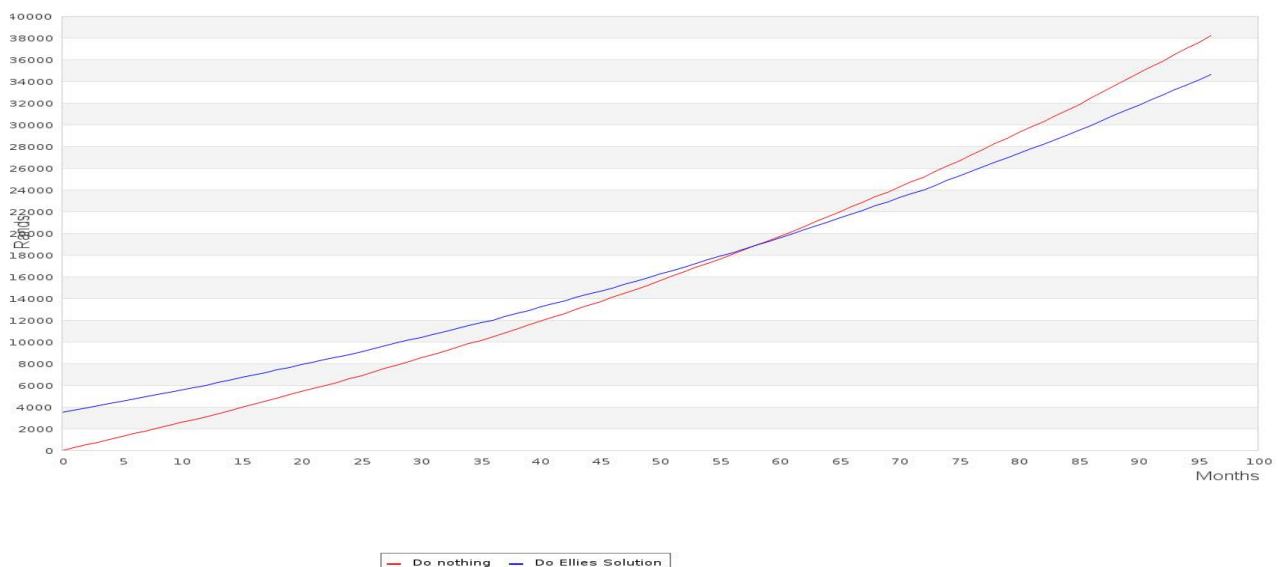




## Cash Financial Analysis

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

Demand for Lighting per hour		Electricity Consumption per day		Monthly Cost	
Before	After	Before	After	Before	After
259 kW	211 kW	6216 kWh	5064 kWh	R 310.42	R 253.17
Project Cost ex VAT		Expected Monthly Saving		% Saving	
R 7,762.25		R 57.25		18%	



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**

0.036 kWh



4ft LED Tube  
**20W**

0.020 kWh



Incandescent Lamp  
**60W**

0.060 kWh



A60 LED Lamp  
**7W**

0.007 kWh



Halogen Lamp  
**50W**

0.050 kWh



LED Lamp  
**6W**

0.006 kWh

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

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Reg No: 2007/011513/07

PO Box 57076  
SPRINGFIELD  
2137

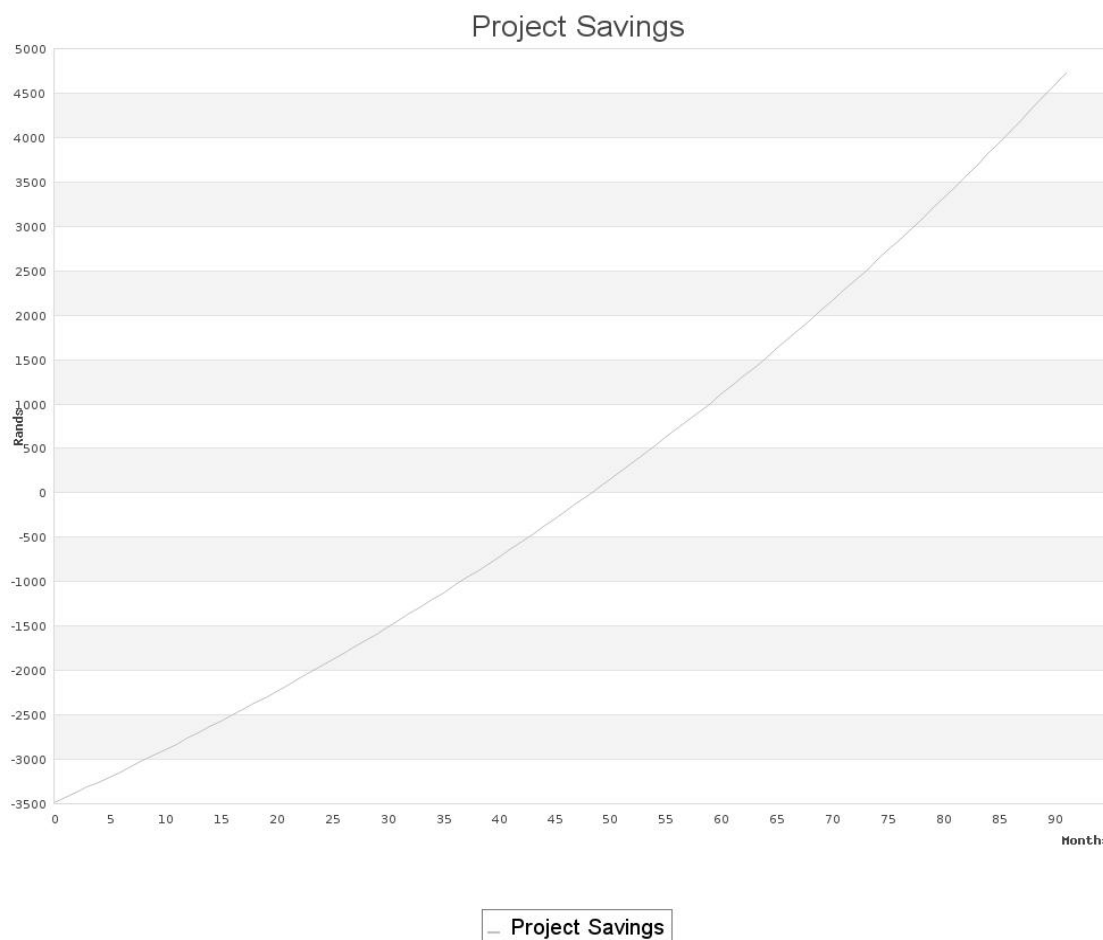
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## Replacement Items Overview

Payback Period	Monthly Savings	Percentage Saved(%)	Savings after 10 years
90.57 Months	R57.25	18%	R 4,292.95

## Cost Overview - Cash Option

Category	Product Price	Installation	Total Price
Replacement Products	R4,543.97	R3,218.28	R7,762.25
Additional Products	R0.00	R0.00	R0.00
Total	R4,543.97	R3,218.28	R7,762.25



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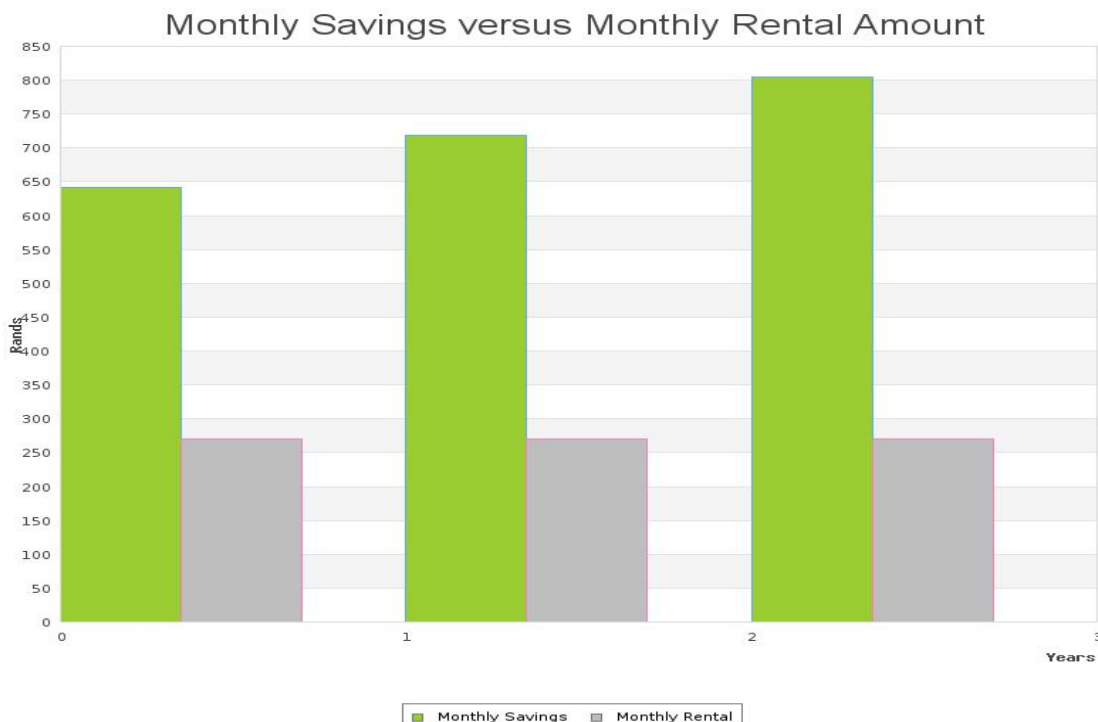
## Rental Financial Analysis

### Cost Overview - Rental Option

Category	Capital	Maintenance	Total
Replacement Products	R224.01	R45.51	R269.52
Additional Products	R0.00	R0.00	R0.00
Total	R224.01	R45.51	R269.52

### Contract Overview

Rental Term	Deposit	Monthly Rental by year
36 Months	R776.23 (10%)	1: R269.52 2: R269.52 3: R269.52



### Rent per Month

R269.52 is the Rental option subject to approval by a third party financier over a period of 36 Months

If the project were not completed, corp would continue paying as much as R 310.42 per month for lighting. But by completing the project, this amount can decrease to as little as R 253.17 each month. Even if you rent the equipment for R269.52 over 36 months, you end up paying only R522.69 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	<input checked="" type="checkbox"/>	Other
Company Name	corp	Contact Person	Bob Example	
Physical Address	home	Telephone	0821234567	
		E-mail	bob.example@corp.com	
Telephone	0111234567	Date	2015-08-25	

## Additional Information

Project Manager	None	Region	Commercial	
Installer	None			
Sales Rep	None			
Electricity Supplier	Eskom	Type of Connection	Single Phase	Three Phase
Cost per kWh	R 1.2	Meter Number	None	

## Consumption Data and Installation Details

Electricity Accounts	Travel (km)	Ceiling Height	Contingency
	10462	0.00	0.00

Installation ☒

Notes:

None

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## Scope of Works

This project entails the supply and installation of 4 efficient lighting technologies to retrofit or replace 4 inefficient lighting sources found at the premises of corp. 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

## Quote Acceptance

I,  
in my Capacity as  
hereby accept the quotation submitted to me by Ellies for 4 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: corp  
Address: home  
Contact: Bob Example  
Cellphone: 0821234567

### Date:

This project entails the supply of 4 efficient lighting technologies to retrofit or replace 4 inefficient lighting sources found at the premises of corp. Work to be completed per specified location is described below.

Item Code	Description	Quantity	Unit Cost	Extended Cost
FLVEN200	200W Venture Kit Metal halide CW	4	950.94	3803.76
FLSLR12W	12W Slim Round Downlight WW	1	274.05	274.05
FL5INTDL	5W int LED Downlight 5W DL	1	197.10	197.10
FL12REC2W	7W Ledchroic GU10 WW	1	269.06	269.06
Labour		1	3068.2	3068.2
Travel		10462	-	115.08
Crush		-	-	35.00
Materials		-	-	0.00

Code	Supplied	Used
FLVEN200	N/A	N/A
FLSLR12W	N/A	N/A
FL5INTDL	N/A	N/A
FL12REC2W	N/A	N/A

Total Value excluding VAT	7,762.25
VAT Calculated at 14%	1,086.72
Total Value Including VAT	8,848.97

**Project signed off on:**

**For Customer Bob Example:**

**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.