

siteco



**Turnkey solutions.**  
How much work can we  
take off your hands?

**One contact person. Modular service offer. Everything custom-tailored.**

# One-stop shop: A turnkey solution for your project.

Are you planning on upgrading your locations?  
Want to drive forward your ESG campaign?  
Modernize your branches and subsidiaries,  
or convert your city to LED?

We at SITECO plan and implement your  
customized solution. In Germany, the EU  
or globally. Ready to use.

**It can be so simple.  
With the right service.**



#### Our services for your project:

- 1 Light audit
- 2 Lighting concept
- 3 Project management
- 4 Intelligent light management
- 5 Customized products
- 6 Financing
- 7 Funding advice
- 8 Installation & commissioning
- 9 Energy monitoring
- 10 Digital management
- 11 Maintenance & servicing

#### Lighting refurbishments in industrial halls

- ✓ Light audit
- ✓ Lighting concept
- ✓ Project management
- ✓ Intelligent light management
- ✓ Customized products
- ✓ Funding advice
- ✓ Installation & commissioning
- ✓ Energy monitoring
- ✓ Maintenance & servicing

Our success stories...

...in the food trade

Project volume

**150** stores

CO<sub>2</sub> savings

**25,000** t annually

No. of luminaires

**280,000**

for example

Rapid **European-wide roll-out** in more than **150 stores** within only **18 months**.

**Everything from a single source**

...in small and large cities

Light for

**120,000** citizens

CO<sub>2</sub> savings

**1,200** t annually

No. of luminaires

**2,400**

for example

**Turnkey** LED refurbishment with **savings from day one** thanks to smart financing.

**Positive cash flow from day 1**

Lighting refurbishments for retail and chain stores

- ✓ Light audit
- ✓ Lighting concept
- ✓ Project management
- ✓ Customized products
- ✓ Installation & commissioning

✓ OPTIONAL: Maintenance

Lighting conversions for public spaces in municipalities

- ✓ Light audit
- ✓ Lighting concept
- ✓ Project management
- ✓ Intelligent light management
- ✓ Customized products
- ✓ Financing
- ✓ Funding advice
- ✓ Installation & commissioning

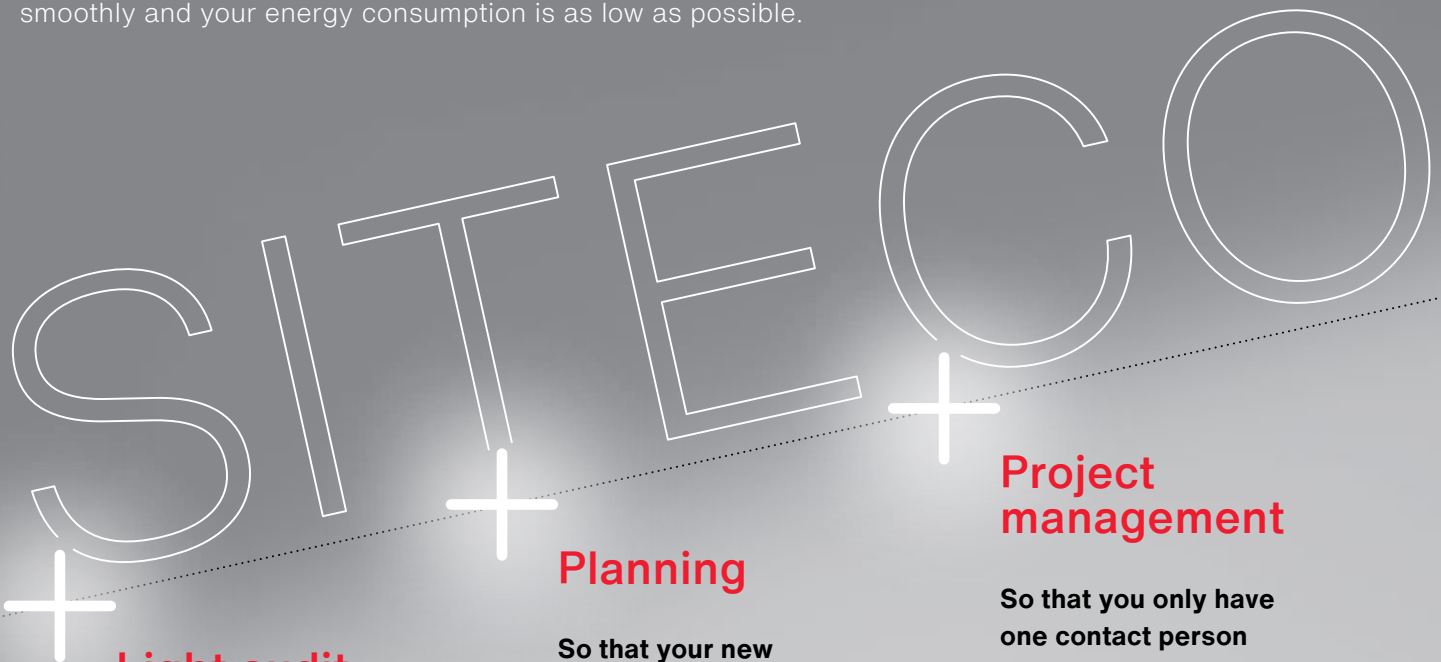
✓ Digital management

# Light is teamwork.

## How much work can we take off your hands?

### Would you rather focus on your core business?

No problem: SITECO is the right partner by your side. We support you from the idea all the way to commissioning your lighting. We take care of funding subsidies and financing options. And once the lighting is up and running, we'll make sure everything is operating smoothly and your energy consumption is as low as possible.



### Light audit

**Giving you all the facts you need for making a decision and investing.**

- CO<sub>2</sub> savings
- Operating cost savings
- Investment and payback

see page 6

### Planning

**So that your new lighting is ideally designed for you.**

- Lighting- and electrical concept
- Light-and facility management
- Customization
- HCL<sup>live</sup>

see page 8

### Project management

**So that you only have one contact person for your project.**

- Project coordination and control
- Involvement of partner companies
- Tests, measurements and documentation

see page 12

**You want to learn more?  
Get in touch!**



# Service

## Financing and funding

**So that you benefit to the maximum.**

- Funding advice
- Financing

[see page 14](#)

## Technical service

**So that everything runs smoothly on site.**

- Installation and commissioning
- Maintenance and servicing

[see page 16](#)

## Control station

**So that your operations are always secure.**

- Remote monitoring from the SITECO control station
- Troubleshooting
- Energy monitoring
- Operational management

[see page 18](#)

## Our service for you:

Select and combine our six service modules precisely according to your needs. Always tailored to the level of service you require.

You need partners? Our cross-regional network is ready to serve you around the clock. You already have good partners? We can integrate them.



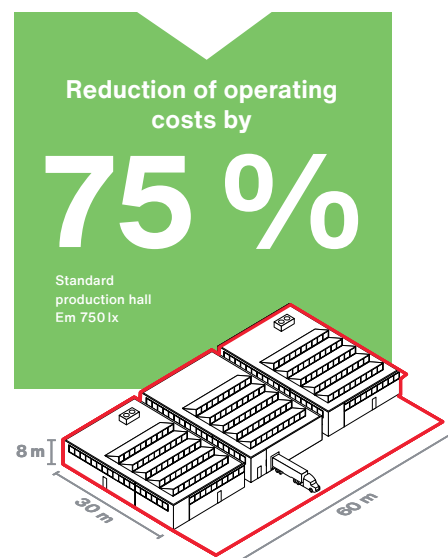
- **Review:** How efficient is your old system?
- **Analysis:** How much money and CO<sub>2</sub> can you save?
- **Calculation:** How much operating costs can you save?
- **Advice:** Which solutions are feasible? And how do you plan your investment?

## Light audit

### How much costs can you save? And how much CO<sub>2</sub>?

The SITECO light audit: a single appointment – many insights. Our experts review your lighting installation and transparently show you how the system can be upgraded to state of the art. You'll also learn how quick the payback is: refurbishment projects often pay for themselves in less than two years. This has been our experience from numerous SITECO projects.

**43 t**  
**CO<sub>2</sub>**  
saved each year



### Because it pays off.

Calculation example for a new lighting system in Germany

	old installation	new installation	
Luminaire type	4 × 58 W, ECG	Licross, 9,000 lm	
Number of luminaires	153	162	
<b>Energy consumption per year</b> in kWh	<b>138,753</b>	<b>37,066</b>	-73 %
<b>Reduction in energy consumption per year</b> in kWh		101,687	
<b>CO<sub>2</sub> emissions per year</b> in €	<b>59.2</b>	<b>15.8</b>	-74 %
<b>Reduction in CO<sub>2</sub> emissions per year</b> in t		-43.4	
<b>Operating costs per year</b> in €	<b>42,624</b>	<b>10,771</b>	-75 %
<b>Savings per year</b> in €		-31,853	
<b>Costs for lighting and installation</b> in €		<b>Payback: 60,129</b>	
<b>Investment minus 15 % federal funding</b> in €		<b>1.5 years</b>	<b>51,110</b>
<b>Investment as monthly installment over 5 years</b> in €		<b>from day 1</b>	<b>1,202</b>



- **Review:** What is the condition of your lighting and electrical infrastructure?
- **Improve:** What are the best scenarios for you?
- **Prioritize:** What is the best way for you to invest?

## Light audit

Where is the greatest potential? Where is a specific need for action?

How well do you know your old lighting system?

We come to you and review the status quo. On this basis, we develop possible scenarios for your new lighting.

In line with your requirements and needs.





- **Planning:** Light and lighting solutions tailored for you
- **Expertise:** Alignment with the actual DIN EN 12464-1 lighting standard
- **Control:** Intelligent light management system
- **Integration:** Your existing building management system is integrated in the solution

## Lighting concept and electrical concept

The solution –  
put in concrete terms.

Our experts show you what is already possible today. Not in theory, but directly at your location. We transform your ideas into technical solutions for you, along with the functional and design requirements. To achieve this we work hand in hand with architects, lighting designers and electrical contractors. To enable you to make the best decision, we bring the planning process to life by using state-of-the-art visualization.







- **Individual:** Series luminaires can be adapted
- **Modular:** Individual luminaires become your desired light
- **Personal:** Completely individual design upon request

## Customization

### Your project is unique.

When all catalog options are exhausted, our customization process begins. Because developing individual customer solutions is our daily bread and butter. With SITECO luminaires, everything can be customized to your requirements – and with no time delays compared to ordering from the catalog.

Together with you, our experienced team of project managers, engineers and designers develops a customized solution for your project. “Made in Germany” allows us to be especially flexible and very fast.

**Everything is possible. Simply contact us.**

**1**

#### Modification of series luminaires

- ✓ Changing the light color and color rendering
- ✓ Modifying of housing dimensions, colors and mounting accessories

**2**

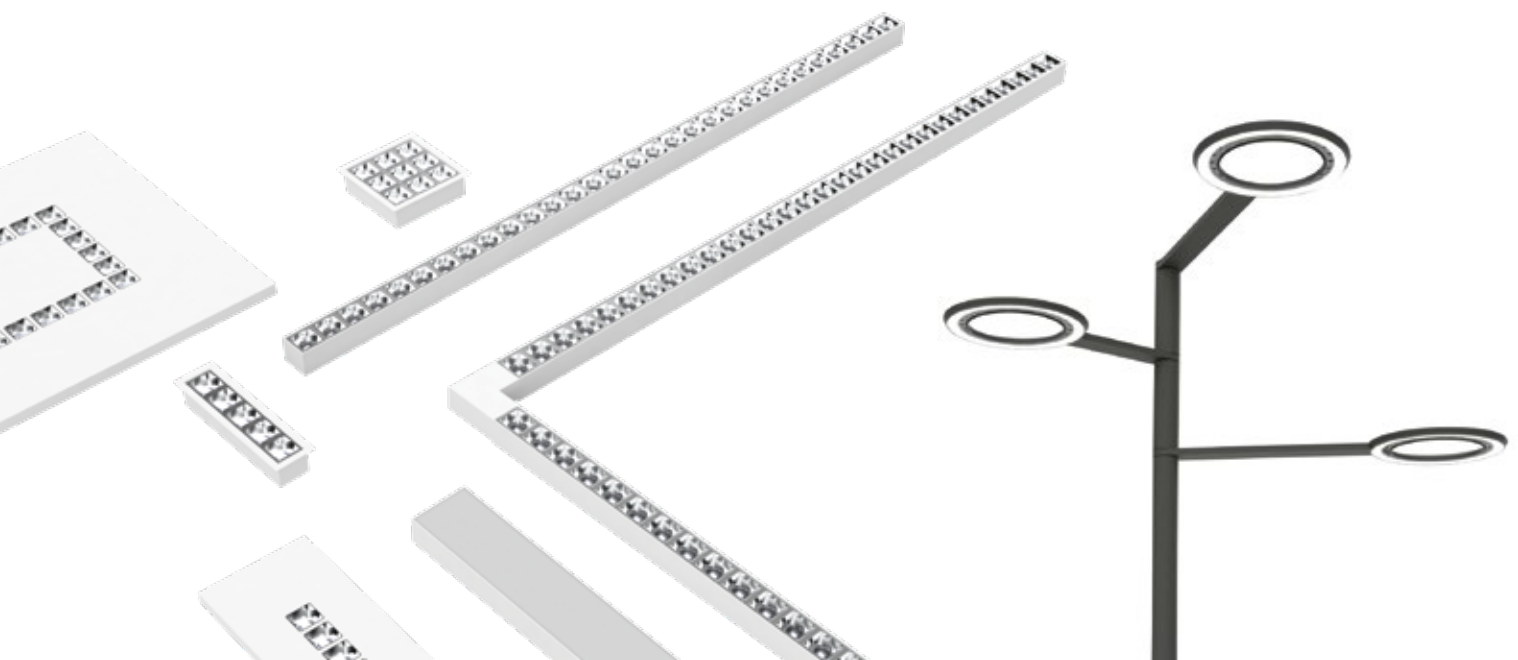
#### Modular kit systems

- ✓ Diversely combinable systems for your project solution
- ✓ Modular SITECO optic platforms as the basis for your project luminaire

**3**

#### Development of special luminaires

- ✓ Concept development and project management
- ✓ Construction planning and special luminaire construction with an experienced development team





- **Smart:** Intelligent daylight-and motion control
- **Practical:** Easily adjust the light yourself with intuitive on-site control panel
- **Transparent:** Central control and analysis tools
- **Networked:** Integrated into the building management system or your sixData digital management on request

## Light and facility management

### Set the course for tomorrow and benefit right away.

Today, we are creating the infrastructure that gives you all options. For today and tomorrow. From simple plug & play control to integrated building management systems. Which functions do you want to integrate? When do you want to implement them? We'll find out together – and set the right course straight away. Directly at your location. With experts for service and control.

**With SITECO, you get everything from a single source.**

**Intelligent SITECO Connect lighting control – maximum flexibility, maximum efficiency.  
A decision for the future that pays off right away.**

#### **SITECO Connect for indoors:**

##### **Utilize the full potential of your lighting system.**

The control is based on sensors – this enables you to save energy, and the luminaires have a longer service life. Luminous intensity is increased if required, thus providing better visibility and greater safety. The control can be automated using light management systems, and it also takes into account daylight, movement and biological light. SITECO Connect optimizes the operation of your luminaires and provides you with a transparent overview of your lighting system. The result: you can concentrate on the essentials.

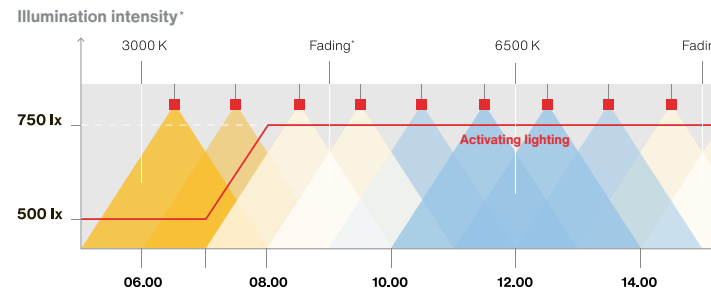
#### **SITECO Connect for outdoors:**

##### **Easily to implement environmental guidelines.**

Motion detectors help to use light in a targeted way, for individual luminaires as well as for entire street sections. They prevent vandalism and graffiti and are also good for nature conservation. More light can help give people a greater sense of safety. This can be well organized via motion detectors. SITECO Connect enables you to precisely control, switch and dim light. For any plaza or street and according to daylight, calendar or time.



- **Perceptible:** Light contributes to the quality of life
- **Controllable:** In temperature, dynamics and color
- **Personal:** Because everyone likes it differently



# HCL<sup>live</sup>

## Human Centric Lighting.

### For us, more than a definition.

#### **On paper, anyone can do HCL nowadays. We bring it to life.**

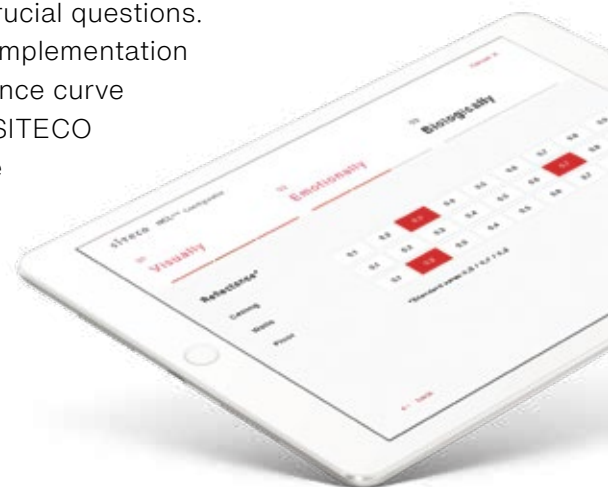
To ensure everything works perfectly and has the desired effect we accompany you through the entire process: from holistic planning to professional installation and commissioning. We also help you to adjust your new light down to the last detail. So that it meets your needs perfectly.

#### **A holistic concept for more well-being and performance.**

Light affects us at any time and in many ways – visually, emotionally and biologically. It is the most important regulation for our biological clock. Studies verify that spectrum, color temperature and illuminance are among the factors that determine how we feel. If we use all of this correctly we feel good and perform much better. SITECO HCL<sup>live</sup> promotes motivation and productivity through individual adjustment of the photometric parameters. Our concept provides the right light, in the right quantity, at the right time: SITECO HCL<sup>live</sup>.

#### **How would you like your light?**

We at SITECO want to know precisely that. Our HCL<sup>live</sup> configurator has been specifically designed for this purpose – asking you the crucial questions. We thus learn all the important details for the structural implementation of your wishes. You have your individual HCL light sequence curve as a result. It can be easily implemented later using our SITECO Connect control solutions to provide you with exactly the light you need. Color temperature, light dynamics and illuminance are optimally controlled for you via precise parameters.



\* according to DIN SPEC 67600, positive target values for HCL lighting solutions



- **Ready to use:** We plan, implement and control your project.
- **Coordinated:** We cooperate closely with both your partners and ours.
- **Central:** Everything is coordinated from a single point of contact.
- **Efficient:** You save time and money with SITECO as your general contractor.

## Project management

### Everything from a single source. And ready to use. You'll notice the difference.

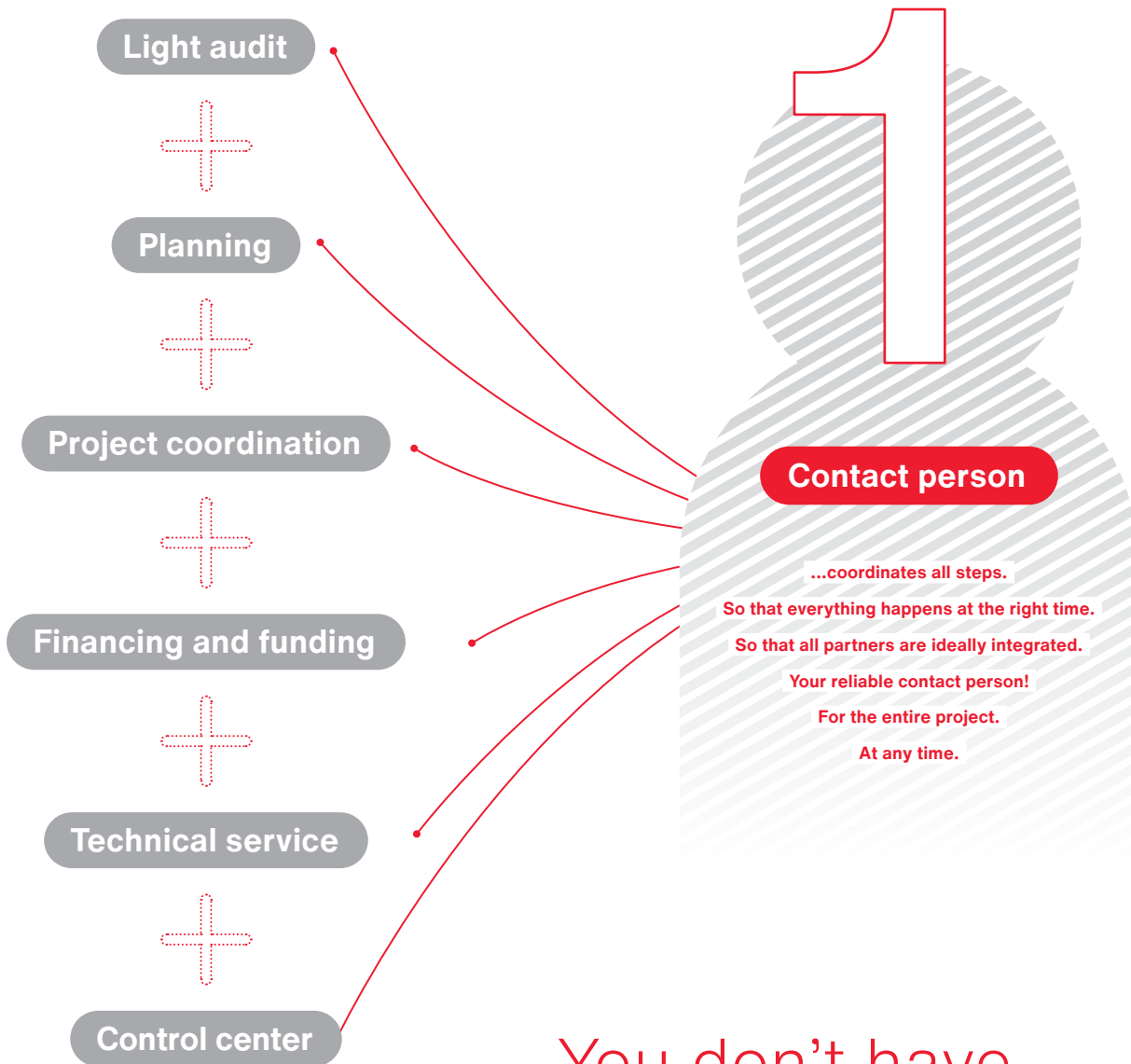
Our objective: projects that run smoothly and well. And at the end of it all, a turnkey solution for which we do everything – and you do almost nothing. Therefore, we provide you with everything from a single source. For each project, we appoint a single responsible person who coordinates all tasks. Thus, you can always rely on your contact person to provide you with any information you may need. We also control your lighting project for you. Thanks to a great deal of expertise and experience, we know exactly what we are doing. And how the cooperation with all partners works best. Whether with partners from your choosing or with partners from our own network. They are of course also there for you when things get tricky – because we solve problems long before they confront you.

**SITECO project management – your turnkey solution. Something to look forward to.**



#### **What does our project management do for you?**

- Accompany the project on site
- Coordinate and control the project
- Install and approve lighting systems
- Assign and coordinate partner companies
- Optimize and conclude contracts
- Organize tests and measurements
- Document the project



You don't have  
the time?  
Nor the  
capacities?

But you have us! If you wish, SITECO can take care of the entire project – planning, implementation and documentation. This way, your individual lighting concept becomes reality without burdening you.



- **Advantage:** Subsidies for climate-friendly lighting
- **Service:** All you need to do is sign the application!

- ⊕ **Which funding programs are eligible in which countries?**
- ⊕ **Calculation of the financing effect**
- ⊕ **Support with the application**

## Funding advice

### It's never been more worthwhile!

Invest in climate-friendly lighting and receive government subsidies. In some cases, subsidies are more than 50 % for efficient indoor and outdoor lighting. How does it work? SITECO knows. We help you to select the optimal funding, we work with you to calculate subsidies and financing, and we also assist with the application.

**We take care of it – you save.**

#### **Which subsidy programs are currently in effect?**

In **Germany**, municipalities benefit from the BMU funding program. For private-sector investments, the federal funding for efficient buildings (BEG) applies. The funding is granted to optimize and refurbish lighting systems in existing buildings. Control and regulation technology (e.g. SITECO Connect), components, ancillary work such as lighting design or dismantling of the old system are also funded.

In **Austria**, each light point or kilowatt of connected load is supported by the environmental subsidy with a fixed amount of money. Businesses and associations usually receive a higher amount than municipalities. The maximum subsidy is based on a fixed percentage of the investment costs.

In **Switzerland**, LED subsidies were initiated by the lighting industry trade association. These are financed by the Federal Energy Office. The subsidies cover the additional cost of the investment and are awarded in accordance with a multi-level quality control process.

Find out how this works in practice on our website at [www.siteco.com/solutions/funding-programs](http://www.siteco.com/solutions/funding-programs). The information includes details on e.g. guidelines, application, framework conditions and project sponsors.

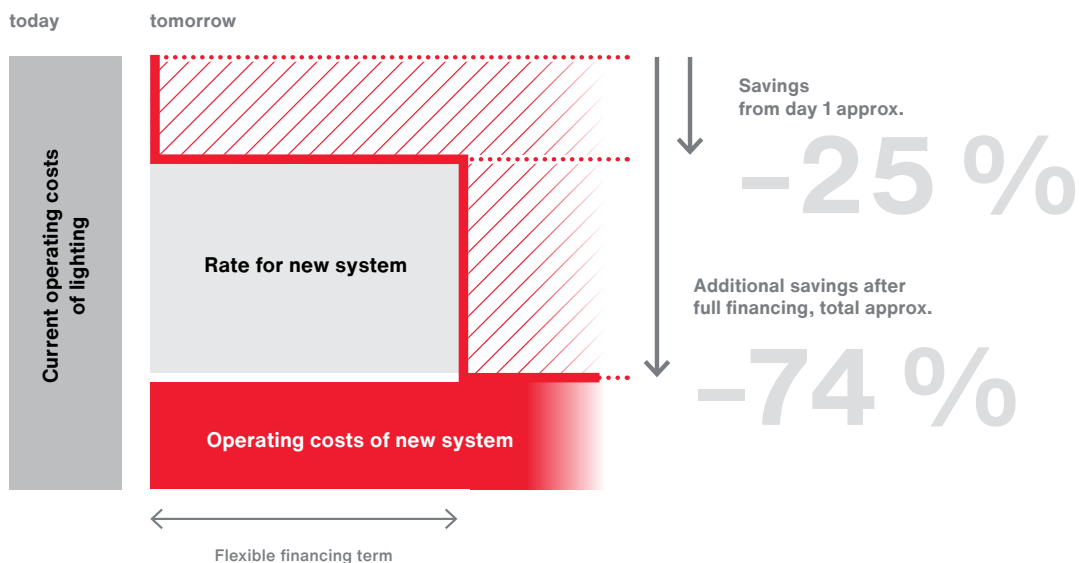


- **Individual:** A financial concept especially for you
- **Flexible:** Specifying the terms and rates
- **Expedient:** You save from day one
- **Profitable:** Payback within a short time
- **Convenient:** Precisely the level of service you need

## Financing

Is it possible to make money without investing a lot in the beginning?

We would like to show you how this works. Because it can be done – simply by spreading the investment for your new lighting over several years. It then often carries itself. Because you save more on operating costs from day one than you pay in monthly installments. We'd be glad to do the calculations for you and your project.



At SITECO, we match the financing exactly to your needs. This enables you to save money from the first day. Simply contact us for a quote that precisely fits your requirements!



- **Reliable:** Everything from a single source
- **Networked:** All partners optimally coordinated
- **Promised:** Our wealth of experience is your advantage

## Installation and commissioning

### Everything turnkey. Everything perfect.

Your new lighting system is coming – and now it's up to the practitioners. Disassembly of the old system, mounting and installation of the new one as well as connection and commissioning: it all has to work hand in hand. This is precisely what our experienced experts make sure of.

For the complete duration of the project, you have your personal contact person. They take care of everything, on site and behind the scenes. Implementing your needs and accounting for all warranty issues.

They also network and coordinate all involved parties: we work with reliable partner companies from our network. Or with partners of your choosing.



#### **Our installation and commissioning services:**

- Complete dismantling and disposal of the old lighting system
- Professional mounting and installation of luminaires and lighting control systems
- Commissioning of the lighting system
- Commissioning and coordination of partner companies





- **According to schedule:** We coordinate maintenance and servicing.
- **Structured:** We provide on-time, specific information about measures or implement them ourselves.
- **Smooth:** Your lighting works without failures or problems.

## Maintenance and servicing

### We make sure everything runs smoothly.

SITECO remains your contact for the lighting. After the start-up and in everyday operation. Simply leave the monitoring and operation of your lighting system to us. That works digitally and precisely according to your specifications.

You have your personal contact person for all queries. You thus communicate conveniently and always receive precise, early information about all work on your system. Depending on the contract, repairs and maintenance are either included or can be commissioned as additional service.

**We do it for you. So you can focus fully on your core business.**



#### **Our maintenance and repair services:**

- Live monitoring and/or regular inspection of the installation
- Documentation of implemented and planned measures
- Preventive group change and repair of defects
- Alignment of pan-and-tilt luminaires
- Check of contractually agreed photometric parameters (illuminance and uniformity)



- **Central:** All lighting data in one place
- **Sovereign:** Detection of faults in real time, schedule of maintenance per light point
- **Convenient:** Control everything via one interface (compatible with other manufacturers)
- **Economical:** Measure and analyze energy consumption and identify potential savings
- **Secure:** IT "made in Germany", server located in Munich

## Control station

### The heart of the lighting system.

How do you manage your indoor and outdoor lighting? Do you have an overview of all luminaires, their age, technology and condition? How complicated and time-consuming is it to inventory and manage your lighting? Or do you even still work manually and on paper? Would you like to control all your lighting with a single system? Do maintenance and servicing occupy valuable time and do they only work when you take action? Do you know your energy consumption? Can you save energy, CO<sub>2</sub> and costs?

**A modern control station can be the answer to all these questions.  
For industry, logistics, retail or your town or city.**



## Highlight

### **Only the best for your municipality.**


luxData is the game changer for your operational management. A single software for all your lighting: manage, maintain, service, control and optimize. Today.

- Digital management of the entire lighting
- Coordinates accurate to 2 cm
- Commissioning and documentation of mounting work
- Cross-vendor control
- Maintenance planning
- Condition in real time and maintenance
- Measuring of energy consumption



**SITECO control station**

<b>Digital management</b>	-	<b>Management and real-time monitoring</b>
<b>Energy monitoring</b>		
<b>Energy report</b>	-	<b>1 x per month / per quarter</b>
<b>Energy savings recommendation</b>	-	<b>Optional</b>
<b>Optimization and recalibration</b>	-	<b>Optional</b>
<b>Coordination of servicing</b>		
<b>Fault detection</b>	<b>By client, on call</b>	<b>Real-time monitoring by SITECO control station</b>
<b>Troubleshooting</b>	<b>Commissioning</b>	<b>Commissioning and coordination, digital documentation</b>
<b>Coordination of maintenance</b>		
<b>Maintenance planning</b>	<b>According to control cycles</b>	<b>According to actual use</b>
<b>Maintenance implementation</b>	<b>Commissioning</b>	<b>Commissioning and coordination, digital documentation</b>



**SITECO on demand – we coordinate for you**

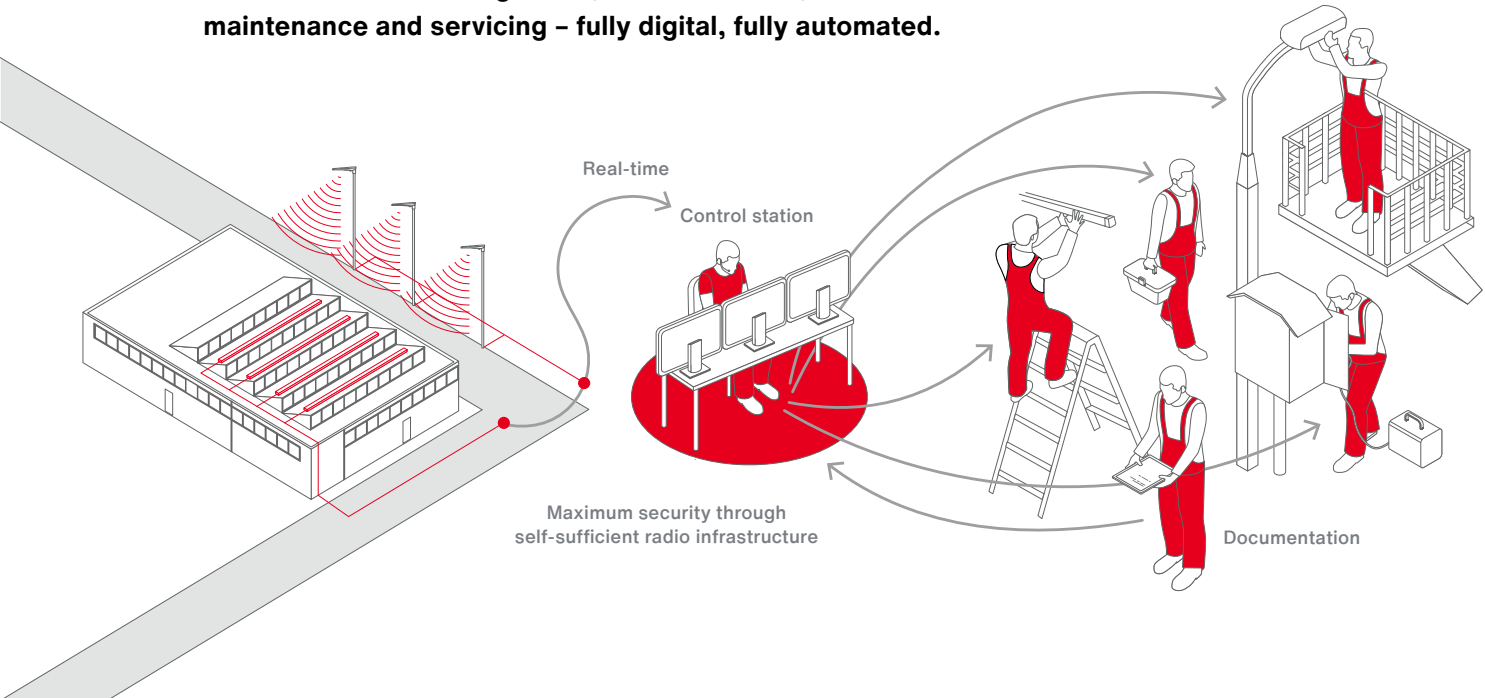
You contact us and we coordinate everything.



**SITECO control station – monitors in real time**

We have an overview of everything for you and coordinate all work.

**One software for management, documentation, maintenance and servicing – fully digital, fully automated.**



Contact us **for your individual  
turnkey project.**

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