due to our global footprint and shared services model.

Using their vast technical expertise, our Design Team will provide cutting edge design, focussing on reducing maintenance and energy consumption whilst improving the overall lighting effect for the client.

Our goal is to support and strengthen the clients brand by creating a relationship between the design and the brand strategy. We thrive on working with brands and design teams, differentiating and gaining competitive advantage through our lighting design and product selection.

Our structure for lighting design includes:

- Concept Development
- Lighting Documentation
- Design Development
- Site Visits (Client meetings and onsite commissioning, if required)
- Project Coordination and Management of both the design stage and product logistics

Our consulting process starts with a detailed brand analysis that delivers our clients real and actionable insights and opportunities, informed by our expert knowledge of cutting edge lighting trends and developments and regional compliance with energy efficiency regulations.

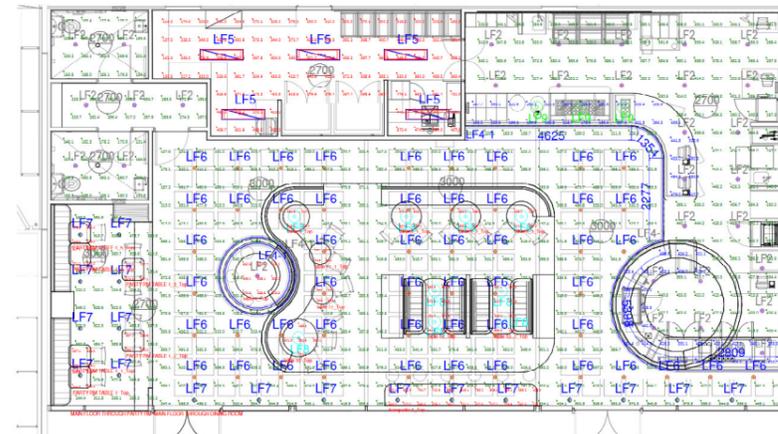
Day to day design of the lighting solution for a specific project will be managed and documented by the LPA Design Team in consultation with the client's design team.

The end result will be a design drawing pack that meets all requirements as specified by the client that also improves the overall lighting effect whilst reducing energy consumption.

Our lighting design would constitute the following:

- A documented lighting design to include both high level and low level documentation
- Suggested detailing for integrated lighting
- Corresponding BCA Calculation
- Lighting schedule outlining the specifications of proposed fittings
- Fitting datasheet pack
- Lighting calculation outlining achieves lux levels and uniformity in accordance with Australian Standards AS1680

Design Examples - Calculations

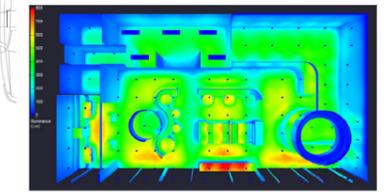


1 LUX PLOT SCALE: NTS

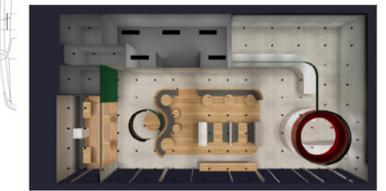
Tag	Symbol	Label	Description	Total Lamp Lumens	LLF	Qty	Total Watts
LF2	○	LF2 LPA 1E13UP11 10W 4300K	LF2 LPA 1E13UP11 10W 4300K	1505.2	0.800	13	480.0
LF5	○	LF5 TFP-14 3000LM 30W OPAL	LF5 TFP-14 3000LM 30W OPAL	2540.4	0.800	5	151.5
LF6	○	LF6 LPA 1E5-4028 14W 3100K	LF6 LPA 1E5-4028 14W 3100K	2207.8	0.800	51	719.1
LF7	○	LF7 LPA A2P3 1500M 15W 4300K	LF7 LPA A2P3 1500M 15W 4300K	1508	0.800	18	268.4

Label	Calc Type	Units	Avg	Max	Min	Avg Min	Max Min	Grid Z
Bar/Bar 3 Top	Illuminance	Lux	705.07	825.8	11.5	1.15	1.15	0.72
counter 1 Top	Illuminance	Lux	251.35	330.9	151.6	0.10	0.43	0.19
counter 4 Top	Illuminance	Lux	458.88	189.0	336.1	1.49	2.25	0.19
FLOOR BEHIND COUNTER	Illuminance	Lux	362.17	463.6	189.1	1.91	2.45	0.19
KV ACACIA BEHIND OLD BOWL Workplane	Illuminance	Lux	365.61	346.0	114.2	1.42	1.13	0.76
KV ACACIA BEHIND OLD BOWL WIP Top	Illuminance	Lux	270.94	117.7	184.6	1.36	1.40	0.19
KV ACACIA BEHIND OLD BOWL WIP Top	Illuminance	Lux	303.84	265.4	131.4	1.44	1.09	0.19
KV ACACIA BEHIND OLD BOWL WIP Top	Illuminance	Lux	203.14	263.8	135.9	1.55	2.02	0.19
MAIN FLOOR THROUGH PARTY RM	Illuminance	Lux	41.32	426.1	17.4	0.35	0.22	0.72
PARTY RM TABLE 1 2 Top	Illuminance	Lux	436.19	429.5	185.0	0.20	0.20	0.72
PARTY RM TABLE 1 2 Top	Illuminance	Lux	268.07	426.0	325.1	1.12	1.21	0.72
PARTY RM TABLE 1 2 Top	Illuminance	Lux	516.10	597.1	455.0	1.14	1.21	0.72
PARTY RM TABLE 1 4 Top	Illuminance	Lux	604.95	663.0	547.1	1.11	1.21	0.72
PARTY RM TABLE 1 4 Top	Illuminance	Lux	527.25	648.4	479.0	1.16	1.25	0.72
PARTY RM TABLE 1 5 Top	Illuminance	Lux	527.42	608.7	441.6	1.19	1.28	0.72
table 6 Top	Illuminance	Lux	548.10	524.5	460.0	1.17	1.29	0.72
table 7 Top	Illuminance	Lux	550.00	526.0	541.0	1.04	1.06	0.72
table 8 Top	Illuminance	Lux	460.00	524.0	505.0	1.11	1.02	0.72
table 9 Top	Illuminance	Lux	515.30	432.7	401.0	1.29	1.20	0.72
table 10 Top	Illuminance	Lux	522.00	339.0	362.0	1.11	1.12	0.72
table 11 Top	Illuminance	Lux	502.00	371.0	328.0	1.11	1.12	0.72
table 12 Top	Illuminance	Lux	571.10	413.1	324.0	1.08	1.13	0.72
table 13 Top	Illuminance	Lux	586.00	430.0	339.0	1.08	1.18	0.72
table 14 Top	Illuminance	Lux	497.00	330.0	234.0	1.20	1.41	0.72
table 15 Top	Illuminance	Lux	531.08	584.8	476.0	1.12	1.23	0.72

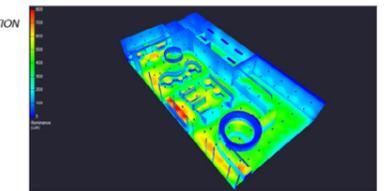
LF4 (1, 2 OR 3) IS NOT INCLUDED IN THIS CALCULATION



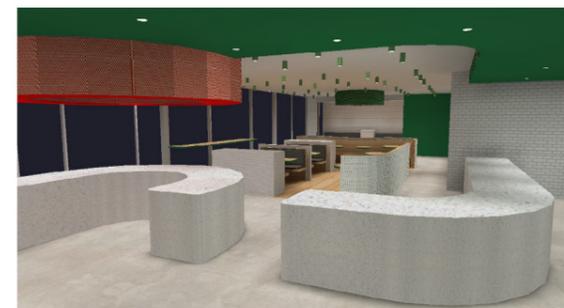
2 PSEUDO COLOUR RENDER SCALE: NTS



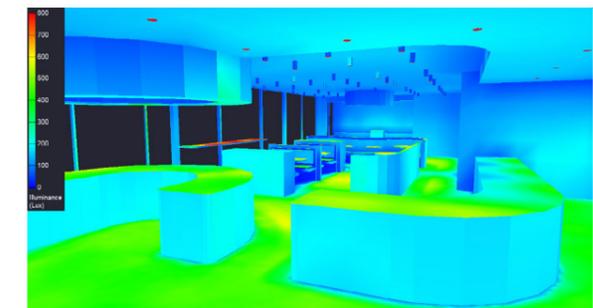
3 RENDER SCALE: NTS



4 ISOMETRIC RENDER SCALE: NTS



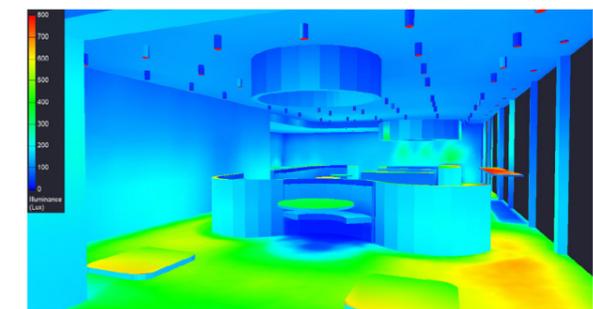
1 RENDER SCALE: NTS



2 PSEUDO COLOUR RENDER SCALE: NTS



3 RENDER SCALE: NTS



4 PSEUDO COLOUR RENDER SCALE: NTS

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.

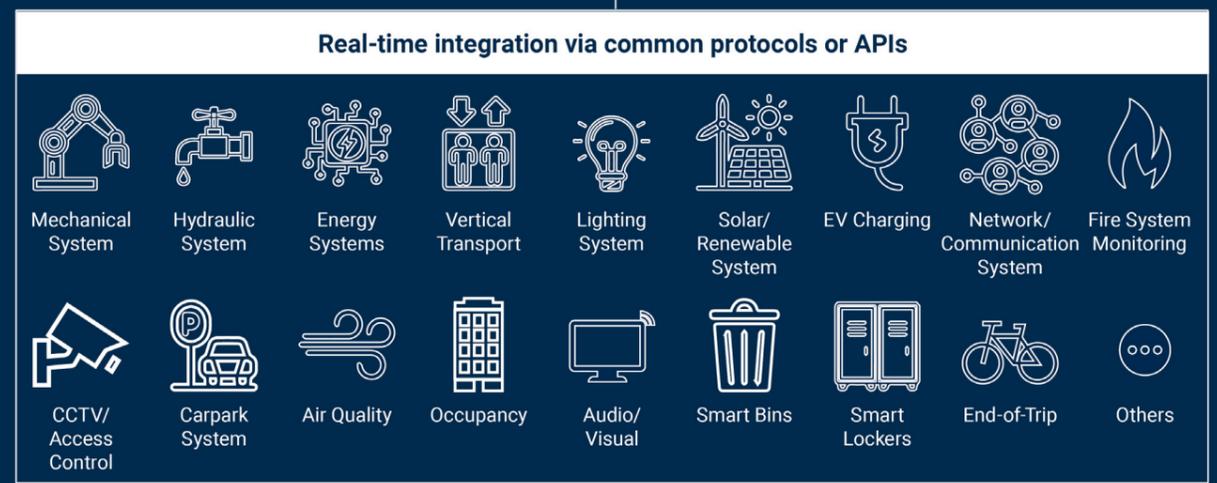
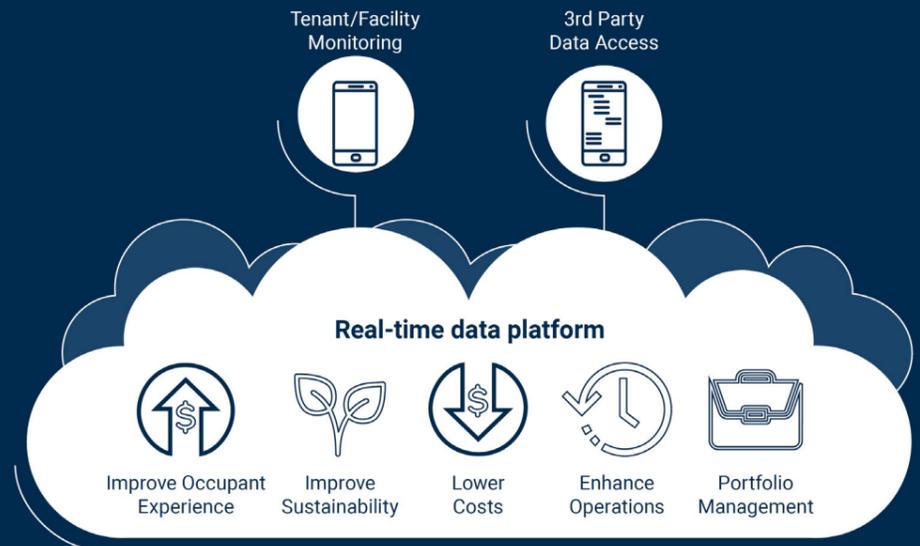
Lighting upgrades put improved energy efficiency within easy reach of your business no matter your motivation, be it bottom-line savings, environmental impact, social responsibility or a combination of all three.

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 stores, hotels, car parks and street lighting.



Data is the key to understanding how to monitor, manage and forecast accordingly to reach sustainability goals and financially plan for the future. WideSky® is a cloud-based solution that provides powerful, real time insights into all elements of your business or facility.



Energy Management Solutions

Absolute visibility over all elements of your system

WideSky® has been developed specifically to monitor, analyse and report on real time energy usage to allow management and cost reductions. Offering both hardware and software in a single solution with a central cloud-based platform, energy managers can access real-time data from multiple locations or a single site. WideSky presents data in a variety of formats available via Android and iOS smartphone apps.

WideSky forms a key element to monetize your energy load flexibility of as demand response service provider in the Australian energy market reviewing:

Types of activity:

- Intensity and location of activity
- Activity flow through time and space
- Activity related to productive output
- Compliance (OHS, Environmental & Regulatory, Security)
- Continuous benchmarking of processes, plant & operational management
- Comparative performance of sites, equipment, and energy sources

WideSky offers high quality data in real time and in full, allowing real time control capabilities for operational costs such as lighting, HVAC, Security etc. Being able to combine energy consumption data from multiple sources with environmental data allows any specific permutation of results to be sent to any user or business unit.

Reduced energy consumption

WideSky provides a tool for users to review, interpret and act on management decisions to be made faster, reducing risk and cost. With the information available from WideSky and the ability to have real-time controls, clients are able to achieve optimal energy efficiency ensuring no energy wastage.

Cost effective compliance and reporting

Bill monitoring and management can highlight abnormalities in your bills and compare the information to the data points from WideSky allowing accurate checking of energy usage. WideSky also allows multiple utility costs to be available in a single bill format. Giving you full visibility over your true costs.

Reduced operational costs

WideSky is a cloud-based program that is developed for your business, you do not require an in-house IT support team to be able to use the system and the data for operational cost saving initiatives such as pre-emptive maintenance or advanced financial forecasting. For multi-site businesses the tiered usage (TenantView) allows anyone within the business can access information at a scaled level appropriate for their position.

People Sensing

A range of people sensing capabilities are available in consolidation with the system allowing for full controls and visibility on numbers, groups, staff exclusion, zones, gender, age, large area monitoring and GDPR compliance. Particularly important for the current climate with compliance reporting on COVID safe.

Sustainability

Reach your carbon emission targets easily with the capability to review real-time accurate data. Reporting on energy efficiency is just a click away.



Corporate Social Responsibility

LPA seeks excellence in every aspect of our business operations and strives to reduce the environmental footprint of its operations along the lines of energy usage, greenhouse gas emissions, chemical use, toxicity and waste. We are committed to ensuring all our products are being acquired and obtained in a responsible, ethical and sustainable manner.



1. Business Integrity

We value honesty, integrity and transparency with our employees, suppliers and manufacturers. LPA demonstrates a level of professionalism that we expect all our partners to follow and adhere to.



2. Our Workers

Our workers are at the centre of our business. We pride ourselves in establishing long term and effective relationships with each and every one of them. We ensure that throughout our operations;

- Our working environments are safe, hygienic and healthy
- Fair wages and equal opportunities for workers

- Discrimination, harassment or bullying will not be tolerated
- All facilities are structurally sound & meet building safety standards according to each market
- Adequate procedures will be taken to prevent any workplace accidents or injury



3. Our Partners

We expect our suppliers and manufacturers to comply with our ethical standards outlined in this policy. It is our top priority that we ensure they are committed to achieving the same outcomes and continually striving to improve all areas of the business.



4. Environmental Effect

LPA strives to integrate sustainability and ethical responsibility in every aspects of our business practice by;

- Minimising hazardous waste usage in our manufacturing process
- Using recyclable components when appropriate
- Avoid using unnecessary materials, recycle and reuse as much as possible
- Reducing our carbon footprint by maximising our energy efficiency



5. Implementation & Review

We will set and monitor key objectives and targets for managing our environmental performance and encourage feedback from internal and external stakeholders. If any stage of our operational process is lacking, we promise to review and ensure we make improvements to deliver a more suitable outcome.





NIKE NYC OFFICE, USA



COUNTRY ROAD, AUSTRALIA



LULULEMON - HANGZHOU MIX CITY, CHINA



EARLWOOD RSL CLUB, AUSTRALIA



DEAKIN UNIVERSITY, AUSTRALIA



TEA FORTE, USA



BALMAIN RESIDENCE, AUSTRALIA



LEVI'S HAUS, UK



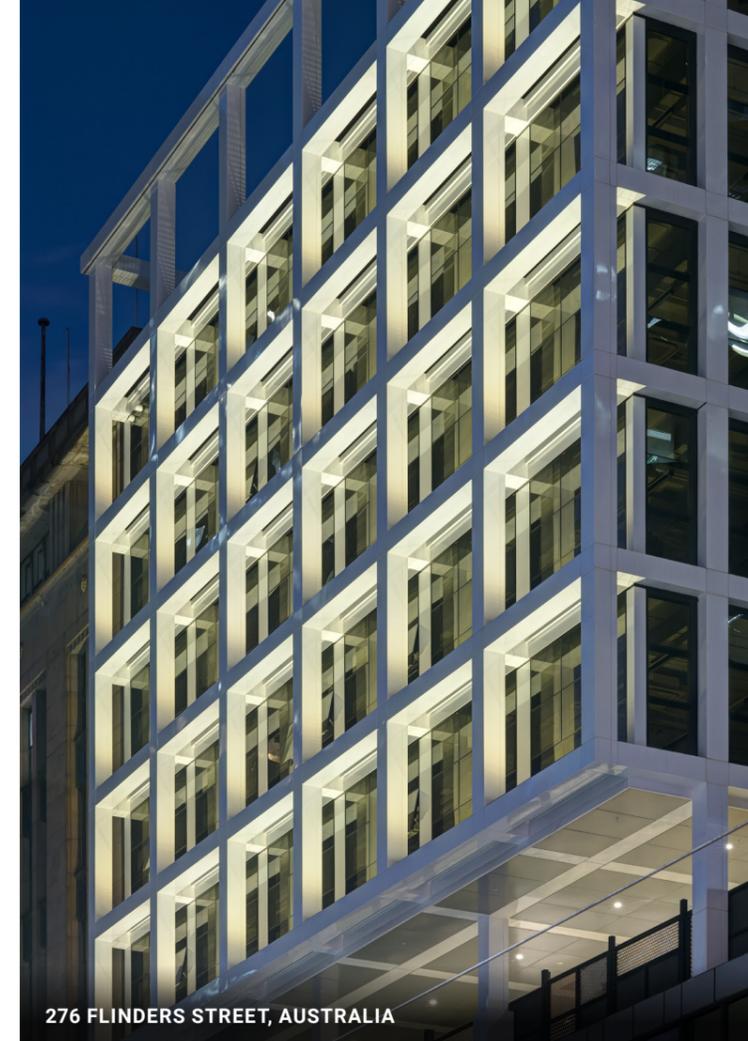
111 PACIFIC HWY, AUSTRALIA



CANADA GOOSE, USA



THE BAYS HOSPITAL, AUSTRALIA



276 FLINDERS STREET, AUSTRALIA



CABRINI HOSPITAL, AUSTRALIA



BACASH RESTAURANT, AUSTRALIA



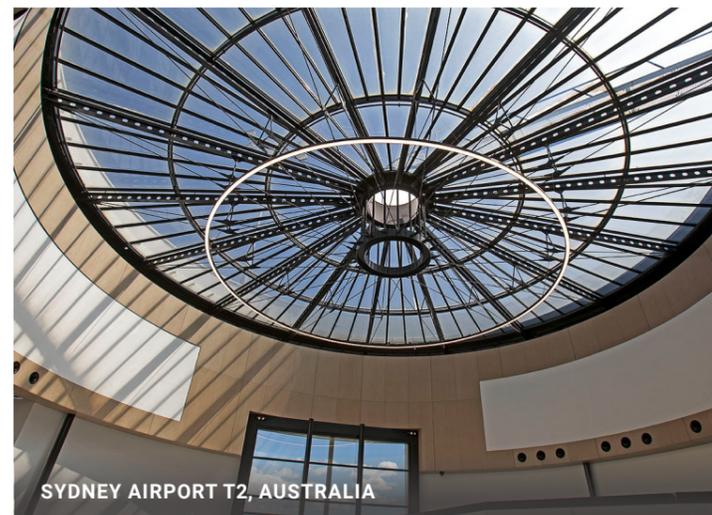
HARVEY NORMAN, AUSTRALIA



NIO SHOWROOM - SHANGHAI, CHINA



DRURY LANE, UK



SYDNEY AIRPORT T2, AUSTRALIA



SOLISIUM, AUSTRALIA



COTTON ON DISTRIBUTION CENTRE, AUSTRALIA



RELIC, AUSTRALIA



SUBTYPE, NEW ZEALAND

Our Valued Clients



We Build Partnerships



lpalighting.com