

Case Study: Save Money Cut Carbon/Addenbrooke's

Contract: Cambridge University Hospital NHS via Save Money, Cut Carbon	Contract Type: Public Sector
Contract Value: £75k	Contract Duration: March 2016

Scope:

SMCC was invited to tender for the Clinic 14 Lighting Upgrade. After several site visits, detailed investigative work and collaboration with Smith Bros, SMCC presented a detailed proposal in January 2016 which was subsequently approved. This approach enabled SMCC to demonstrate how our consortium meets specific needs, overcomes prevalent barriers and recommends cost effective solutions that meet internal standards and specifications and comply with external legislation and guidelines.

SMCC was subsequently invited to tender via an OJEU tender process for a lighting upgrade and replacement programme with a view to replacing and upgrading the lighting with LED. The scope of this was internally focused and principally comprised of offices, training rooms, stores, patient catering and walkways. Existing lighting in these areas was very inefficient, poorly controlled with several 'dark spots.' A survey was conducted by the experienced SMCC team and all scoped locations were visited, audited and reviewed. All source data was open and transparent and discussed with the client at all times to remove any ambiguity and ensure that the client is fully aware of any assumptions that were made.

Benefits:

A mandatory condition of the project was compliance with Salix funding criteria delivering an ROI within five years through energy savings only. SMCC's dedicated Salix commercial team analysed the survey data and completed the Salix ROI spreadsheet and Project Compliance Tool (version 30) to ensure the project was fully compliant with Salix funding criteria. Our LED lighting products had already been installed in Salix financed projects.

The Field Services Team fitted 650 energy-saving LED panels, LED tubes and LED 2D lamps to match or improve the existing lighting conditions, all supplied as required by Smith Bros.

The hospital is a busy environment and access to specific areas had to be scheduled with some work completed out of normal hours. The team worked closely with the hospital management to plan and undertake upgrades at the most appropriate times. This incorporated some work being undertaken overnight to meet the needs of Addenbrooke's Hospital. Overall they benefited from a 53% reduction in carbon emissions a year and savings of £15,000 a year on their electricity bill.

What the Customer says:

"The sales team were truly outstanding and provided us with unparalleled level of customer service. Nothing was too much trouble for them" – **Holden Cook, COO, SaveMoneyCutCarbon.com, June 2016**