

Light is our expertise
Innovation is our vision



Harnessing the power of our expertise

In terms of energy efficiency, the world is in transition. And SYLVANIA Lighting Services is at the forefront of that transition.

As an industry leader, we have a responsibility to constantly improve and innovate to better meet the needs of our customers. Which is why we're investing even more in our commitment to provide them with sustainable solutions and energy-efficient lighting that not only match the pace of progress but also accelerate it. This new focus presents an opportunity to serve the growing demand for energy-efficient lighting upgrades and enhanced value-added services.

We make lighting smarter. It is our passion. Our reason for being. We have 40 years of experience and expertise that

we put into every detail. Every audit. Every retrofit. Every installation. And we deliver that experience to a diverse and ever-expanding list of companies and industries across the U.S. and Canada.

We assess. We analyze. We brainstorm. We invent. We design. We solve. We implement. We are pioneers. We can predict the future of energy efficiency because we're an integral part of creating it.

Yes, the world is in transition, and we're lighting the path forward.





What makes SLS like no one else:

- Complete lighting restoration
- Comprehensive array of energy-efficient lighting products
- Audit and survey capabilities
- Turnkey project management
- Utility rebate optimization and facilitation
- Lighting control system design, installation and commissioning
- Energy management programs



We've turned lighting systems controls integration into art



To us, leveraging the power of advanced lighting control and building management solutions to reduce energy consumption while enhancing the work environment is a beautiful thing. And we believe when you see how well the right system can conserve energy and save money, you'll agree. Whether you're dealing with one retail store or 50

warehouses, we provide functional solutions that are the most economically and environmentally friendly. Small or big, simple or complex, sustainability is built into every system we design. When you work with SYLVANIA Lighting Services, nothing inefficient will ever see the light of day. And that's something everyone can appreciate.



Lighting design and project management

As the leader in lighting and energy solutions, SYLVANIA Lighting Services offers customers a more advanced level of knowledge. We provide sustainable solutions that include the latest in lighting and energy controls to reduce energy consumption and ultimately save any business money. We offer expert assistance, including CAD drawings of fixture layouts, lighting control systems and photometric design for any type of space. Given our experience with LED lighting and design, you'll have access to the most cutting-edge technologies. To implement a solution option, our project management team is here to help. Actually, they're everywhere. For the convenience of all our customers, our project managers are located throughout the U.S. and Canada. One of our dedicated and highly skilled managers will handle everything from scheduling and ordering supplies to analyzing data and providing comprehensive progress reports. For us, that's a no-brainer.

Our energy management programs are a state above state of the art

Whether it's for interior, exterior or sign lighting systems, we provide best of breed energy management solutions. They include full lighting and building management solutions that can be integrated with any HVAC system. Once everything is up and running, we expedite remote

diagnostics and monitor field diagnosis and replacement of components. We will perform the commissioning and testing as well as on-site training for your staff. What's more, our national customer service center is always open. We run on optimum brainpower, 24/7, 365 days of the year.

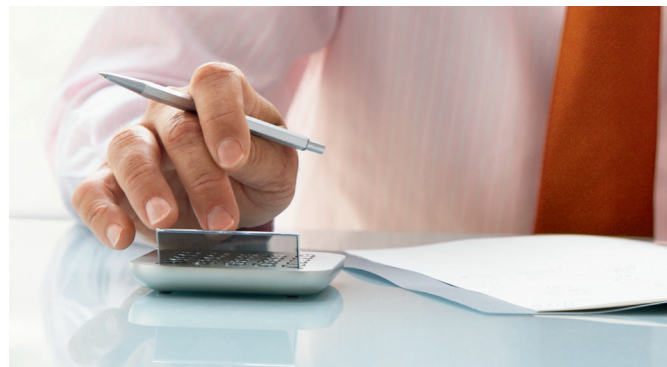


For companies still in the dark about energy efficiency

an audit is the first step toward cutting costs. Thanks to our extensive and wide-ranging experience, the thinking of our audit and survey specialists far exceeds the industry norm. And it shows. Whenever we generate a report, it never falls under the category of one size fits all. It details a lighting strategy with a specific proposal to best suit your goals and budget. This customized approach reflects everything we do as a company. Each audit and survey report is tailored to your needs. So is every control system and design. The one constant is that our recommendation will usher even the most energy-inefficient customer into the 21st century.

Utility program management and rebate optimization — downsizing energy costs.

Our staff monitors new incentive developments for federal, state and individual utility incentive programs. Using our cutting-edge SYLVANIA Source Incentive Tracking System, we can actively monitor over 1800+ utilities (IOU, MUNI & Coops), 900+ of which currently offer lighting incentive programs. And that number is growing. If there's one available for your particular business, we'll find it.



Pick your payment plan. In addition to giving you lots of ways to become energy efficient, as you'll see below, we also give you several options in terms of payment, including paying up front if you prefer.



Financing programs

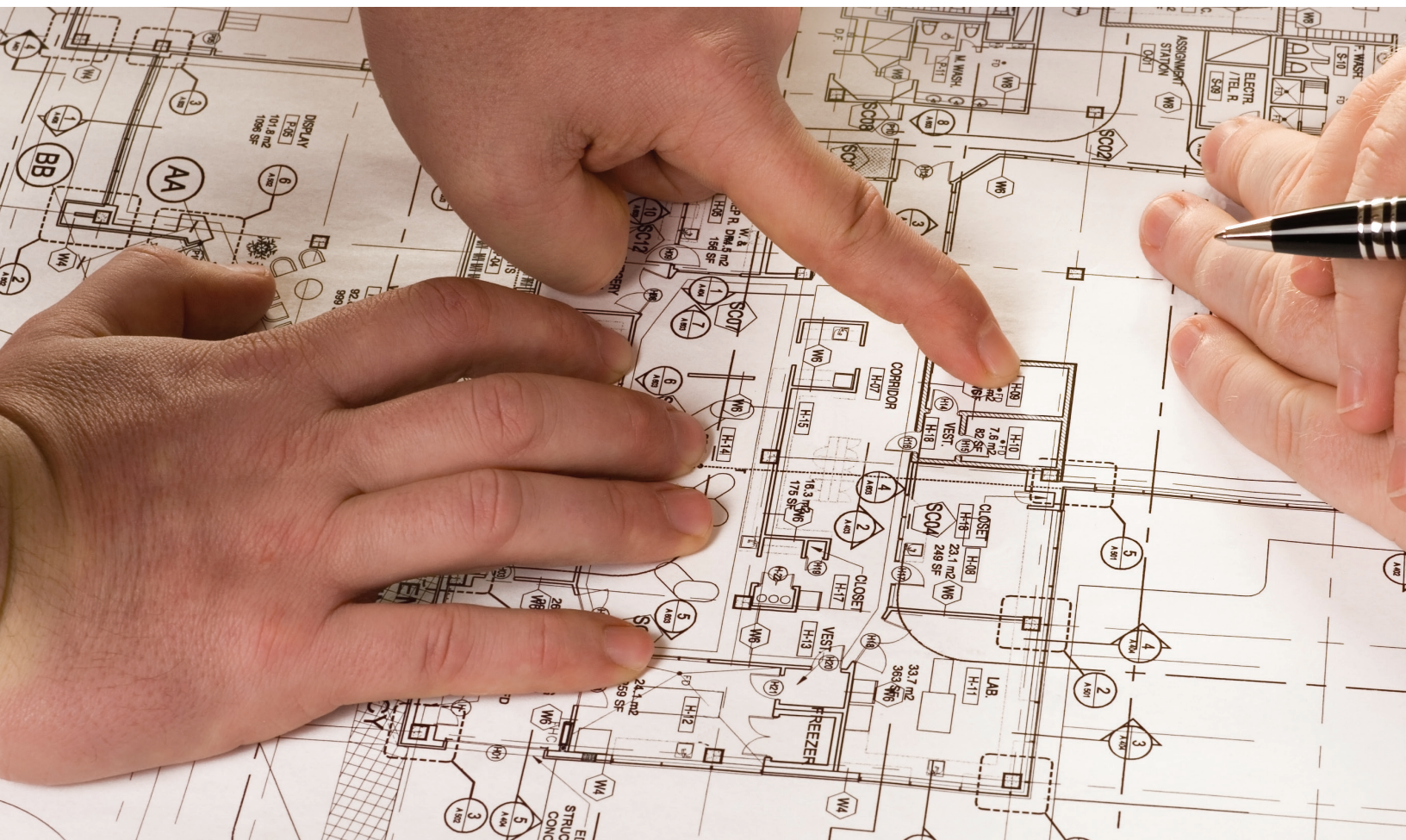
SYLVANIA Lighting Services offers fully financed energy solutions to qualified customers that provide all new options to achieve energy savings with the installation of long-life lighting technologies and fully integrated lighting and HVAC control systems. Operating and Capital Leases through SLS typically provide positive cash flow for the term of the lease. SLS supports all leases with a comprehensive warranty that eliminates the need for traditional lighting service and maintenance while ensuring your building remains fully lit and operational for the term of the lease.

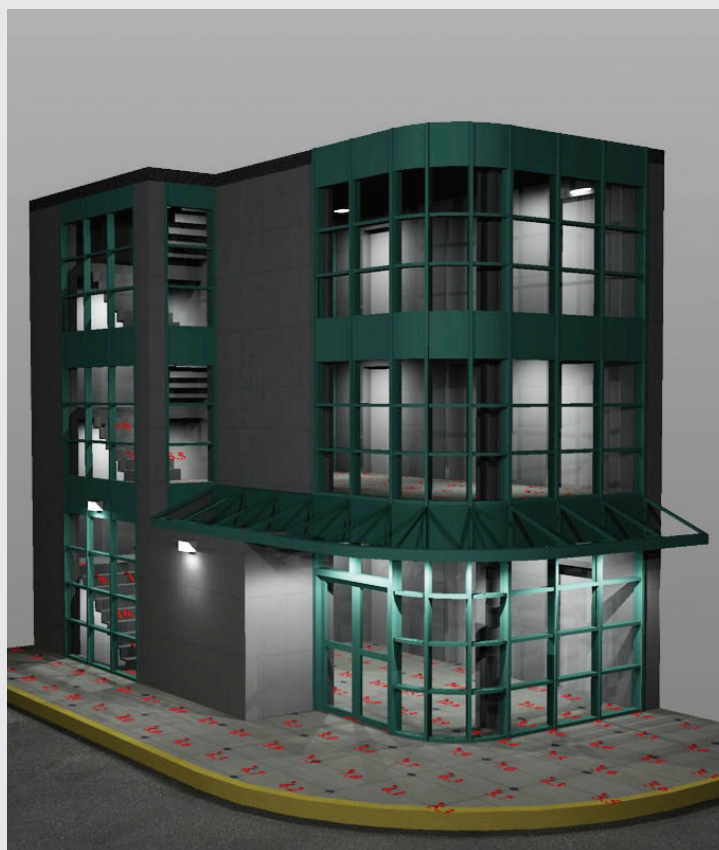
Performance contracting

SYLVANIA Lighting Services offers performance-guaranteed energy solutions to qualified customers that provide all new options to achieve energy savings with the installation of long-life lighting technologies, fully integrated lighting and HVAC control systems. SLS performance contracts are superior to traditional guaranteed solutions in that they can typically provide terms of less than 5 years with positive cash flow throughout the duration of the guarantee. SLS supports all guaranteed solutions with a comprehensive warranty that eliminates the need for traditional lighting service and maintenance while ensuring your building remains fully lit and operational for the term of the lease. Performance guarantee can be structured as stipulated, measured or shared savings contracts.

One source — one contact for comprehensive energy solutions

When you work with SYLVANIA Lighting Services, you're guaranteed consistency. You won't have to keep a list of phone numbers for different companies that dabble in a few things here and there. No need to try and piece together partial solutions that don't make sense as a whole. Our one-source approach saves time, money and energy. The whole process is streamlined. And that makes even the most complex lighting and energy solutions so much simpler to achieve.





3-D Model Rendering

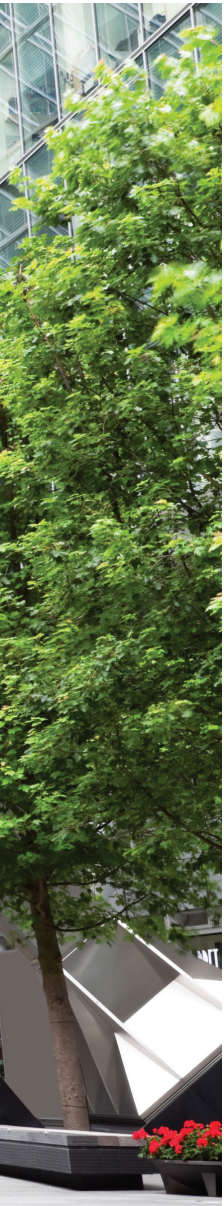
It's the only design center advanced enough for SYLVANIA Lighting Services to put their name on.

Located in Middletown, New York, the new SYLVANIA Lighting Services Design Center now stands as a beacon of excellence for next generation lighting and lighting control technologies. It's perfect for meeting with new and existing customers for live consultations and hands-on demonstrations and presentations. On exhibit are walk-through renderings to help them visualize the end result of their upgrade projects. The design center is equipped with the latest OSRAM and SYLVANIA technology. Also on hand will be SLS 3-D CAD renderings before construction, enabling turnkey solution design and proposals for customers, as well as full exterior photometric design with 3-D light rendering. It represents the pinnacle of achievement in our industry.

In addition to helping our customers save money, there's something else we're helping to save: the planet

SYLVANIA Lighting Services puts energy efficiency and environmental responsibility first. We integrate sustainability into every aspect of our operations, from sales to manufacturing. That's why SYLVANIA Lighting Services includes recycling in all our contracts.





Where do we go from here? Moving forward.

Every SYLVANIA Lighting Services customer has access to some of the most inspired minds in lighting and energy efficiency. Our thinking is constantly evolving, which means all our customers' systems and installations are constantly evolving. As we move forward, we'll continue to innovate. We'll continue striving to achieve 100% customer satisfaction. We'll continue to share our ingenuity and deliver our complete suite of solutions to places like retail stores, office buildings, colleges/universities, K-12 schools, municipalities, distribution centers, hospitals, and resort complexes. And we'll continue to be guided by the same principle: A better solution for a customer will always result in a better solution for the environment.

This is a journey we're uniquely qualified to lead. And we expect to have quite a following. A following, no doubt, with one question in mind: What will they think of next?

About SYLVANIA Lighting Services

SYLVANIA Lighting Services (SLS), an OSRAM Americas company, is an industry leader in energy management solutions for interior and exterior lighting systems. With over 40 years of experience, we are focused on delivering sustainable energy-efficient lighting upgrade projects and value-added services in all key vertical markets. As experts in LED lighting, design and rebate management, we can help your company customize a solution with the latest technologies to reduce energy consumption and ultimately save you money. SLS provides access to new energy-efficient lighting products, audit and survey capabilities, project management, as well as the latest in lighting control system design, installation and commissioning. SLS operates in the U.S. and Canada with headquarters in Danvers, Massachusetts.

For more information, visit www.osram-americas.com/sls.

AMERICAS REGION

OSRAM SYLVANIA is part of OSRAM Americas, a group of OSRAM companies located in North and South America. As a leader in lighting solutions and services, specializing in innovative design and energy saving technology, the company sells products for homes, businesses and vehicles under the brand names OSRAM, Traxon, ENCELUM and SYLVANIA. The company's portfolio covers the entire value chain of components, ranging from lamps, control units and optical semiconductors such as light-emitting diodes (LED) to luminaires, light management systems and lighting solutions. The OSRAM SYLVANIA and OSRAM Americas regional headquarters is located in Danvers, Massachusetts. For more information, visit www.osram-americas.com or follow us on Facebook and Twitter.

SYLVANIA Lighting Services

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