



Flextronics Lighting Solutions
Simplify Operations and Reduce Costs



Contents

Addressing Your Business Priorities	3
Flextronics Lighting Solutions	4
LED Lighting Benefits	6
The Power Of The Flextronics Platform	7

Addressing Your Business Priorities

Businesses that operate large commercial and industrial facilities need reliable and cost effective solutions to address priorities such as

- Reducing site operational expenses (e.g. maintenance and electricity spend)
- Reducing capital cost and lead times on infrastructure projects
- Meeting corporate environmental responsibility and energy efficiency targets

A key area to address these priorities is lighting. Up to 35% of electricity consumption for commercial buildings and 15% for industrial facilities is for lighting. Lighting retrofits rank high on corporate energy efficiency lists because they deliver immediate tangible value with lower overall cost than most other infrastructure upgrades.

However, to ensure you achieve the full benefit there are a few questions you should address

- Does the solution provide a short payback period and recurring cost savings?
- Does the solution provider have the bankability to be in the market 5-10 years from now?
- Can they partner with us to reduce intermediary and supply chain markups?
- Can they operate seamlessly across all our regional locations and sites?
- Can they accelerate the time to market and economics of new lighting technology?



Flextronics Lighting Solutions

Globally, lighting infrastructure is at a transition point with large scale conversion to LEDs underway. LED lighting is forecasted to reach 65% total market share by 2020. In other market segments, LED adoption has occurred in waves based on price and Flextronics is uniquely positioned to accelerate its adoption in the commercial & industrial segment and drive price efficiencies.

Flextronics delivers a portfolio of LED lighting solutions and services to meet various commercial and industrial application needs including:

- High performance solutions for industrial and warehouse facilities
- One-for-one fluorescent replacement options for retail stores and light manufacturing facilities
- Controllable and easily integrated options for general office lighting and outdoor applications
- Services that reduce procurement costs and streamline logistics to lower capital expenses



Use Cases

- Industrial & Manufacturing
- Food & Beverage Processing
- Warehouses
- Sports/Convention Centers
- Aerospace Facilities
- Cold Storage
- Retail Sites



Use Cases

- General Office Lighting
- Conference Rooms
- Aisles & Work Areas



Use Cases

- Exterior
- Parking Lot



- Luminaire Level Control
- Occupancy Sensing
- Daylight Harvesting

- Scheduling
- Demand Management

- Lighting Audit
- Design & Engineering
- Project Management
- Customer Support

- Installation
- Commissioning
- Disposal / Recycling
- Incentive / Rebate Management

Flextronics reduces the need for intermediaries by providing services that span order fulfillment and sourcing to project finance and delivery of lighting solutions. In addition, Flextronics can project manage or work with your preferred partner on services ranging from lighting audits and design, to post-installation recycling and incentive management.

Flextronics Lighting Solutions will help you:

- **Improve operations and cash flow** by reducing energy and maintenance costs with solutions that provide short payback periods.
- **Meet environmental and energy efficiency goals** by addressing worker safety, waste reduction and carbon footprint targets.
- **Mitigate risk of new technology adoption** by accelerating their economic viability and ensuring reliability for critical applications with a trusted global partner.
- **Take cost out of the purchase process** by reducing markups in fragmented supplier and distribution chains.

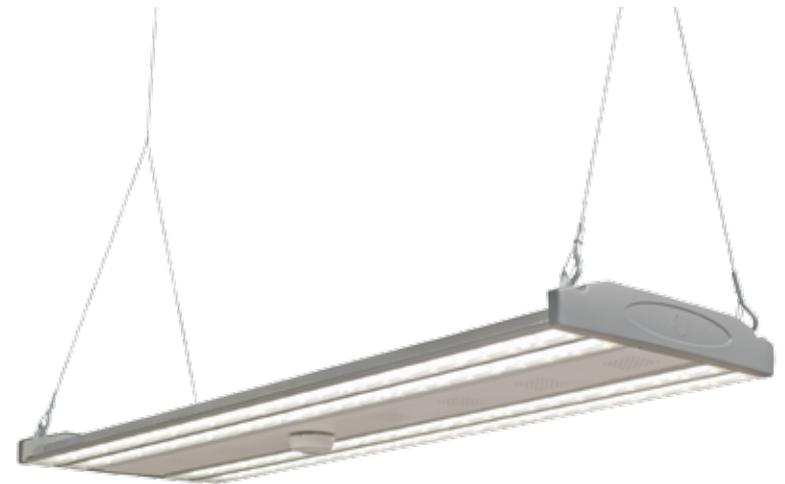
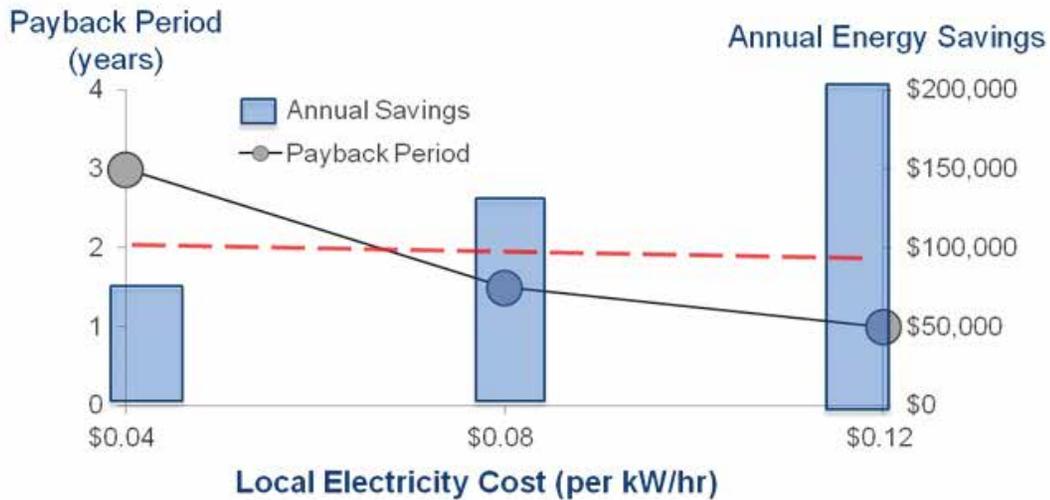
LED Lighting Benefits

LED based lighting solutions provide up to 60% reduction in energy and maintenance costs versus traditional lighting solutions. For a typical 200,000 sq ft building, this amounts to \$150,000 in annual utility bill savings with a payback period under two years as shown.

LED lights have 2-3 times the rated life of traditional lamps, reducing the maintenance cost associated with lamp replacement, labor and inventory. These combined savings deliver a much lower total cost of ownership than traditional options.

In addition to cost savings, LED lights have worker safety and environmental advantages over traditional bulbs

- No risk of shattering during handling or end of life
- No mercury or other toxic material
- No heat generation to impact facility cooling cost



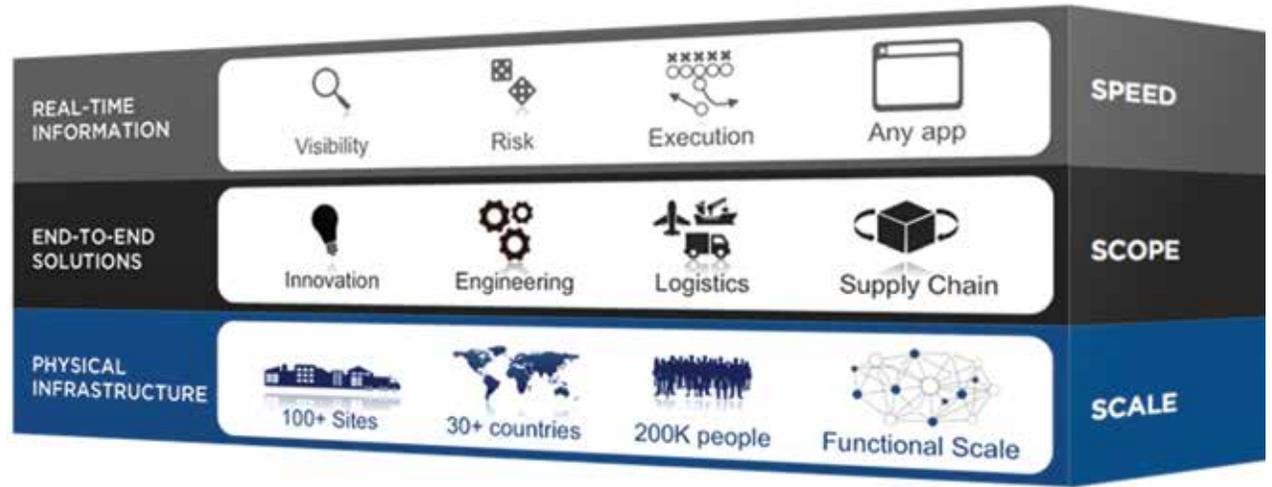
The Power Of The Flextronics Platform

Businesses need a partner who can operate seamlessly across the multiple regions and locations of their sites. Flextronics's global footprint and breadth of capabilities enables it to be a single point of contact for all your lighting needs. We can work directly with you or your preferred partners.

Flextronics brings experienced lighting professionals, a mature development process and the financial resources of a \$24B company. With over 100 sites in 30 countries, Flextronics brings the necessary global scale, reliability and bankability to be your partner of choice.

Traditionally lead time for lighting products is among the longest for facility infrastructure projects. Flextronics can reduce the turnaround time for products given our capacity to deliver volume and configurations to order. In addition, through our Product Innovation Centers and Lighting Centers of Excellence, we shorten the time to bring high quality, new products to market.

Flextronics is committed to commercial and industrial lighting customers. Flextronics Lighting Solutions deliver a portfolio of product solutions and services to accelerate market adoption of LED lighting, optimize the existing supply chain, and reduce overall cost. We want to be your partner of choice for lighting solutions.



To learn more

Contact us at
lighting@flextronics.com

Please visit
www.flextronics.com/lighting



Get the free mobile app for your phone
<http://gettag.mobi>

