

none



## Cash Financial Analysis

After the lighting survey conducted on site, the following calculations and estimates can be made:

Demand for Lighting per hour	
Before	After
499 kW	90 kW

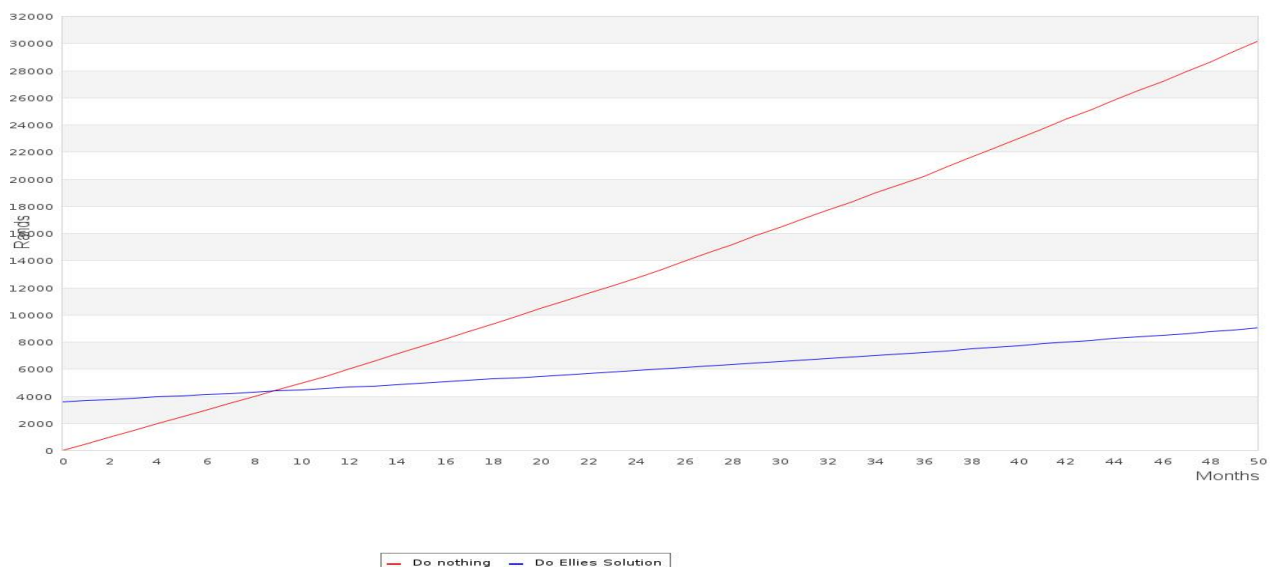
Electricity Consumption per day	
Before	After
11976 kWh	2160 kWh

Monthly Cost	
Before	After
R 598.68	R 108.16

Project Cost ex VAT
R 25,901.82

Expected Monthly Saving
R 490.52

% Saving
82%



The breakeven point is calculated as the amount of time (in months) that the savings achieved from retrofitting old technologies will take to recover the initial project expense.

## How the calculations are done (unrelated example)

The running costs indicated below is based on 10 burning hours per day (07:00 until 17:00) for 25 days per month. A cost of R1.00 per kWh is assumed.



4ft Fluorescent  
**36W**



4ft LED Tube  
**20W**



Incandescent Lamp  
**60W**



A60 LED Lamp  
**7W**



Halogen Lamp  
**50W**



LED Lamp  
**6W**

0.036 kWh	0.020 kWh	0.060 kWh	0.007 kWh	0.050 kWh	0.006 kWh
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Cost per Hour:	≈ R0.04	≈ R0.02	≈ R0.06	≈ R0.01	≈ R0.05	≈ R0.01
Cost per Day	= R0.36	= R0.20	= R0.60	= R0.07	= R0.50	= R0.06
Cost per Month	= R9.00	= R5.00	= R15.00	= R1.75	= R12.50	= R1.50

## JOHANNESBURG

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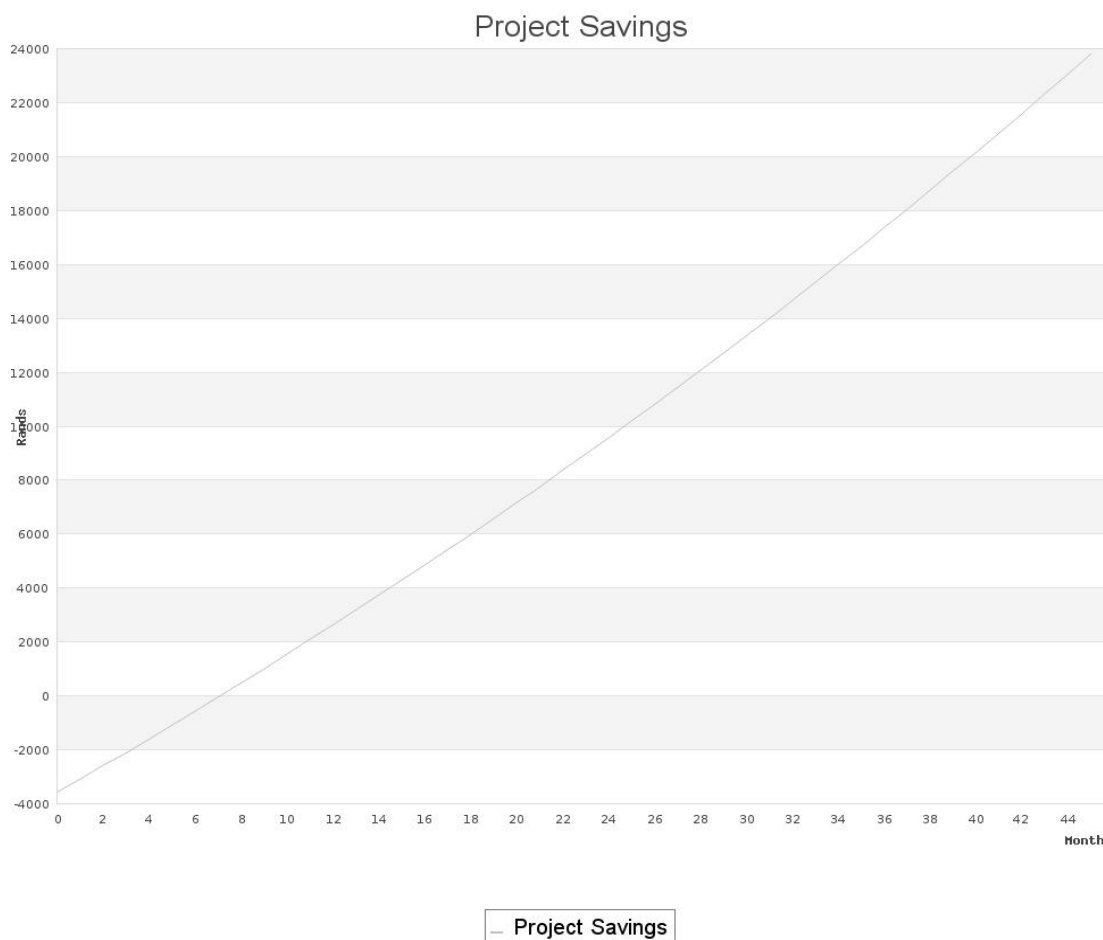
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## Replacement Items Overview

Payback Period	Monthly Savings	Percentage Saved(%)	Savings after 5 years
44.76 Months	R490.52	82%	R 11,492.77

## Cost Overview - Cash Option

Category	Product Price	Installation	Total Price
Replacement Products	R13,845.72	R12,056.10	R25,901.82
Additional Products	R0.00	R0.00	R0.00
Total	R13,845.72	R12,056.10	R25,901.82



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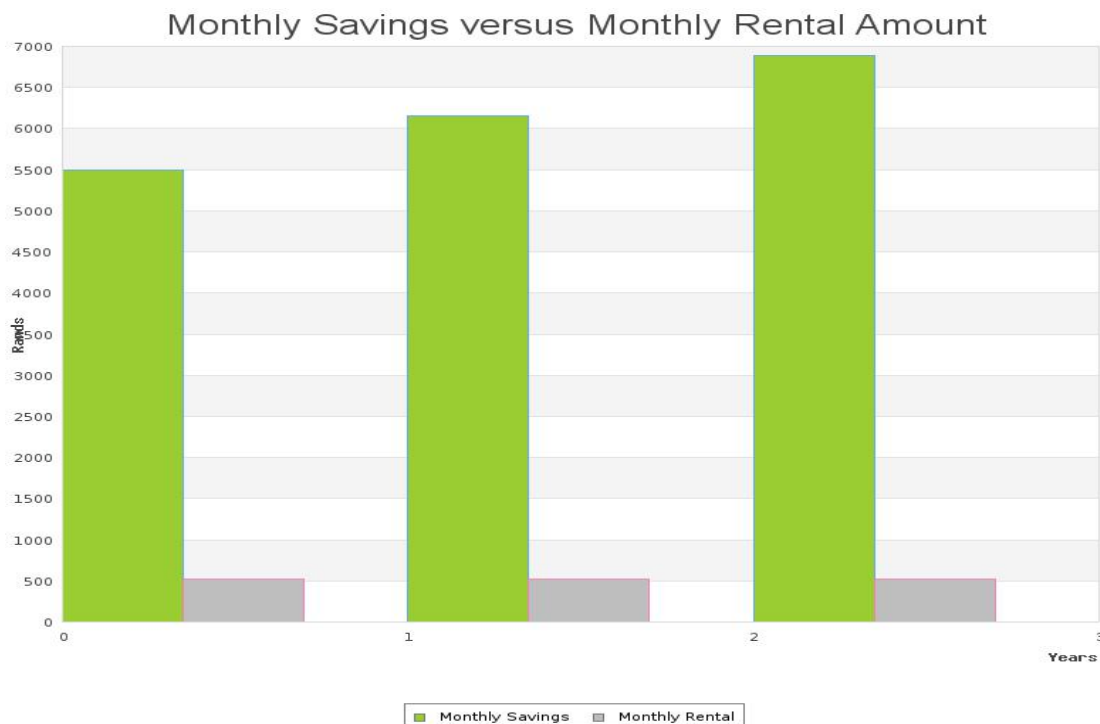
## Rental Financial Analysis

### Cost Overview - Rental Option

Category	Capital	Maintenance	Total
Replacement Products	R506.63	R13.50	R520.13
Additional Products	R0.00	R0.00	R0.00
Total	R506.63	R13.50	R520.13

### Contract Overview

Rental Term	Deposit	Monthly Rental by year
36 Months	R10,101.71 (39%)	1: R520.13 2: R520.13 3: R520.13



### Rent per Month

R520.13 is the Rental option subject to approval by a third party financier over a period of 36 Months

If the project were not completed, none would continue paying as much as R 598.68 per month for lighting. But by completing the project, this amount can decrease to as little as R 108.16 each month. Even if you rent the equipment for R520.13 over 36 months, you end up paying only R628.29 monthly which, after the 36 months, becomes money in your pockets.

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## Project Details

Type of Premises (Mark with x):	Business	Home	Other	x
Company Name	none	Contact Person	Test Test	
Physical Address	pathways	Telephone		
		E-mail	test@email.com	
Telephone	NONE	Date	2015-08-14	

## Additional Information

Project Manager	def	Region	Commercial	
Installer	wsegf			
Sales Rep	wsfew			
Electricity Supplier	Eskom	Type of Connection	Single Phase	x Three Phase
Cost per kWh	R 1.2	Meter Number	23434	

## Consumption Data and Installation Details

Electricity Accounts	Travel (km)	Ceiling Height	Contingency
	0	0.00	0.00
	Installation	x	

Notes:

wefwef

## Scope of Works

This project entails the supply and installation of 14 efficient lighting technologies to retrofit or replace 14 inefficient lighting sources found at the premises of none. Measurements were done to show savings in consumption more accurately. No measurements were done, which means that all savings are based on estimated values. Work to be completed per specified location is described below.

## Replacement Products

Area	Old Technology	Quantity	Replacement Technology	Quantity	Hours Operated	Replace Fitting
Ground Floor - Reception	Halogen 50W GU10	4	4W GU10 WW	4	4	GU10
Ground Floor - Reception	E14 - 60W - Candle	3	5W Candle WW E14	3	4	E14
Ground Floor - Bathroom - male	Halogen 50W GU10	4	5W int LED Downlight 5W WW	4	4	Downlight
Ground Floor - Kitchen	T8 - 2 X 58W - 5 foot	4	24W LED T8 1500mm 5ft DL	4	4	T8
Ground Floor - Boardroom	T8 - 2 X 36W - 4 foot	15	21W LED T8 1200mm 4Ft CW	15	4	T8
Ground Floor - Boardroom	Halogen 50W MR16	12	4.5W LED GU10 manual dim WW	12	4	GU10
Ground Floor - Office 1	T8 - 2 X 58W - 5 foot	1	24W LED T8 1500mm 5ft DL	1	4	T8
Ground Floor - Office 1	T8 - 2 X 36W - 4 foot	1	20W LED T8 1200mm 4Ft WW	1	4	T8
First Floor - Reception	E14 - 40W - Candle	4	5W Candle WW E14	4	4	E14

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Ground Floor - dinner area	Halogen 50W GU10	4	5W int LED Downlight 5W CW	4	4	Downlight
Ground Floor - dinner area	B22 - 40W - Candle	12	5W Candle WW B22 Dimmable	12	4	B22
Ground Floor - dinner area	E14 - 8W - CFL	5	5W Golf Ball WW E14 Dim	5	4	E14
Ground Floor - dinner area	Halogen 20W MR16	3	4.5W LED GU10 manual dim WW	3	4	GU10
Ground Floor - outside	PL 2 Pin - 2 X 11W	7		7	4	None

## Quote Acceptance

I,  
in my Capacity as  
hereby accept the quotation submitted to me by Ellies for 14 of energy efficient lighting to the amount of R0. I understand that a 10% deposit is payable before any work will commence and that the rest of the amount will be payable upon completion of the job and signing of the jobcard below once all equipment

Signed at: \_\_\_\_\_ on this \_\_\_\_\_ day of \_\_\_\_\_

\_\_\_\_\_ for the Customer

\_\_\_\_\_ for the Company: Ellies

### Terms and conditions

- This Quote is valid for a period of thirty (30) days from date hereof. Should we receive your order AFTER thirty (30) days from date hereof, we may need to adjust your pricing based on the ruling rates of exchange.
- Our proposal is based on current exchange rates.
- The scope of works may change while our contractors are on site due to changes in your requirements. Any items exceeding the above quantities will be charged separately at the same rate as detailed above.
- The estimated savings are based on operating hours given by customer and electricity bill provided.
- Should the actual design differ from the information supplied then a revised variation quote will be submitted to you.
- Our labour rates are based on normal working hours. Should you require work to be done after hours, labour will be charged at ruling overtime rates and a new quote will be supplied.
- It is the sole responsibility of the business owner to ensure that all equipment and furniture is moved so as to allow unhindered access to all required areas to complete the installation. Ellies and its representatives are fully indemnified against all responsibility arising from any damage in this regard.
- Ellies warrants, subject to our normal condition of sale which are available on request, the equipment and services
- E. and O.E.
- The installation carries a warranty for a period of twelve (12) months from the date of installation
- Lighting products carry a 3 year warranty from the date of installation..
- Should payment not be made on due date, Ellies reserves the right to remove all equipment installed and claim such damages from the client.
- Interest at 2% per month will be levied on all overdue accounts.

### Additional terms and conditions if the project is paid as a full maintenance rental contract

- Ellies will endeavour to investigate and replace where necessary any Ellies installed products indicated in this quote that may fail during the duration of the contract term, within 72 hours of the fault being reported subject to any circumstances beyond our control that may prevent service delivery within the stipulated time frame. Callout operating hours Monday to Friday 08:00 - 17:00 excluding public holidays
- Additional terms and conditions are stipulated in the rental contract which must be signed in addition to this quote acceptance document.
- Contracts are subject to a 20% Deposit to be paid upfront



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## Job Card

### Ship To:

Company: None  
Address: pathways  
Contact: Test Test  
Cellphone: None

### Date:

This project entails the supply of 14 efficient lighting technologies to retrofit or replace 14 inefficient lighting sources found at the premises of . Work to be completed per specified location is described below.

Item Code	Description	Quantity	Unit Cost	Extended Cost
FLGGU10W	4W GU10 WW	4	89.96	359.84
FLCC5E14W	5W Candle WW E14	3	118.76	356.28
FL5INTW	5W int LED Downlight 5W WW	4	202.50	810.00
FLIQ24T8DL	24W LED T8 1500mm 5ft DL	4	340.18	1
FL21WT8C	21W LED T8 1200mm 4Ft CW	15	269.96	4
FLIQGU10WD	4.5W LED GU10 manual dim WW	12	118.30	1
FLIQ24T8DL	24W LED T8 1500mm 5ft DL	1	340.18	340.18
FL20WT8W	20W LED T8 1200mm 4Ft WW	1	269.96	269.96
FLCC5E14W	5W Candle WW E14	1	118.76	118.76
FL5INTC	5W int LED Downlight 5W CW	4	202.50	810.00
FLCC5B22WD	5W Candle WW B22 Dimmable	12	202.50	2
FLCG45WE14D	5W Golf Ball WW E14 Dim	5	161.96	809.80
FLIQGU10WD	4.5W LED GU10 manual dim WW	1	118.30	118.30
Labour		1	2396.45	2396.45
Travel		0	-	9,000.00
Crush		-	-	659.65
Materials		-	-	0.00

Code	Supplied	Used
FLGGU10W	N/A	N/A
FLCC5E14W	N/A	N/A
FL5INTW	N/A	N/A
FLIQ24T8DL	N/A	N/A
FL21WT8C	N/A	N/A
FLIQGU10WD	N/A	N/A
FL20WT8W	N/A	N/A
FL5INTC	N/A	N/A
FLCC5B22WD	N/A	N/A
FLCG45WE14D	N/A	N/A

Total Value excluding VAT	16,910.82
VAT Calculated at 14%	2,367.51
Total Value Including VAT	19,278.33

**Project signed off on:**

**For Customer Test Test:**

**For Installer:**

Stock used and returned to be indicated above.  
At least 5 pictures to be taken on site.  
Customer and Installer to sign completed Job Card.