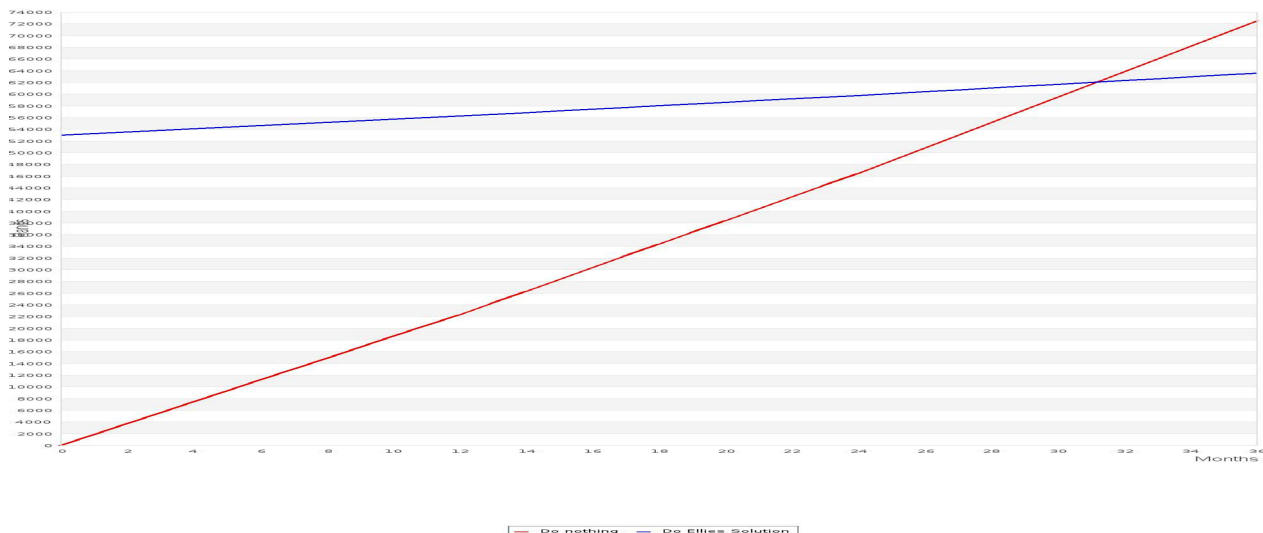




Cash Financial Analysis

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
1.700 kWh	0.262 kWh	40.799 kWh	6.294 kWh	R 1,861.45	R 287.15
Project Cost ex VAT		Expected Monthly Saving		% Saving	
R 52,972.63		R 1,588.86		85%	



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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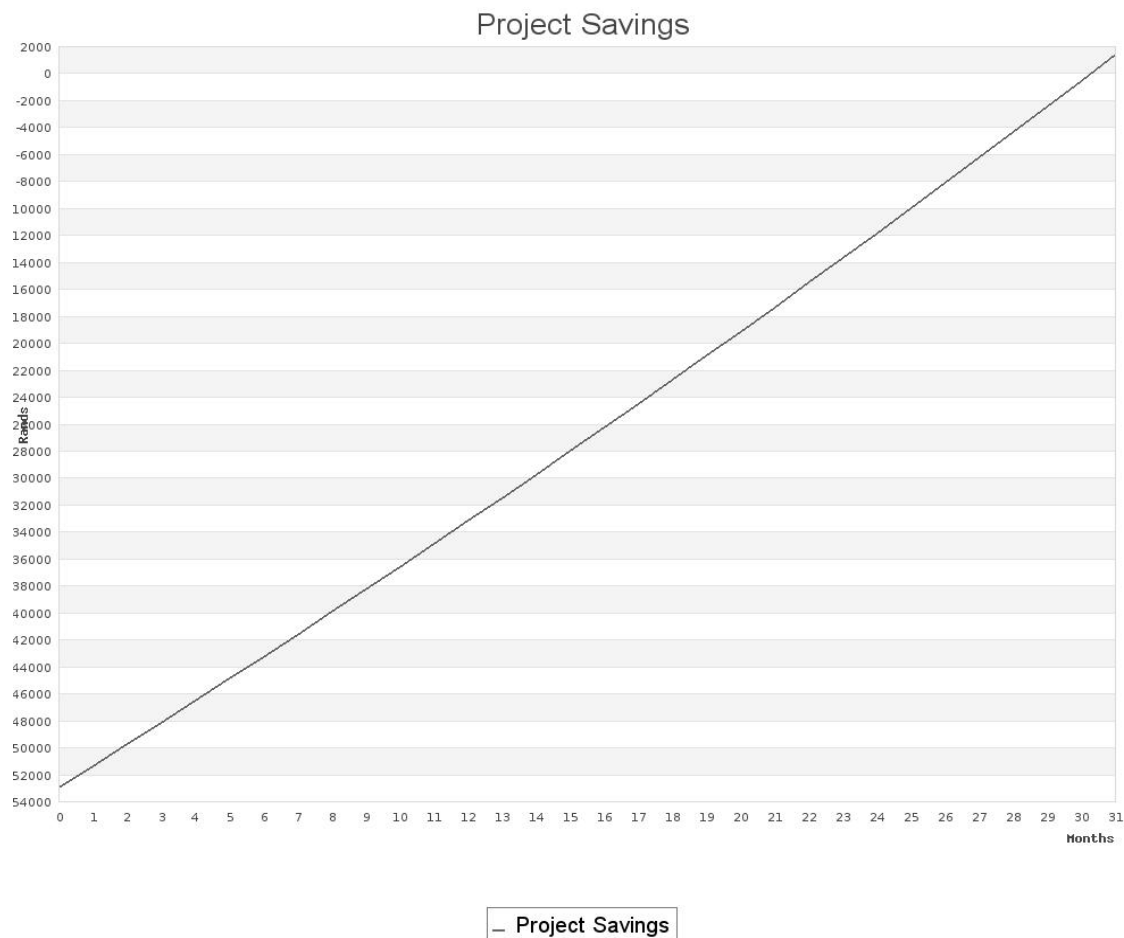
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Replacement Items Overview

Payback Period	Monthly Savings	Percentage Saved(%)	Savings after 5 years
31.18 Months	R1,588.86	85%	R 58,881.94

Cost Overview - Cash Option

Category	Product Price	Installation	Total Price
Replacement Products	R25,168.94	R27,803.69	R52,972.63
Additional Products	R34.50	R0.00	R34.50
Total	R25,203.44	R27,803.69	R53,007.13



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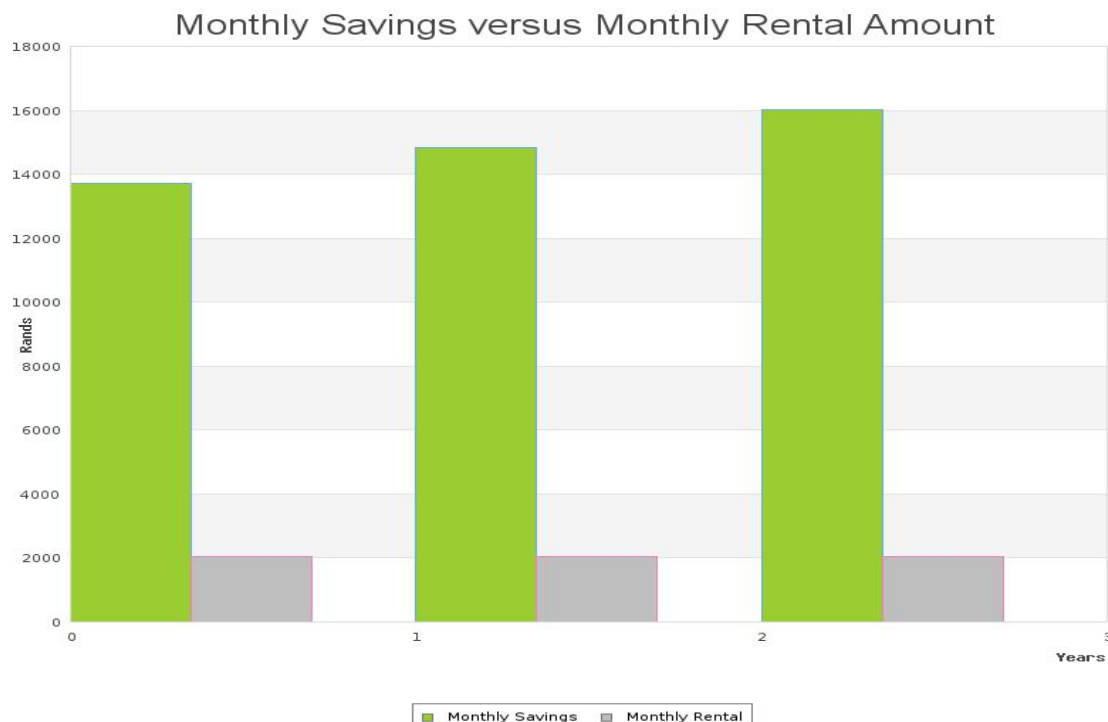
Rental Financial Analysis

Cost Overview - Rental Option

Category	Capital	Maintenance	Total
Replacement Products	R1528.72	R502.25	R2030.97
Additional Products	R1.00	R5.93	R6.93
Total	R1529.72	R508.18	R2037.90

Contract Overview

Rental Term	Deposit	Monthly Rental by year
36 Months	R5,300.71 (10%)	1: R2037.90 2: R2,037.90 3: R2,037.90



Rent per Month

R2,037.90 is the Rental option
subject to approval by a third
party financier over a period of
36 Months

If the project were not completed, MCC would continue paying as much as R 1,861.45 per month for lighting. But by completing the project, this amount can decrease to as little as R 287.15 each month. Even if you rent the equipment for R2037.90 over 36 months, you end up paying only R2,325.05 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 **x** Other

Company Name	MCC	Contact Person	Jeanne Colling
Physical Address	Silver Lakes House	Telephone	0833001050
		E-mail	justinc@mccgroup.co.za
Telephone	0213333333	Date	2015-09-03

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 1.5	Meter Number	None

Consumption Data and Installation Details

Electricity Accounts	Travel (km)	Ceiling Height	Contingency
	20258	0.00	0.00

Installation **x**

Notes:

None

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Additional Products

Item Code	Description	Quantity	Unit Cost	Extended Cost
FSFSH5	PROTEA	1	0	0

Total Value excluding VAT	0.00
VAT Calculated at 14%	0.00
Total Value Including VAT	0.00

Scope of Works

This project entails the supply and installation of 32 efficient lighting technologies to retrofit or replace 32 inefficient lighting sources found at the premises of MCC. 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 - Entrance	Halogen 50W MR16	3	6W GU10 WW	3	2	GU10
Ground - lounge	Halogen 50W MR16	10	6W GU10 WW	10	5	GU10
Ground - lounge	E27 - 15W - CFL	4	7W A60 CW E27	4	5	E27
Ground - guest bathroom	Halogen 50W MR16	2	6W GU10 WW	2	1	GU10
Ground - patio	Halogen 50W MR16	14	6W GU10 WW	14	2	GU10
Ground - patio	E27 - 15W - CFL	2	7W A60 CW E27	2	2	E27
Ground - domestic area	E27 - 20W - CFL	1	11W PAR30 Warm White E27	1	10	E27
Ground - outside entrance	Halogen 50W MR16	6	6W GU10 WW	6	10	GU10
Ground - dining room	Halogen 50W MR16	8	6W GU10 WW	8	4	GU10
Ground - kitchen lounge	Halogen 50W MR16	12	6W GU10 WW	12	12	GU10

Ground - kitchen lounge	E27 - 15W - CFL	4	7W A60 WW E27	4	12	E27
Ground - kitchen	Halogen 50W MR16	9	6W GU10 WW	9	12	GU10
Ground - kitchen	B22 - 11W - CFL	6	7W A60 WW B22	6	6	B22
Ground - study	Halogen 50W MR16	8	6W GU10 WW	8	3	GU10
Ground - passage	Halogen 50W MR16	5	6W GU10 WW	5	1	GU10
Ground - bike room	Halogen 50W MR16	5	6W GU10 WW	5	3	GU10
Ground - bike bathroom	Halogen 50W MR16	5	6W GU10 WW	5	1	GU10
Ground - Pergola	Halogen 50W MR16	4	6W GU10 WW	4	1	GU10
Ground - landing area	Halogen 50W MR16	12	6W GU10 WW	12	1	GU10
Ground - playroom	Halogen 50W MR16	9	6W GU10 WW	9	5	GU10

Ground - guest bathroom	Halogen 50W MR16	6	6W GU10 WW	6	1	GU10
Ground - guest bathroom	Halogen 50W MR16	3	6W GU10 WW	3	1	GU10
Ground - pyjama lounge	Halogen 50W MR16	10	6W GU10 WW	10	3	GU10
Ground - pyjama lounge	E27 - 15W - CFL	2	7W A60 WW E27	2	3	E27
Ground - girls room	Halogen 50W MR16	4	6W GU10 WW	4	3	GU10
Ground - girls room	E27 - 15W - CFL	1	7W A60 WW E27	1	3	E27
Ground - kids bathroom	Halogen 50W MR16	6	6W GU10 WW	6	3	GU10
Ground - boys room	Halogen 50W MR16	6	6W GU10 WW	6	3	GU10
Ground - master bathroom passage	Halogen 50W MR16	5	6W GU10 WW	5	1	GU10
Ground - master bathroom	Halogen 50W MR16	22	6W GU10 WW	22	5	GU10

Additional Products

Area	Old Technology	Quantity	Replacement Technology	Quantity	Hours Operated	Replace Fitting
Ground - guest bathroom		0	PROTEA	0	0	None

Quote Acceptance

I,
in my Capacity as
hereby accept the quotation submitted to me by Ellies for 32 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: MCC
Address: Silver Lakes House
Contact: Jeanne Colling
Cellphone: 0833001050

Date:

This project entails the supply of 32 efficient lighting technologies to retrofit or replace 32 inefficient lighting sources found at the premises of MCC. Work to be completed per specified location is described below.

Item Code	Description	Quantity	Unit Cost	Extended Cost
FLC6GU10W	6W GU10 WW	182	120.60	21949.20
FLGA60CE27	7W A60 CW E27	6	141.56	849.36
FLAUPAR30W	11W PAR30 Warm White E27	1	530.10	530.10
FLGA60WE27	7W A60 WW E27	7	141.56	990.92
FLGA60WB22	7W A60 WW B22	6	141.56	849.36
FSFSH5	PROTEA	0	34.50	34.50
Labour		1	25679.5	25679.5
Travel		20258	-	1,114.19
Crush		-	-	1,010.00
Materials		-	-	0.00

Code	Supplied	Used
FLC6GU10W	N/A	N/A
FLGA60CE27	N/A	N/A
FLAUPAR30W	N/A	N/A
FLGA60WE27	N/A	N/A
FLGA60WB22	N/A	N/A
FSFSH5	N/A	N/A

Total Value excluding VAT	50,884.94
VAT Calculated at 14%	7,123.89
Total Value Including VAT	58,008.83

Project signed off on:

For Customer Jeanne Colling:

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.