

DESCRIPTION	PURCHASE	LAAS WITH FES
Capital Route - 1st investment	With or Without Finance 100% Client	No Capital Cost / No Finance
Interest (if financed)	Yes Fixed (if financed) 100% Client	No Capital Cost / No Finance
Financial Disclosure (if financed)	Yes Full Credit Application (if financed)	None Needed
Cost of Lights / Fixtures	100% All Client	100% FES
Cost of Labor	100% All Client	100% FES
Cost of Equipment, Rental (if any)	100% All Client	100% FES
Cost of Freight (if any)	100% All Client	100% FES
After Complete LED Failure - 2nd Investment	100% All Client	100% FES
Retain Savings Day One, with NO INVESTMENTS - Positive Cash Flow	None	Yes 25% Monthly Savings, Positive Cash Flow with No CapEx - Best ROI
Disposal of Old Fixtures	Unknown - To be Determined*	100% FES
Cost Disposal of Old Fixtures	Unknown - To be Determined*	100% FES
Will Engineers Visit Site(s) (for proper assessment)	Unknown - Limited & Determined*	100% FES
Cost of Photometric	Unknown - Limited & Determined*	100% FES
Are Savings Demonstrable	Unknown - Limited & Determined*	100% FES
Can Fixtures be Color Coded	Unknown - Limited & Determined*	Yes
Site Evaluation for Pre-Existing Electrical Issues (for no surprises)	Unknown - Limited & Determined*	Yes
Kilowatt Rate Increase Inflation Hedge	Increase - Inflation*	None - Locked for 15 years+
Warranty on Fixtures / Lights	5 Years - Limited*	15+ years
Warranty on LED Drivers	Unknown - Limited & Determined*	15+ years
Warranty on Labor	Limited & Determined*	15+ years
Cost on Expired Labor Warranty	To be Determined / Inflation*	None - 15+ years Warranty
Warranty on Equipment, Rental (if any)	Unknown - Limited & Determined*	15+ years
Cost on Expired Equipment Warranty, Rental (if any)	To be Determined / Inflation*	None - 15+ years Warranty
Warranty on Parts	Limited*	15+ years
Cost on Expired Warrantied Parts	To be Determined / Inflation*	None - 15+ years Warranty
Response Time Warranty / Maintenance	Unknown*	Within 3 Business Days
Responsibility for Warranting the Warranties and Warrantied Work	Unknown*	100% FES
Install Responsibility for City Violations (scope of work)	100% All Client	100% FES (scope of work, light for light)
Install Responsibility for City Violations (scope of work)	100% All Client	100% FES (scope of work, light for light)
* Is Limited & Determined by Vendor / Power Company / Contractor / Fixture Brand / Inflation Costs		