



Planning and Presentation of the Retrofit Process



THE PROGRESSIVE REVOLUTION
EFFICIENT FOR A NEW ERA

THE **LED** LIGHTING INSTALLATION



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SunView LED uses several distinct and practical steps to carefully guide our customers through the initial planning phase of a retrofitting project. This time is necessary to establish the close customer relationship upon which our detailed plans are developed and our presentations of lighting solutions presented. We try our best to accommodate the time constraints of the work schedule for our customers while providing a timely response to the needs of the forthcoming project. After a customer has spoken with one of our trained professional sales representatives and expresses a strong interest in completing an installation program, we ask that customer to submit past electric bills for analysis to begin phase one of the program development. This process will be explained in the chapter on audit and analysis.

SunView will utilize a trained representative to walk with the customer through a physical audit of the facility to ascertain the current lighting situation and the desired changes to a more efficient energy savings LED lighting solution. Notes on these details are made and returned to our offices for evaluation by our engineers and further proposal development.



SunView will take the time to respond to the project needs with detailed descriptions of the proposed changes. This proposal is generated with the customer's needs as paramount and the customer's means as imperative. The proposal is explained and presented to the customer for review and approval. Should there involve specific custom designed lighting for the retrofit process, our Research and Design Team responds with an appropriate solution in a timely manner to keep the retrofitted project plans moving forward.

After the retrofitted proposal and the financial payment plan are fully accepted by the customer, SunView will begin the actual retrofitted installation with state of the art LED lighting solutions. An installation schedule will be created based on the execution of the agreement, the needs of the customer, and the anticipated time for the regular and custom designed equipment to be delivered and ready for use. This installation will be scheduled according to the customer's convenience and be performed as to not disrupt routine daily operations and the ability to fully and safely install the required lighting solution. SunView will contract with qualified licensed and insured local professionals to perform the required work and oversee each aspect of that work to assure compliance with the project specifications.

Once the installation is complete, the customer will immediately see a return on their investment and financial savings in lower electric costs, less electricity usage, less cooling adjustment needs, more balanced temperatures seasonally, and an improvement in the facility's environment that will make a positive healthy impact on all of the people associated with working or being in that particular facility.

After the completed installation, SunView will provide a limited amount of replacement stock of all bulb types used in installation to the customer. This option of SunView's retrofitting program will last for the duration of the warranty. Post warranty, bulbs can be purchased if needed. We will always be available should any questions or issues arise.



COMPANY LOCATIONS

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