

# Leading Cloud Services Provider Unlocks Energy Savings and the IoT with One Stop Solution from Enlighted



For more information, visit [www.enlightedinc.com](http://www.enlightedinc.com) or email: [sales@enlightedinc.com](mailto:sales@enlightedinc.com)

In 2014, one of the world's largest software companies began exploring ways to increase energy savings and unlock the Internet of Things (IoT) for its commercial office facilities. The company sought a solution that would not only provide quick results, but also maximize the company's investment. And, it needed a system that could continue to evolve with the facility's space and keep up with technological advances. It discovered that incorporating a networked lighting system would provide immediate savings, and furthermore, invaluable data that could help further increase profitability in the future.

Enter Enlighted, the leading IoT provider for commercial buildings. The Enlighted system is the simplest and most advanced way of managing a building's physical environment. Smart wireless sensors are installed in every light fixture and detect heat, light and motion, providing real-time granular data to immediately reduce lighting energy costs. It also has the capability to integrate with other building management systems, which was key for this particular installation.

The Enlighted system was installed on six floors of the cloud-service provider's campus, retrofitting 764 existing fixtures with individual digital processing sensors capable of sensing motion, ambient light and temperature.

"The Enlighted System is a simple yet robust solution to enable the Internet of Things in commercial buildings," said Zach Gentry, Vice President Business Development, Enlighted. "This is especially important for tech companies who are not only driving technology advancement, but are living it as well. Without implementing an entirely new lighting system, the company has now future-proofed its facility with advanced data collection and energy savings benefits."



## The Enlighted System

The Enlighted system is comprised of four components: Enlighted Smart Sensors, Enlighted Room Control, Enlighted Gateway and Enlighted Energy Manager. This system automates, analyzes, controls and reports environmental data to drive building automation and efficiency.

Key capabilities of the Enlighted System include:

- **Granular lighting control automation:** Allows individual occupants to establish their own lighting preference
- **Daylight harvesting:** Sensors adjust light levels as natural light changes the need for overhead light based on weather and time of day
- **Motion Sensing:** During work hours when spaces are unoccupied, lamps in fixtures equipped with the advanced sensors idle from zero to 10 percent luminosity until “human-specific” motion is detected
- **Digital PIR Sensing:** Sensors are designed to ignore other heat producing items, such as Fax, printers and computers or changes in the environment produced by HVAC systems
- **Energy Analytics Dashboard:** Real-time information showing fixture level usage and savings metrics

# The Results



Since the installations in Spring and Summer 2014, the Enlighted system has achieved an 81 percent reduction in the energy usage at the cloud-service provider's facility, projected to achieve more than \$180,000 in annual savings. The project also helped secure a \$27,705 rebate from PG&E and \$25,939 in tax incentives. Plus, the company was able to engage Enlighted's Global Energy Optimization™ (GEO™) program. The GEO program allows qualifying companies to realize energy-saving improvements with Enlighted's advanced lighting control systems installed at no initial cost.

The company attributes its significant energy reduction to three main aspects of the system:

- Task tuning, which allows personnel to adjust lighting to match the individual task at hand to reduce costs from overlighting the space.
- Ambient savings, which are achieved through the application of daylight sensors that adjust artificial lighting based on natural light levels.
- Occupancy savings, which are obtained through sensors that turn off lights when there is no motion in the area.

The installation has also contributed to the company's 2016 sustainability goals, which include a 10 percent reduction in energy use per employee versus 2010 usage. Two other projects are in the works in the U.S. and Europe, with plans to incorporate the system in other locations across the country.



## Application Details

Location: Redwood City, CA

Lighting System: Enlighted, Inc.

Number of Fixtures: 764

# Enlighted's Global Energy Optimization™ (GEO™) Program



Lack of capital, insufficient ROI and dedicated project management for strategic energy projects often prevent cost-effective facility projects from being implemented. Enlighted's Global Energy Optimization™ (GEO™) program is a revolutionary new business model developed specifically to address these problems and provide global corporations the ability to accelerate cost reductions and advance sustainability efforts.

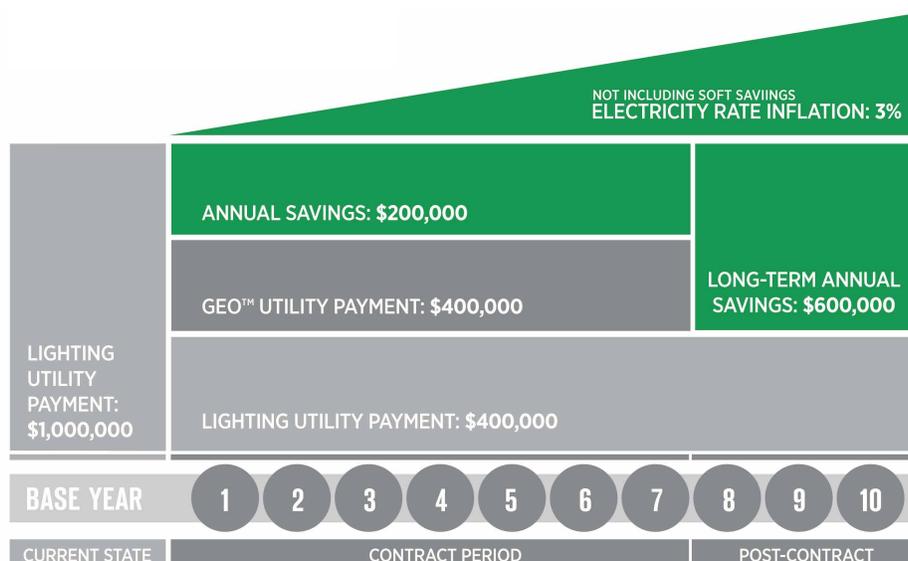
GEO™ allows companies to realize energy-saving improvements with Enlighted's advanced lighting control systems installed at no initial cost.

## Program Details

- Enlighted installs the advanced lighting control system at no initial cost to the customer.
- Once installed and performing, the client pays Enlighted a pre-determined rate (in cents per kWh) for the saved electricity - measured in kWh by the Enlighted sensor network - for a designated term.
- If there are no savings, there is no cost - eliminating customer risk.
- At the conclusion of the GEO™ term, the company realizes the full energy savings.

## Program Results

Under GEO™, there is typically a guaranteed immediate savings of 5-20 percent on energy costs, with an outgoing savings of 60-80 percent once the GEO™ term is complete.



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