HEALTHCARE BUILDINGS
Lighting Upgrade Guide

Reduce energy costs, improve comfort, and modernize your campus with LED.
Upgraded your lighting to LED for **PERFORMANCE, EFFICIENCY & SAVINGS.**

Lighting alone can consume more than 30% of the energy used in healthcare facilities. Retrofitting your facilities with LED can provide immediate energy savings, increase safety, and decrease maintenance costs with clean and easy installation. It's easy to understand why more hospitals and medical centers are supporting LED retrofit strategies for their buildings and spaces.

**HEALTHCARE SAVINGS EXAMPLE:** More capital gain

<table>
<thead>
<tr>
<th>ENERGY:</th>
<th>Power (W)</th>
<th>Annual Hours</th>
<th>KWh</th>
<th>Annual Energy Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXISTING 2x4 Troffer</td>
<td>88</td>
<td>6000</td>
<td>528</td>
<td>$52.80</td>
</tr>
<tr>
<td>RETROFIT LRK Retrofit</td>
<td>42</td>
<td>6000</td>
<td>252</td>
<td>$25.20</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td><strong>Annual Savings</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LABOR:</th>
<th>Material</th>
<th>Labor</th>
<th>Quantity 10-years</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lamp replacements</td>
<td>$20.00</td>
<td>$10.00</td>
<td>2</td>
<td>$60.00</td>
</tr>
<tr>
<td>Ballast replacement</td>
<td>$21.00</td>
<td>$20.00</td>
<td>1</td>
<td>$41.00</td>
</tr>
<tr>
<td>10-Year Total Cost</td>
<td>$101.00</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annualized Cost per Year</td>
<td>$10.10</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

42W Replaces 88W = $37.70

Annualized Savings per Fixture

*Energy Consumption rate of $0.10/KWH*
Universal’s retrofit solution makes it easy to **INSTALL & CONTROL.**

**Retrofit with Confidence & Ease.**

Many, if not most, rebates today are contingent on the product being “DLC Qualified” meaning the product has been certified to meet stringent standards of LED fixture performance. Universal offers DLC standard and premium products making it easy to upgrade, qualify for available rebates and comply with energy regulations.


You can breathe easy knowing our products are reliable and components are “matched” with dimming 0-10V LED EVERLINE Drivers.

The EVERLINE retrofit and luminaire offering gives you the **RIGHT product for the RIGHT space.**

**PROFESSIONAL RETROFIT KIT (PRK)**

Refresh the look of an older fixture with minimal ceiling disruption using this easy to install retrofit kit for recessed fluorescent fixtures.

**FLAT PANELS**

Provides visual comfort of diffuse lighting and excellent uniformity along with a modern design appeal. High efficiency. Edge lit.

**VAPOR TIGHT**

Ideal for unforgiving environments. Durable fiber-glass housing protects the light source and electronics from water, vapor and contaminants. Food safety rated.

**RETROFIT STRIP ASSEMBLY**

Universally compatible with a variety of fluorescent strip fixtures. Use for indoor and outdoor applications like parking garages and covered walkways.

**RETROFIT KIT (LRK)**

Retrofits into existing T5, T8 and T12 fluorescent troffers, vapor tights or wrap fixtures.

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Universal Lighting Technologies Inc., a subsidiary of the $105B Panasonic Group, is on the forefront of OEM LED components and is an industry leader in LED retrofits with over 70 years of experience. Universal's products are held to exceptionally high Panasonic quality standards.

Universal's product solutions will help you reduce energy cost, lower maintenance cost, and enjoy a quick payback for nearly every type of application.

EXPERIENCE: Universal has over 70 years of lighting experience with an expansive North American manufacturing presence specializing in LED.

WARRANTY: Retrofit solutions with up to 7-year warranties. We stand behind our reliable products. We supply replacement materials, making warranty issues easier to resolve.

LOCAL PARTNERS: Assistance finding a local “ENERGY Select” partner to assist you with local lighting audit.

PINNACLE SERVICE: Service is our priority. Get answers quickly with live customer service and technical support personnel. Order confirmation within 2 hours and material confirmation within 24 hours.

REBATE QUALIFYING PRODUCTS: Universal offers over 700 DLC® Standard and Premium qualified products plus an online rebate (Encentivizer™) tool to help you quickly identify the best payback in your local market.

SHIPPING EFFICIENCY: Quickly ship products and jobs packed efficiently to ensure there are no delays to your upgrade.

APPLICATION SUPPORT: Our dedicated Field Application Engineers are ready, willing, and able to answer your technical and application specific questions.

DESIGN BUILD SERVICES: For any project requiring an engineering design of an appropriate system. Let us discuss your requirements for a turnkey lighting control system design.

CUSTOM LIGHTING PROPOSAL: Our team can assist you with a custom lighting proposal specific for your facility. We also offer a convenient online ROI calculator. Contact us to discuss how our standard product can be tailored to fit your fixture needs.

AVAILABLE: Local inventory when you need it with 15 regional agent stocking warehouses, including Ontario Canada and 5 Regional North American Distribution Centers.

MATCHED: Enjoy the benefits of a worry free “matched” system from a manufacturer that designs both LED drivers and LED modules from the ground up for optimized performance (and long life). Think long term about your retrofit project with dimming EVERLINE® LED Drivers.

STAGING: Our internal team will project manage shipment releases in the order the contractor needs it for the project.

CODE COMPLIANCE ASSISTANCE: Maximize your savings and ensure energy code compliance LL48 NY / ASURA 2010 / ASHRAE 90.1, CEC Title 24 with a system consultation by our Lighting Upgrade Team. To request, contact marketing@unvlt.com.

To request a face to face consultation, a lighting audit, or samples, please email marketing@unvlt.com.

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