

# Upgrade to LED streetlighting at **no cost** —paid from savings



Optimized performance, sustainable solutions

Outdoor public lighting systems can account for as much as 40 percent of a municipal government's total electricity use. Let Eaton change that and make your community shine.

#### **Remaking city streetscapes with innovative technology**

Eaton is remaking city streetscapes with no out-of-pocket cost for communities. By implementing Cooper Lighting LED lighting technology through a guaranteed program, commonly known as energy savings performance contracting (ESPC), you can upgrade your streetscape with no net cost. Eaton can now bring technology and engineering capabilities together into a single, unrivaled offering.

#### **What is Streetworks LED?**

A new performance standard in LED roadway lighting with industry-leading, patented optics in a scalable package, the Cooper Lighting Navion™ LED roadway luminaire delivers state-of-the-art optical control, low maintenance costs, rugged construction and modern styling. Designed with DOT, municipal and utility customers in mind, the Navion luminaire's superior performance and configurability provides uniform, glare-free, energy-efficient light for highways, streets and other public spaces.

Superior illumination, low maintenance, long life and low cost of ownership are critical factors for lighting roads and public spaces. Ideal for retrofit applications, the five configurations of the Navion fixture allow scalability from 3,600 to 22,000 delivered lumens.

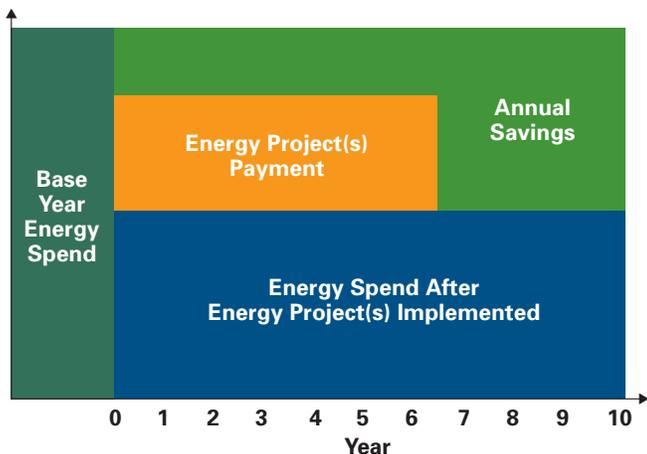


*Powering Business Worldwide*

## What is an ESPC?

### Energy projects—funding

Energy improvements can be “budget neutral” or self-funding.



An ESPC allows communities to implement energy savings projects without the need to invest up-front capital costs. An ESPC project uses the resulting energy and operating cost savings to pay for the project over time—guaranteed.

### What are the benefits of LED lighting via ESPC?

#### PERFORMANCE

- Upgrade streetlighting systems
- Reduce energy consumption
- Dramatically improve streetscape appearance
- In-depth audit and review of streetlighting systems
- Improve visibility

#### FINANCIAL

- No capital required; removes financial barriers
- Virtually eliminates streetlight maintenance cost
- Use existing budgets; funding is “budget neutral”
- Guaranteed performance or Eaton makes up the difference
- Meet community energy savings goals
- Positive cash flow after term

## Why ESPC?

- Proven 25-year track record used by public sector
- Single-source responsibility for success—identify, install and guarantee performance
- Savings accumulates to customer after ESPC program is complete
- Ensure service and support throughout contract term
- Guaranteed success by a global Fortune 150 company

### What makes a community a good candidate for Streetworks ESPC?

- Desire to improve streetscape
- Capital is not available to invest in LED lighting technologies
- Poor lighting quality and/or visibility
- Excessive energy and maintenance costs
- Eligibility for utility rebates and alternative funding sources
- Energy savings / sustainability goals

## Why Eaton?

- People: some of the industry’s highest quality engineering and construction talent, all in-house
- Experience: 36 years of energy efficiency experience; NAESCO and DOE Qualified ESCO
- Success: Eaton’s Cooper Lighting business designs, manufactures and provides more than \$1 billion of quality lighting equipment each year
- Reputation: Fortune 150 company that ranks among world’s most ethical companies
- Quality assurance: commissioning by certified professionals
- Financing: comprehensive approach to funding
- Performance: on-time, on-budget and energy/operating savings—guaranteed

## CASE STUDY

**City of Austin, TX**—Chosen for citywide retrofit, the Cooper Lighting Navion LED roadway luminaire will provide the Texas capital with state-of-the-art illumination, modern styling and reduced energy consumption, producing annual energy savings of more than \$200,000.

**Detroit Windsor Tunnel**—Due to the increased light output of the Cooper Lighting Valet™ LED luminaire, the Windsor Tunnel project extended spacing between fixtures from 20 to 40 feet. The overall number of fixtures decreased from 570 to just 480 while energy use dropped a dramatic 63 percent. Over the next 10 years, the Detroit Windsor Tunnel is projected to realize energy savings of more than \$1.18 million.

**Pikes Peak Library District, Colorado Springs, CO**—Eaton’s Energy Savings Performance Contract will produce more than \$750,000 in savings over 10 years through upgrades to lighting, HVAC controls, new boiler and windows retrofits.

**U.S. Postal Service, Warrendale, PA**—Lighting retrofits to the 303,900 sq-ft facility allowed Eaton to design, install and commission a new lighting and control system that produces an energy savings of 59 percent per year.

For more information, talk with your local Eaton representative or visit [www.eaton.com/energysolutions](http://www.eaton.com/energysolutions)

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