



LED Offering

Many Hands Make Light Work

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We are.
LGNZ.
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The
Centre of
Excellence

Draft for discussion

Key LED Learnings from Early Adopters

Lessons from Road Lighting Conference 2015

Political Leadership: Falling Forward – Lead From The Front

Community Consultation: Take the People With You Selling Visible Benefits

Street Level Design: Time Up Front Makes for Bigger Savings Later

Fill Gaps in Asset Register: Right Number Lights for Right CLOS for Right Locations with Right Contract Model

Technology Procurement and Partnerships: Trust is Everything.

Funding: Buying Services with Alliance Contracts, Sharing Pain & Gain

Project Management: Do it once, do it right, cheapest isn't best.

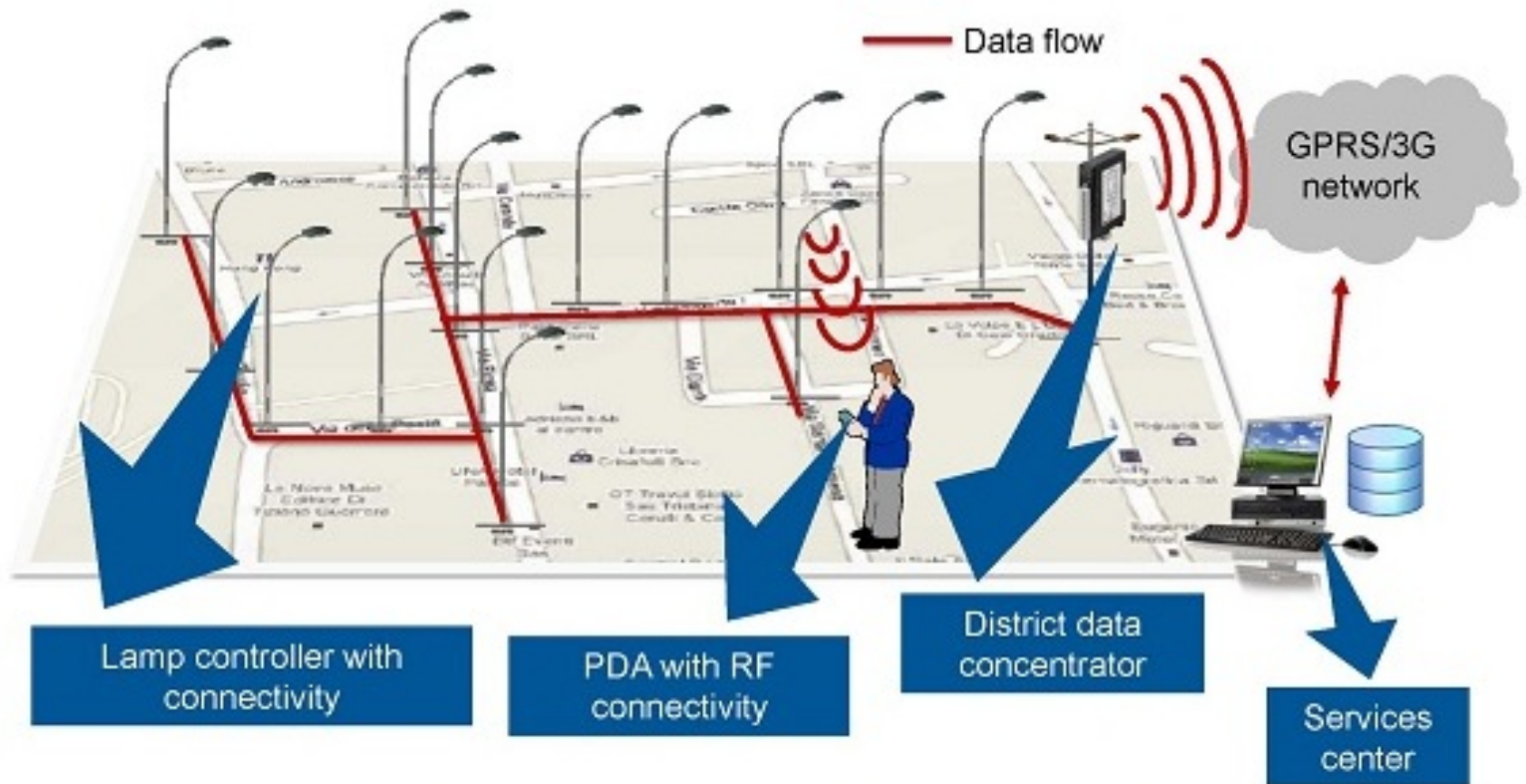
Trim, Dim and Save. Keep Everyone Honest – Meters and ToU Tariffs

LED Benefits

- Huge Energy savings annually
- Excellent Central Operation and maintenance of Street Lights
- Centralized monitoring of all street lights
- Less Labor costs
- Less Capital Expenditure on lamps and fittings
- Less Contract Charges and better Contractors' monitoring
- Improved public image as a cost conscious and efficient public service provider

Smart LED – What Councils Want

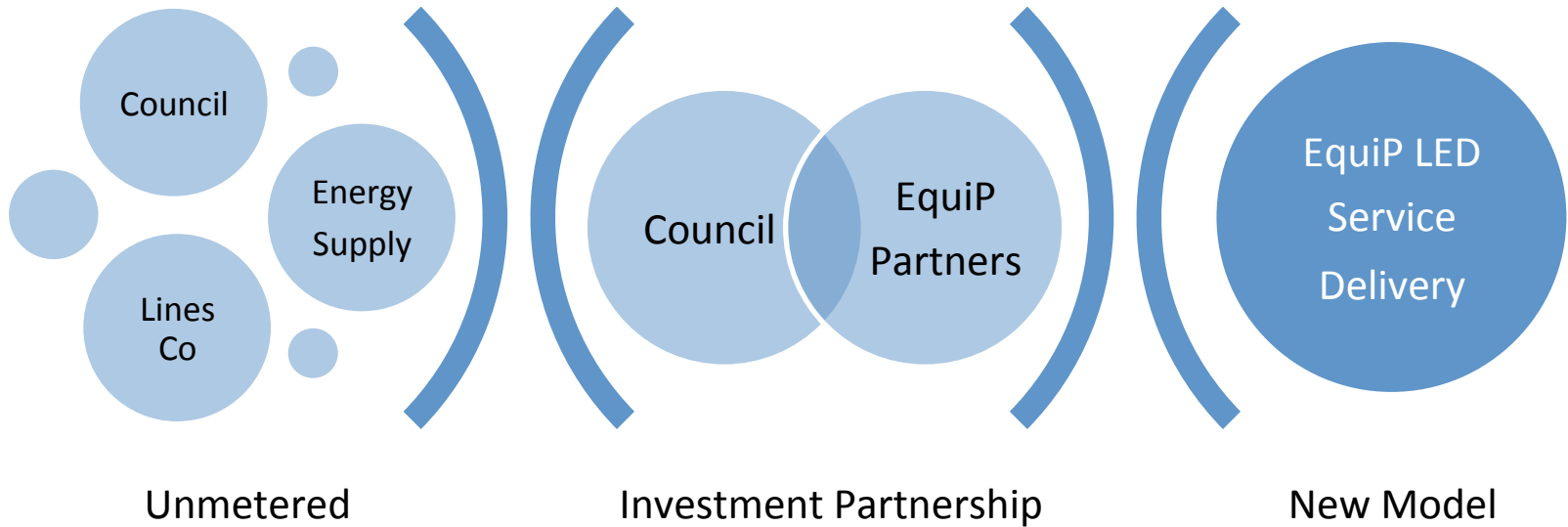
- Enables smart cities with highly-efficient street light driving, advanced monitoring and remote control

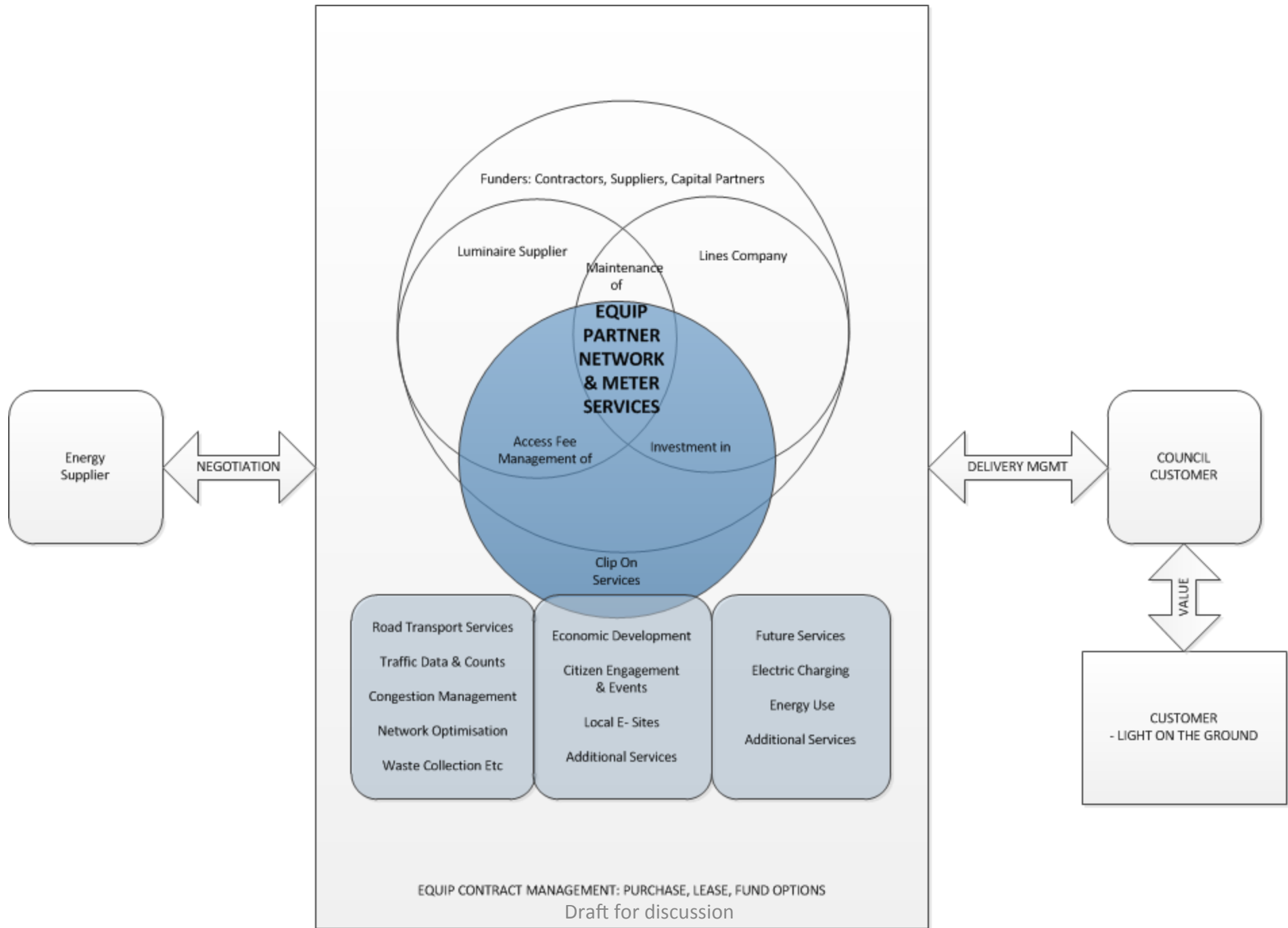


LED Uptake: Barriers & Opportunities

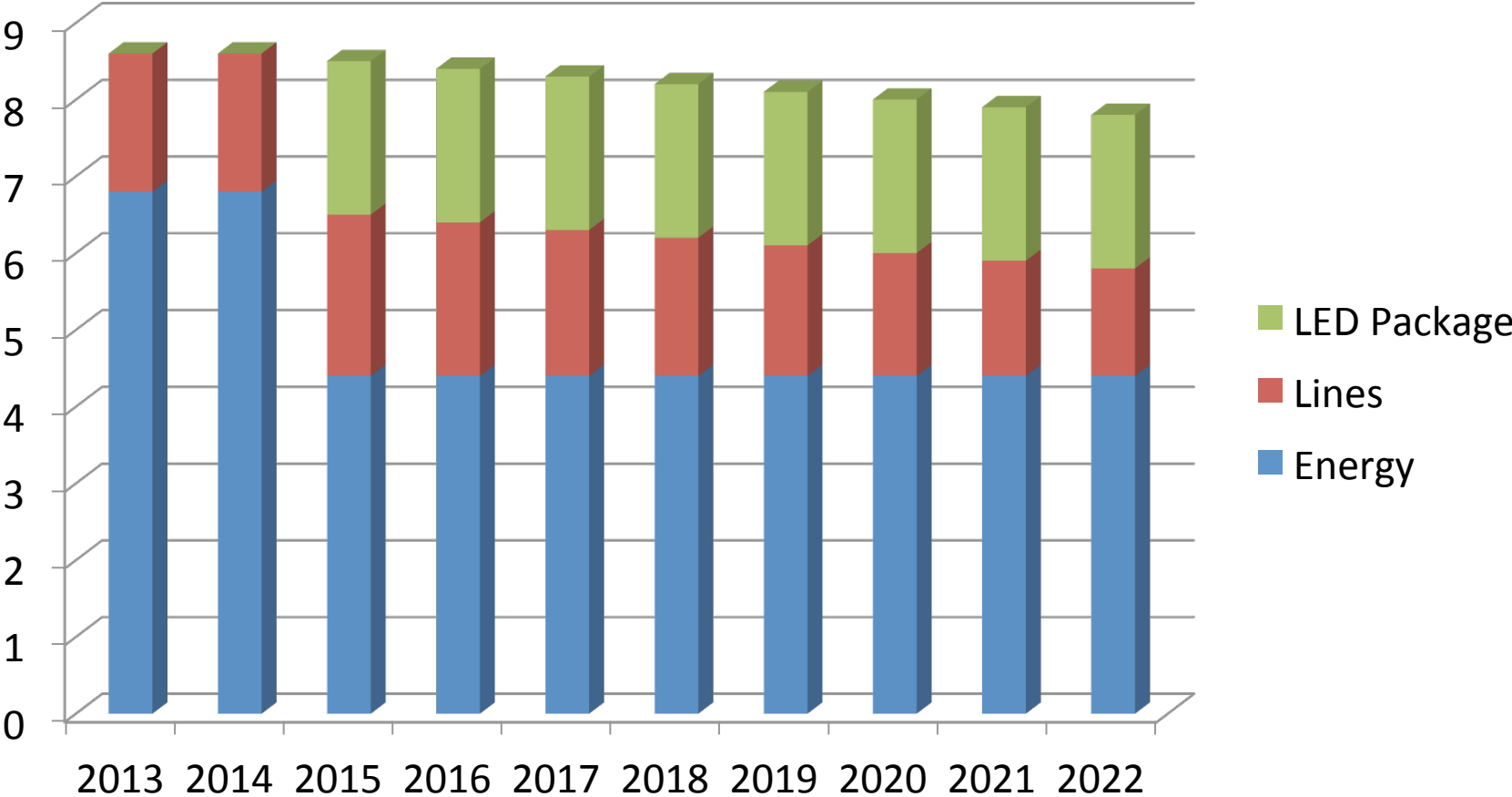
BARRIER	OPPORTUNITY
1. Funding - Local Share, Removal of Capital Cost	Funding Options
2. Lines & Supply - Security of Price and Cost, Delivery of Savings	National Metering and Mesh Infrastructure
3. Ownership - Lease and/ or Own	Ownership Model
4. Services - Cost and Provision of	Bundled and Flexible Services
5. Maintenance – Quality of Response	SLAs with Proven Contractor

New Investment Partnerships

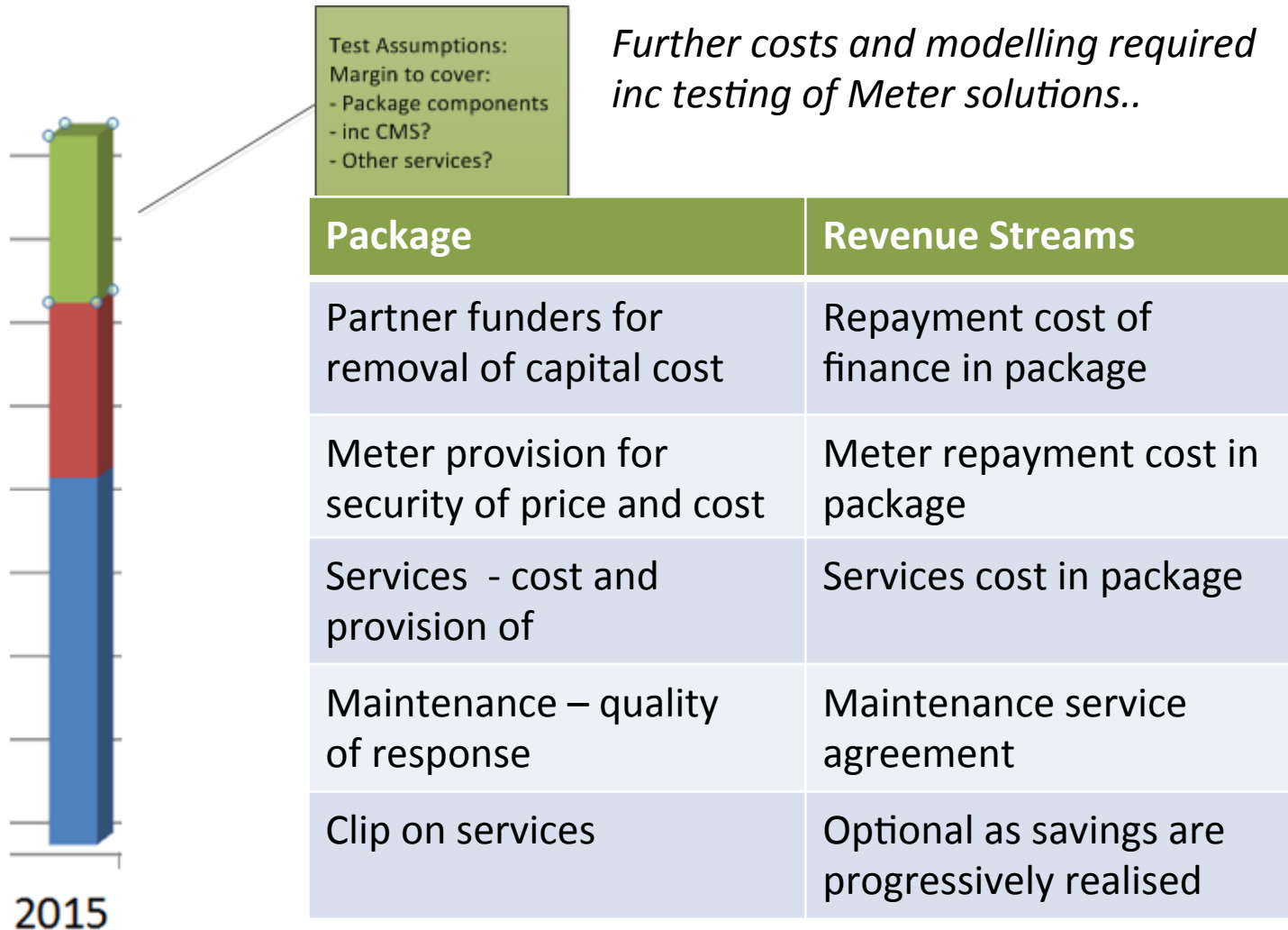




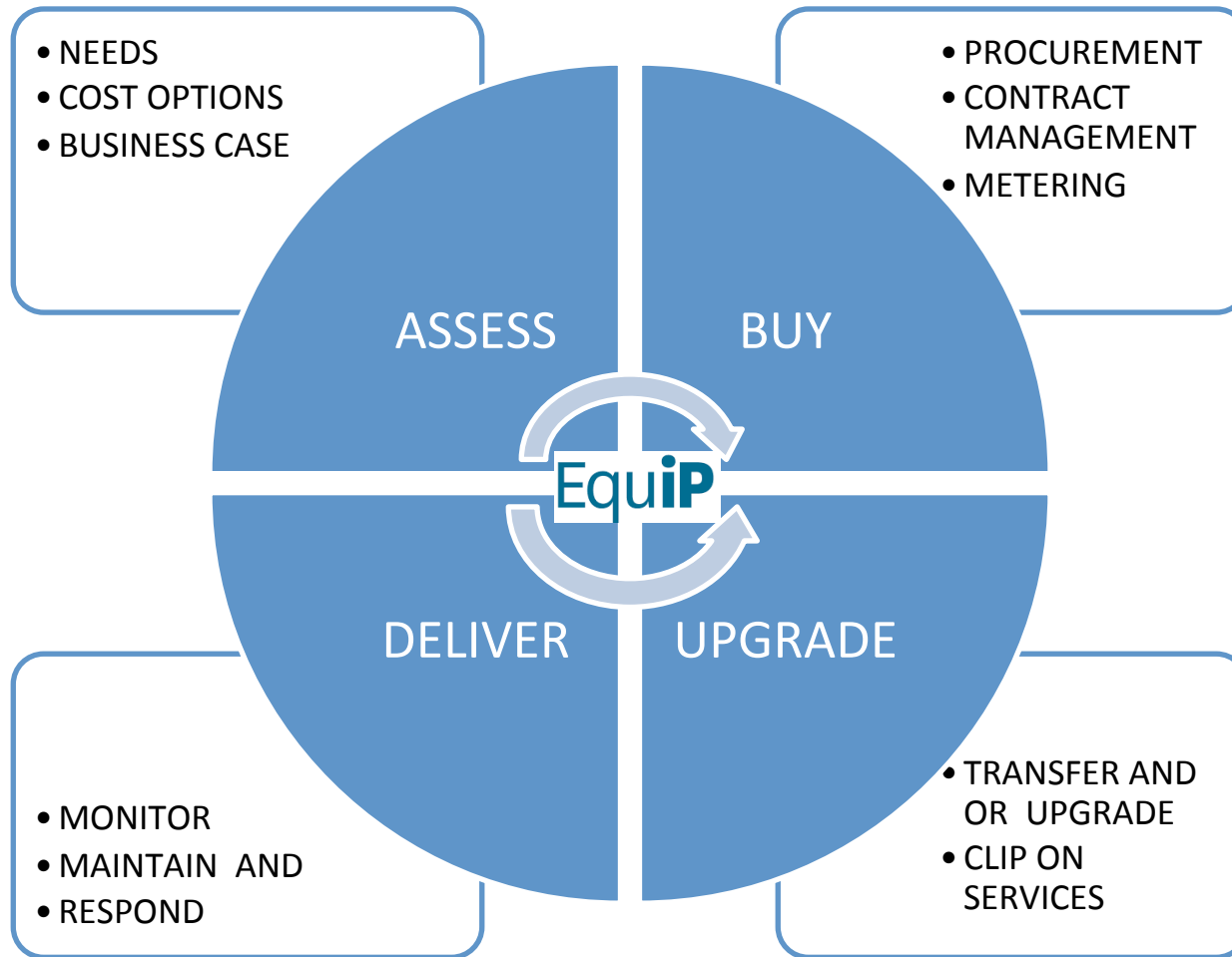
Business Model: Services Package



Services Package Elements



LED Package Menu Options



Key Milestones

- Workshop LED Concept in RCA Forum Aug 7th
- Agree working offer
- Go to market
- Deliver service elements
- Support LGNZ Policy Engagement for Electricity Authority and Commerce Commission Fixed Cost Review (policy submission/ interface) June – Sept
- Scale up offer to national customers.

Questions?

- Interested?
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