

**PHILIPS**

Circular economy

# Philips & RAU Architects introduce Light as a Service

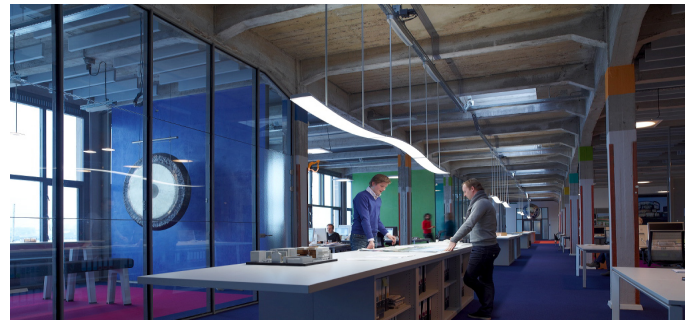
Philips Lighting

A whole new way of delivering light through a sustainable and affordable concept - Light as a Service.

Architect Thomas Rau knew exactly what he wanted when changing the lighting at his office - the exact amount of light at a price he was willing to pay. He did not want to own lamps, luminaires, cables or controls: he was only interested in their performance. Philips proposed an all-in concept: Light as a Service, including energy.

A new light plan and solution were developed in which Philips retained ownership of all the hardware. Existing LED recessed luminaires were adapted for floating "ceilings" over the workplaces. Flexible and personalized lighting included adjustable illumination, combined with a sensor and controller system to keep energy use at a minimum.

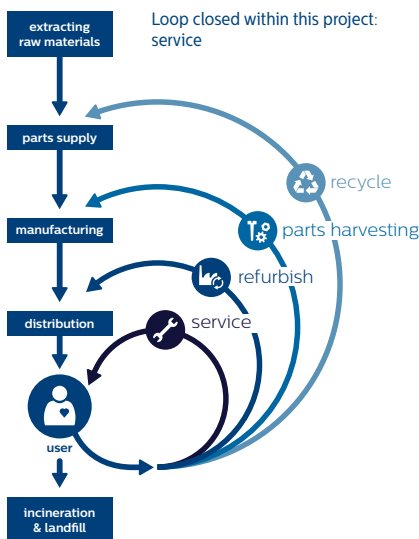
This innovative model, also called "pay per lux", was first of a kind in delivering light in a brand new and sustainable way. The project generated awareness for circular economy and led to the launch of Turntoo, a circular economy consultant and now roll-out partner for Philips Lighting in the Benelux.



*"I told Philips - I'm not interested in the product, just the performance. I want to buy light - and nothing else."*

Thomas Rau, Managing Director Rau Architects

## The circular economy



## The essential enablers



### business models

Philips takes full responsibility for performance and maintenance of the installed base. The system can be adapted or upgraded according to changes in needs or customer wishes.



### design

LED luminaires were adapted for floating "ceilings" over the workplaces. Flexible and personalized lighting including sensors and controls.



### collaboration

The collaboration partners were Cas Sombroek for installation and LightRec for responsible re-use or recycling of lighting products and components at end-of-life.



### reverse logistics

In case of end-of-life conditions or an upgrade, material is reclaimed and recycled via LightRec, our partner in responsible re-use of lighting components at end-of-life.

