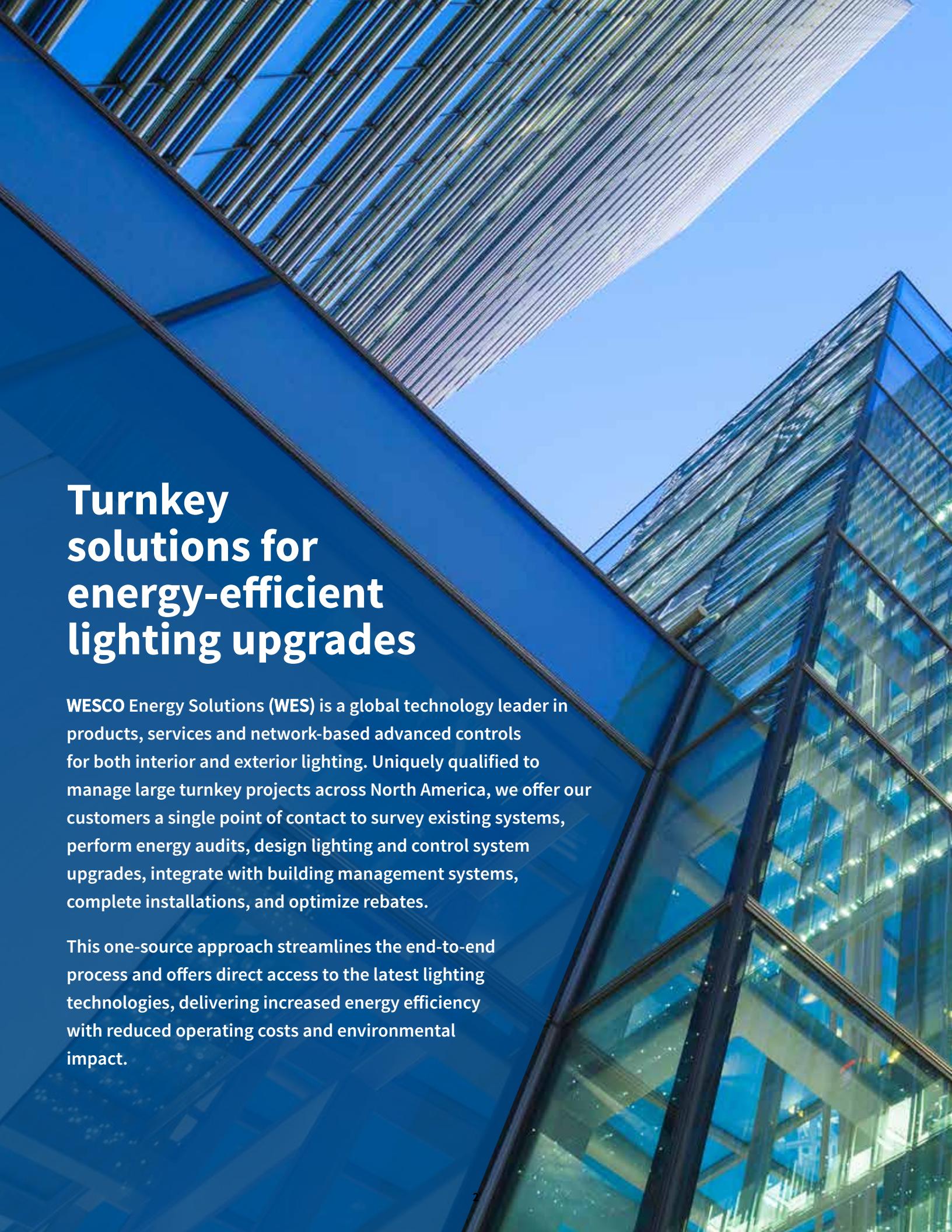


**WESCO®**  
ENERGY SOLUTIONS



## Light is a smart investment

Turnkey solutions for energy-efficient  
lighting upgrades



# **Turnkey solutions for energy-efficient lighting upgrades**

**WESCO Energy Solutions (WES)** is a global technology leader in products, services and network-based advanced controls for both interior and exterior lighting. Uniquely qualified to manage large turnkey projects across North America, we offer our customers a single point of contact to survey existing systems, perform energy audits, design lighting and control system upgrades, integrate with building management systems, complete installations, and optimize rebates.

This one-source approach streamlines the end-to-end process and offers direct access to the latest lighting technologies, delivering increased energy efficiency with reduced operating costs and environmental impact.



## DEEP RESOURCES. UNMATCHED EXPERTISE.

While there may be many contractors who can design and install a basic retrofit, none have the depth of resources and expertise WES brings to your project. We have earned our reputation for maximizing customer energy savings and reducing maintenance costs for over our almost 50 years of experience. From our Customer Design Center to our regional teams of field engineers, sales experts and project managers, WES is your full-services energy solutions provider.

## PRODUCT AGNOSTIC. SOLUTIONS DRIVEN.

We design systems with the emphasis on customer needs rather than a “one size fits all” approach. We are not tied to the products of any specific brand, but offer access to a full array of lighting and control products from a broad range of manufacturers. So we have the flexibility to choose the right mix of products to meet your requirements, whether your application is a simple conversion from incandescent to LED fixtures, or a complex network of lighting systems in high-performance buildings, on city streets and across urban landscapes.

## Brilliant benefits

### A LIGHTING UPGRADE FROM WES LETS YOU:

- Reduce energy consumption
- Lower operations and maintenance costs
- Maximize utility rebates
- Achieve a rapid return on investment
- Increase productivity
- Improve safety
- Enhance aesthetics
- Integrate with building management systems
- Reach sustainability goals

# A full spectrum of lighting services

The WES team delivers a comprehensive portfolio of value-added lighting services. From the initial system survey to the final commissioning of the energy-efficient solution, we offer unmatched expertise and world-class project execution. And whether you require a complete turnkey solution, or just a few of the services we provide, your project manager is your single, reliable point of contact.

## SURVEYS AND AUDITS

We specialize in Investment Grade Audits that establish a baseline of energy consumption and allow us to create the most energy-efficient design based on your specific needs. The resulting analysis addresses your project in financial terms, while also providing complete technical details.

## SYSTEMS DESIGN

Our Customer Design Center employs a highly-knowledgeable engineering staff with vast lighting and controls design experience, who provide the fully-realized system design. Their turnkey solutions and proposals include full photometric analysis, 3D rendering and CAD layouts for reflected ceiling plans.

## LIGHTING CONTROLS

WES controls engineers conduct full-solution development, design and commissioning of all lighting management and building management systems, as well as any required building integration and electrical evaluation. Their customized operation and reporting strategies help us dramatically reduce your long term maintenance costs and maximize savings.



## **REBATES**

Our rebates team researches all available rebates and incentives, tailors the project to maximize funds wherever possible, and delivers a projected rebate and incentive total so these funds can be included in your financial analysis. Upon project approval, they manage the paperwork and approval process to secure the projected funds on your behalf.

## **REGIONAL CONTRACTOR MANAGEMENT**

We maintain a strong network of qualified partners to perform the system installation. With day-to-day supervision by our project managers and coordinators, we ensure efficient work, clear access and daily progress reporting.

## **PURCHASING**

Our national procurement group keeps the project running smoothly by making sure all materials are vetted, ordered and delivered on schedule. Our “product agnostic” approach and national footprint allow us to choose the best products for your specific application while capturing the most competitive pricing.

## **REGULATIONS AND CERTIFICATIONS**

This team secures the required certificates, licenses and permits and stays current on all new legislation, codes and statutes affecting the project.

## **SAFETY MANAGEMENT**

Our National Safety Manager carefully monitors safety compliance reporting and training throughout the country, as well as the safety performance of our subcontractor network.

## **FINANCE**

Our investment analysis incorporates rebates and incentives, clearly indicating cost of ownership and cash flow implications of our energy-saving strategies. In addition, we can help our customers obtain financing through third-party lenders.

## **CUSTOMER SERVICE**

The WES service team offers complete personalized support services including maintenance and warranty management, customized reporting, summary invoicing, remote monitoring, and retro-commissioning of energy monitoring and management systems.



# We understand your industry and your lighting application needs

With almost 50 years of experience in thousands of locations throughout North America, WES is uniquely qualified to deliver turnkey systems for every type of lighting application.



## GOVERNMENT

Improve quality of life with energy-efficient lighting that makes streets, walkways and public spaces safer and more accessible at night. Illumination becomes part of a city's character, enhancing architecture, bridges and monuments. In today's smart cities, lighting infrastructure can even serve as the backbone of new information and energy networks.

*No matter what your industry,  
an energy-efficient lighting  
upgrade is a smart investment.*

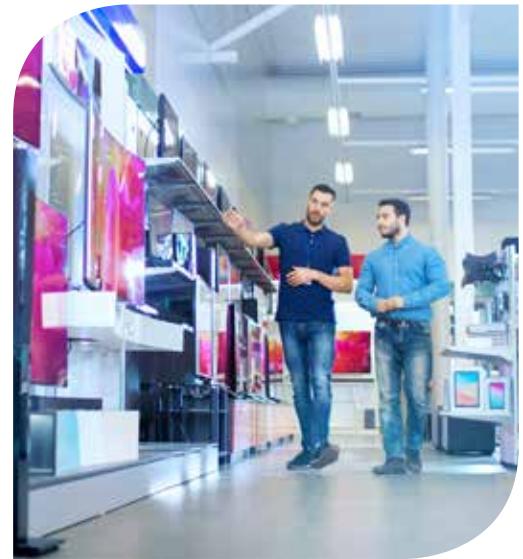
## EDUCATION

Welcome students, teachers and parents with a safe, productive environment that's ideal for learning and creativity. Energy management strategies, with or without advanced lighting controls, can dramatically drive down energy consumption and costs in gyms, stadiums, classrooms, cafeterias, dorms, parking areas, walkways and public spaces.



## RETAIL

Captivate shoppers, set the mood, enhance design and showcase products brilliantly in their true colors. Lighting impacts every aspect of the retail experience, extending the time — and increasing the money — customers spend in your store.





#### SPORTS AND RECREATION

Reveal every detail of the big game — to the players on the field, the spectators in the stands, and the broadcast audience watching at home. In stadiums and arenas, as well as theaters, parks, concert halls and museums, light brings pure excitement to life.



#### COMMERCIAL

Provide a professional work environment that improves focus and productivity while inspiring greater job satisfaction. Upgraded lighting in offices, conference rooms and lobbies, as well as on building exteriors, reduces energy consumption while helping achieve corporate sustainability goals.



#### HOSPITALITY

Express your brand with light. Engage guests with dynamic lighting in hotels, casinos, restaurants and clubs. Promote a calming atmosphere during hospital and spa treatments. And provide the setting for productive meetings and events. Personalized experiences enhanced by versatile lighting deliver a lasting impression.



#### INDUSTRIAL

Promote improved safety and efficiency, along with higher quality and more accurate work. Whether for heavy industry, assembly plants, warehouses or transportation hubs, better lighting and increased visibility pay steady dividends.



#### HEALTHCARE

Lighting gives healthcare professionals the ability to adapt the environment to their own preferences, enhancing motivation and visual comfort. Pharmacists and nurses have fewer errors at higher illuminance levels. Lighting synchronizes the human biological clock or circadian system, affecting how patients feel, physiologically and psychologically. It can also have a positive effect on the hospital's operational and insurance costs.



[www.wescoenergysolutions.com](http://www.wescoenergysolutions.com)

**North American Headquarters**

WESCO Energy Solutions  
225 West Station Square Drive  
Suite 700  
Pittsburgh, PA 15219  
Phone +1 800-323-0572

**Canada**

WESCO Energy Solutions  
6170 Belgrave Road  
Mississauga, ON L5R 4G8  
Phone +1 905 754 5100