

See
what light
can do.



Customer Testimonial Book

PHILIPS

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Philips Electronics India Limited, a subsidiary of the Netherlands-based Royal Philips Electronics, is the leading Health and Wellbeing company. Philips Electronics India, India's largest lighting company operates in business areas of lamps, professional and consumer luminaires, lighting electronics, automotive lighting, special lighting, lighting controls and modular switches.

Today, as global leader in Lighting, Philips is driving the switch to energy-efficient solutions. Philips provides advanced energy-efficient solutions for all segments: office, industry, outdoor, retail, hospitality and home. Philips is also a leader in shaping the future with exciting new lighting applications and technologies such as LEDs, which besides energy efficiency provides attractive benefits and endless new 'never-before-possible' lighting solutions.



Photo of India Gate



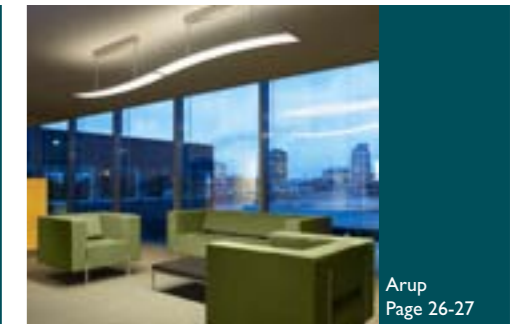
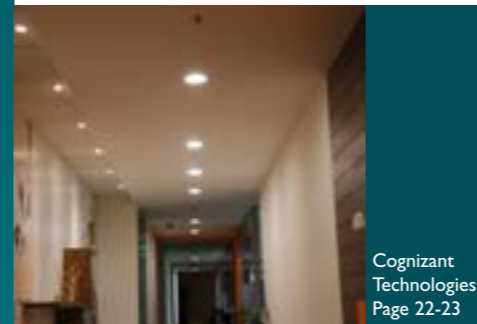
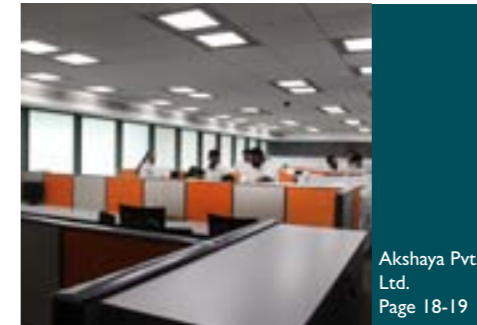
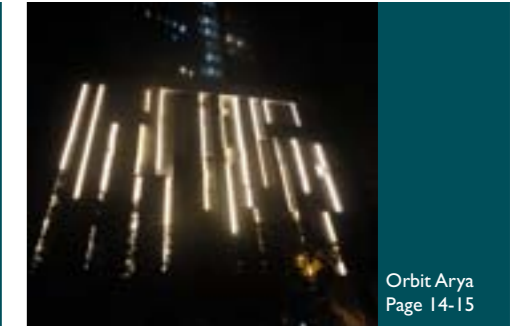
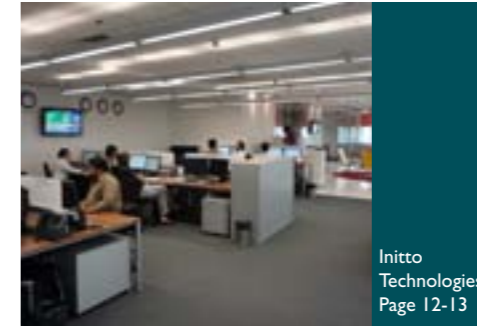
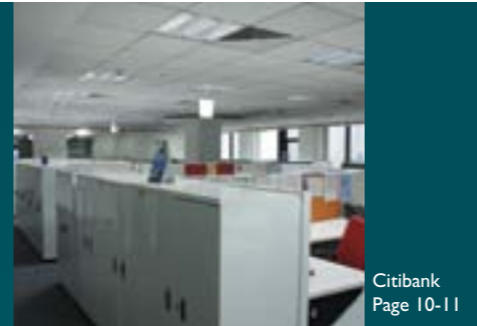
India Gate is the national monument of India. Situated in the heart of New Delhi, it was designed by Sir Edwin Lutyens.

Originally known as All India War Memorial, it is a prominent landmark in Delhi and commemorates the 90,000 soldiers of the British Indian Army who lost their lives in World War1 and the Third Anglo-Afgan War.

Philips Lighting now lights up India Gate, India's most prestigious national monument. For the main monument, Philips has used CDM lamps which provide a better, whiter and soothing light. For the fountains around this monument, Philips Color Kinetics has been used which has made the fountains look even more beautiful with lighting which has color changing ability.

There are many more examples of similar projects in India and across the globe, where customers have enjoyed the benefits of Philips Lighting solutions. Some of these customer testimonials are covered in this book.

Office and Building segment





Customer requirement

Lighting solutions which reduce energy costs without compromising on lighting quality.

What Philips offered



Sereno



LEDO

Sereno 2x2 luminaires and LEDO LED downlighters

Results

- Energy efficient lighting.
- 2'x2' light fittings reduced by 24% and downlighters by 27 nos.
- Overall average illumination level on work-stations improved from 200 lux to 430 lux.
- Long life and maintenance free operation.



“We were setting up a world class office in India which is environmentally friendly and uses energy efficient products. After evaluating proposals from multiple vendors, we shortlisted Philips energy efficient lighting solutions. We are very satisfied and proud to have partnered with Philips for this project.”

- Mr. Deepak Gupta, COO & Country Head, India, Initto Technologies

Customer requirement

Energy efficient lighting with good aesthetics.

What Philips offered



Arano and Celino range of suspended luminaires with TL5 lamps

Results

- Lighting with better ceiling integration.
- High efficacy.
- Comfortable lighting levels.
- Long life.



"I always think ahead, and wanted to use LED lighting for my dream project. When you look for quality lighting, the first name that comes to mind is Philips. After lot of internal discussions, we chose Philips Color Kinetics Vaya LED lighting system. We are happy that this product has met our requirements."

- Mr. Ravi Kiran Aggarwal - Chairman, Orbit Group of Companies

Customer requirement

LED lighting solution that could enhance the look of the facade of the building.

What Philips offered



Vaya linear

Color Kinetics Vaya LED lighting system

Results

- Energy efficient LED lighting.
- Sleek aesthetics.
- Good light output.
- Long life.

Arun Excello
Chennai, India



“Any real estate project, if it has to look international, requires choosing the right lighting effects and lighting products. Especially for residential projects, outdoor ambient lighting is very important. For Estancia, Chennai’s first integrated township, we wanted to use lighting solutions which could offer nice soothing light effects and ambience. We partnered with Philips Lighting Design Team for designing the lighting and are very happy to see the results. We are satisfied with Philips lighting solutions and are strongly considering them for our future projects.”

- Mr. P Suresh, Managing Director – Arun Excello

Customer requirement

Provide complete range of lighting solutions including street lights, landscape and ambient lighting solutions.

What Philips offered



Range of street lighting and landscape lighting solutions

Results

- Sleek aesthetics.
- Good light output.
- IP65 compliant products.

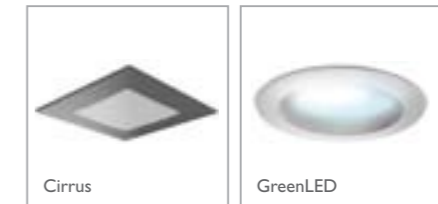
“We strongly believe in proposing green and sustainable solutions to our clients. As a developer, if we don't practice what we preach, there is no meaning. Also, we always go for the best brand while choosing any solution. Hence, we went for Philips LED lighting solutions.”

- Mr.T Chitty Babu, Chairman & CEO, Akshaya Pvt. Ltd.

Customer requirement

Energy efficient LED lighting solutions.

What Philips offered



Cirrus 2x2 and GreenLED, LED lighting solutions

Results

- Energy efficient LED lighting.
- Maintenance free operation.
- Long life.
- Good lighting levels.



“This is the first time HCL has done a green building for office use. Energy consumption for the whole building was an issue, including lighting. We were looking for low density lighting throughout the building, including outdoor areas, so that we are able to save lot of energy for achieving LEED certification. For achieving this, we were looking for a lighting partner and got the answer in Philips.”

- Mr. Pranab Nandy, General Manager – Projects, HCL Technologies

Customer requirement

Energy efficient lighting with good lighting levels in order to achieve LEED certification.

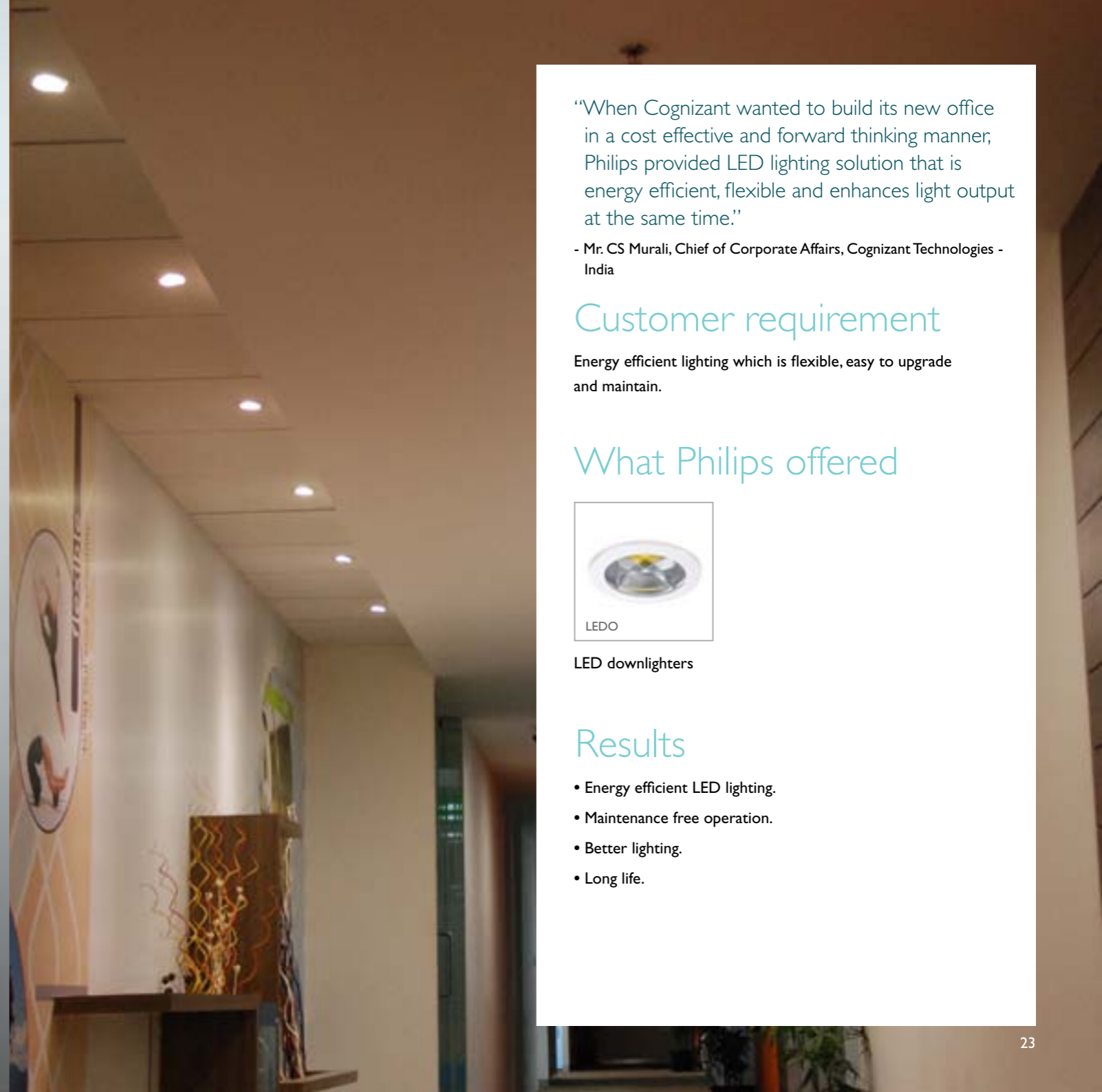
What Philips offered



Sereno TL5 luminaires, FBH145 downlighters and RoadStar LED street lights

Results

- Energy efficient lighting.
- Good lighting levels.
- Improved visual comfort.
- Long life.



“When Cognizant wanted to build its new office in a cost effective and forward thinking manner, Philips provided LED lighting solution that is energy efficient, flexible and enhances light output at the same time.”

- Mr. CS Murali, Chief of Corporate Affairs, Cognizant Technologies - India

Customer requirement

Energy efficient lighting which is flexible, easy to upgrade and maintain.

What Philips offered



LED downlighters

Results

- Energy efficient LED lighting.
- Maintenance free operation.
- Better lighting.
- Long life.

Audi
Neckarsulm,
Germany

"The decision to fit out the entire third floor of our office with LED lighting was one of the best of the year. We're also making clear energy savings through the innovative lighting management. In addition, our colleagues feel great in the new atmosphere and are more motivated than ever!"

- Property Management, Audi AG Neckarsulm

Customer requirement

Light quality, quantity and controllability similar to conventional fluorescent lighting systems since a good, productive atmosphere in the entire office space was essential.

What Philips offered



PowerBalance



LuxSpace Mini

PowerBalance 2x2 and LuxSpace Mini, LED lighting solutions

Results

- Energy efficient LED lighting.
- Maintenance free operation.
- Good lighting levels.
- Long life.

Arup
Amsterdam,
The Netherlands

Customer requirement

Lighting solution for Amsterdam office that would reflect Arup's contemporary thinking on lighting design.

What Philips offered



DayWave

DayWave LED luminaire

Results

- Dynamic LED lighting.
- Breakthrough and unique design.
- Homogeneous light distribution with advanced optic design.
- Long life.

Retail and Hospitality segment



Asian Paints
Page 30-31



McDonald's
Delhi
Page 32-33



McDonald's
Mumbai
Page 34-35



MEXX
Page 36-37



InterContinental
and Crowne
Plaza Hotels
Page 38-39



Guess Kids
Page 40-41



Hilton
Page 42-43



Sentosa
Resort
Page 44-45

Asian Paints
Mumbai, India

COLOUR

with asianpaints

The Midas Touch
Elegance at your fingertips.

"We feel we've created something engaging and inspiring that has redefined not only perception of Asian Paints in the market but the Indian retail landscape in general."

- Mr. KBS Anand, President of Decorative Business, Asian Paints

Customer requirement

Design a flagship store that would inspire consumers to do more with colour by choosing the best lighting partner.

What Philips offered



iColor Flex SLX

Color Kinetics iColor Flex LED luminaire

Results

- Dynamic ambience.
- Energy efficient LED lighting.
- Comfortable lighting.
- Long life.



“We wanted a lighting solution which looks aesthetically good and is also energy efficient. We are happy that we chose Philips LED lighting solutions.”

- Mr. Jamal Pervez, Head – Projects, McDonald's India (North & East)

Customer requirement

Energy efficient lighting solutions for newly renovated chain of restaurants.

What Philips offered



Master LED lamps and Latina framelights

Results

- Significant energy savings.
- Maintenance free operation.
- Better lighting levels.
- Long life.



"Philips LED retail lighting has given McDonald's more control over its operational cost. Our customers are saying 'I'm loving it' and we're saying 'I'm loving it'."

- Mr. Vinay Halambi, General Manager – Projects, McDonald's India (West & South)

Customer requirement

Lighting which can create an inviting and warm ambience for customers with maintenance free operation.

What Philips offered

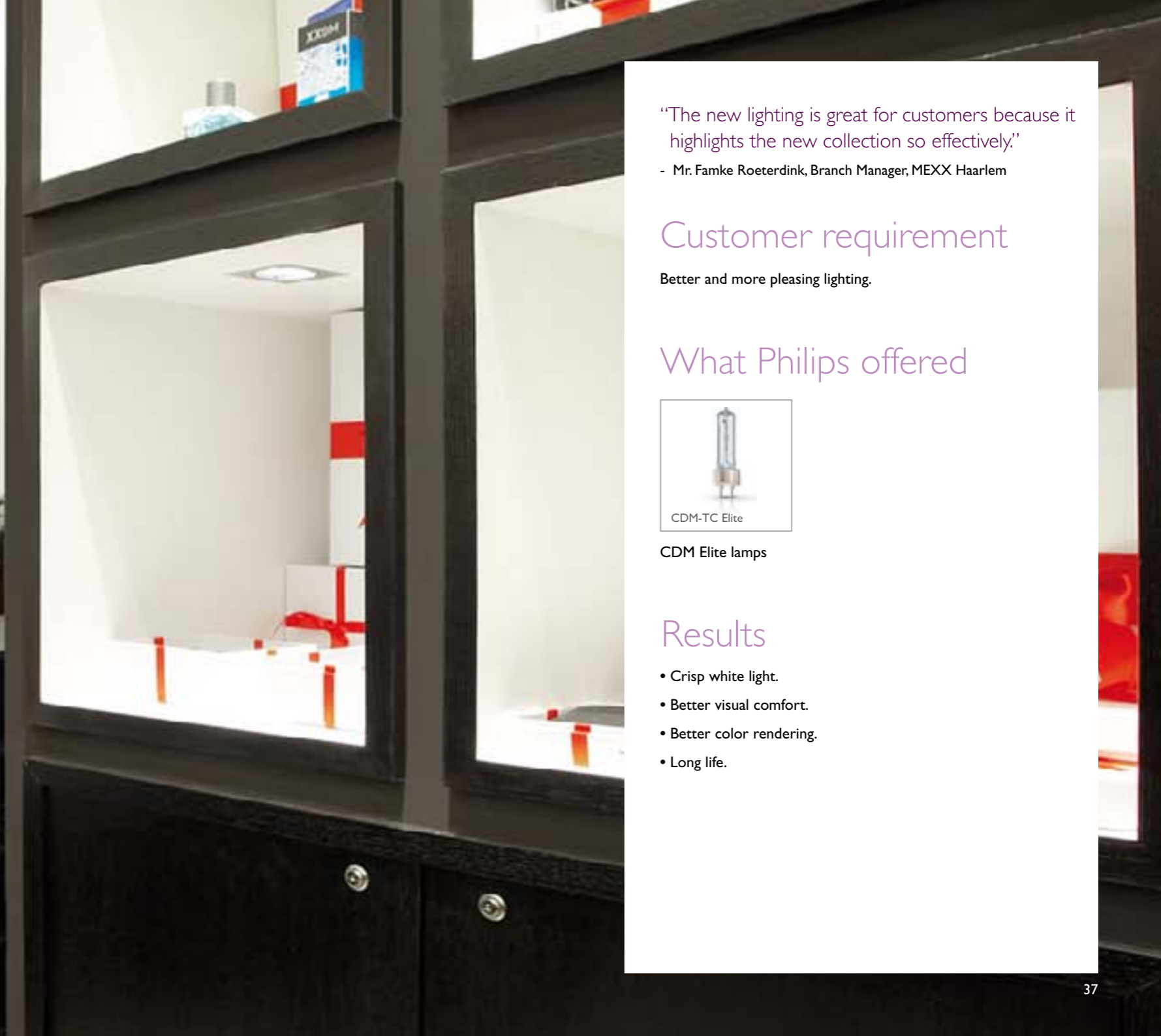


LEDO LED downlighters

Results

- Energy efficient LED lighting.
- Maintenance free operation.
- Better lighting levels.
- Long life.

MEXX
Haarlem,
The Netherlands



“The new lighting is great for customers because it highlights the new collection so effectively.”

- Mr. Famke Roeterdink, Branch Manager, MEXX Haarlem

Customer requirement

Better and more pleasing lighting.

What Philips offered



CDM-TC Elite

CDM Elite lamps

Results

- Crisp white light.
- Better visual comfort.
- Better color rendering.
- Long life.



Customer requirement

Lighting solution which is low on maintenance, consumes less energy and has long life.

What Philips offered



iColor Accent



Master LEDspot

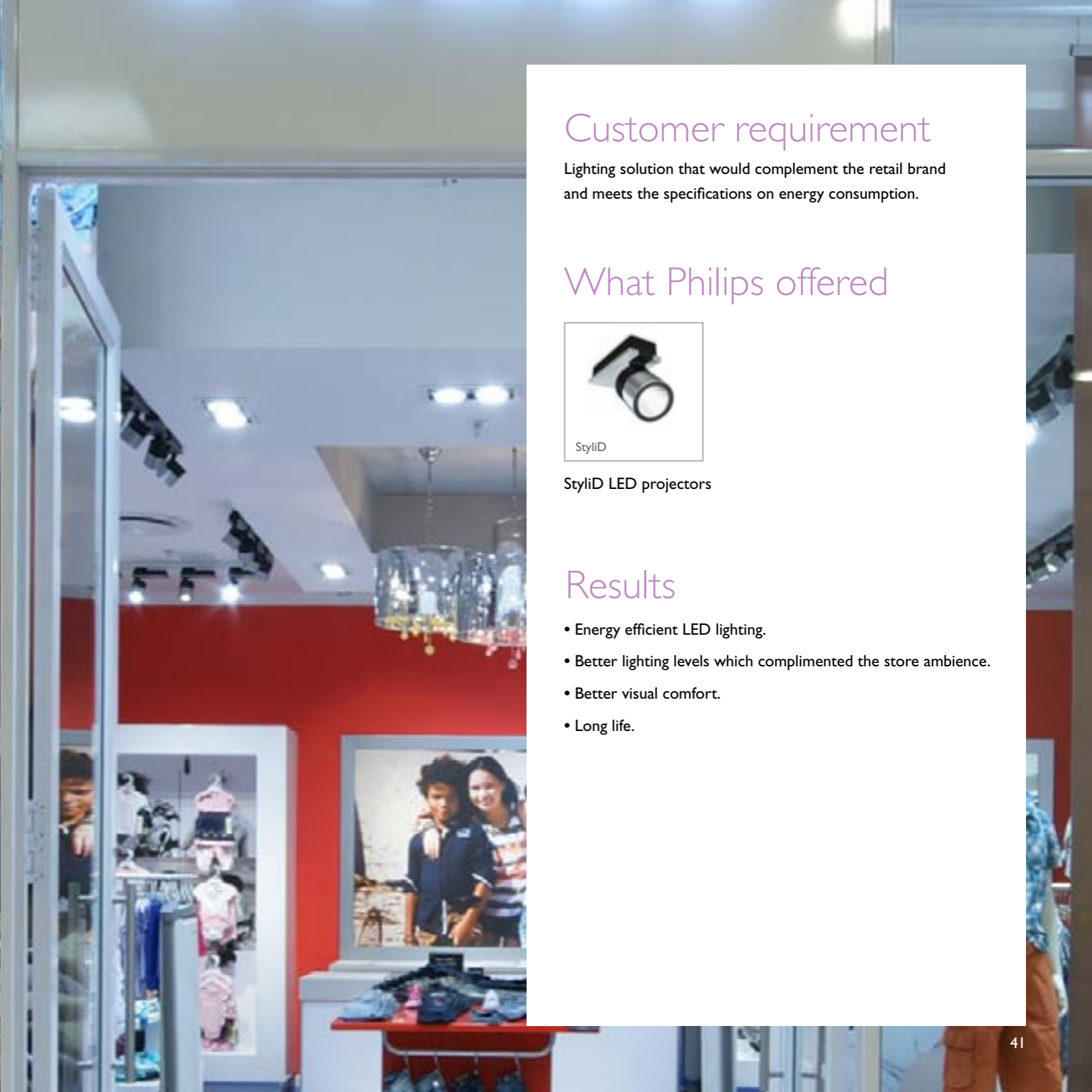
Color Kinetics iColor Accent LED luminaire and Master LED lamps

Results

- Energy efficient LED lighting.
- Better comfort with color changing.
- Long life.
- Maintenance free operation.

Guess Kids

Sandton City,
Johannesburg,
South Africa



Customer requirement

Lighting solution that would complement the retail brand and meets the specifications on energy consumption.

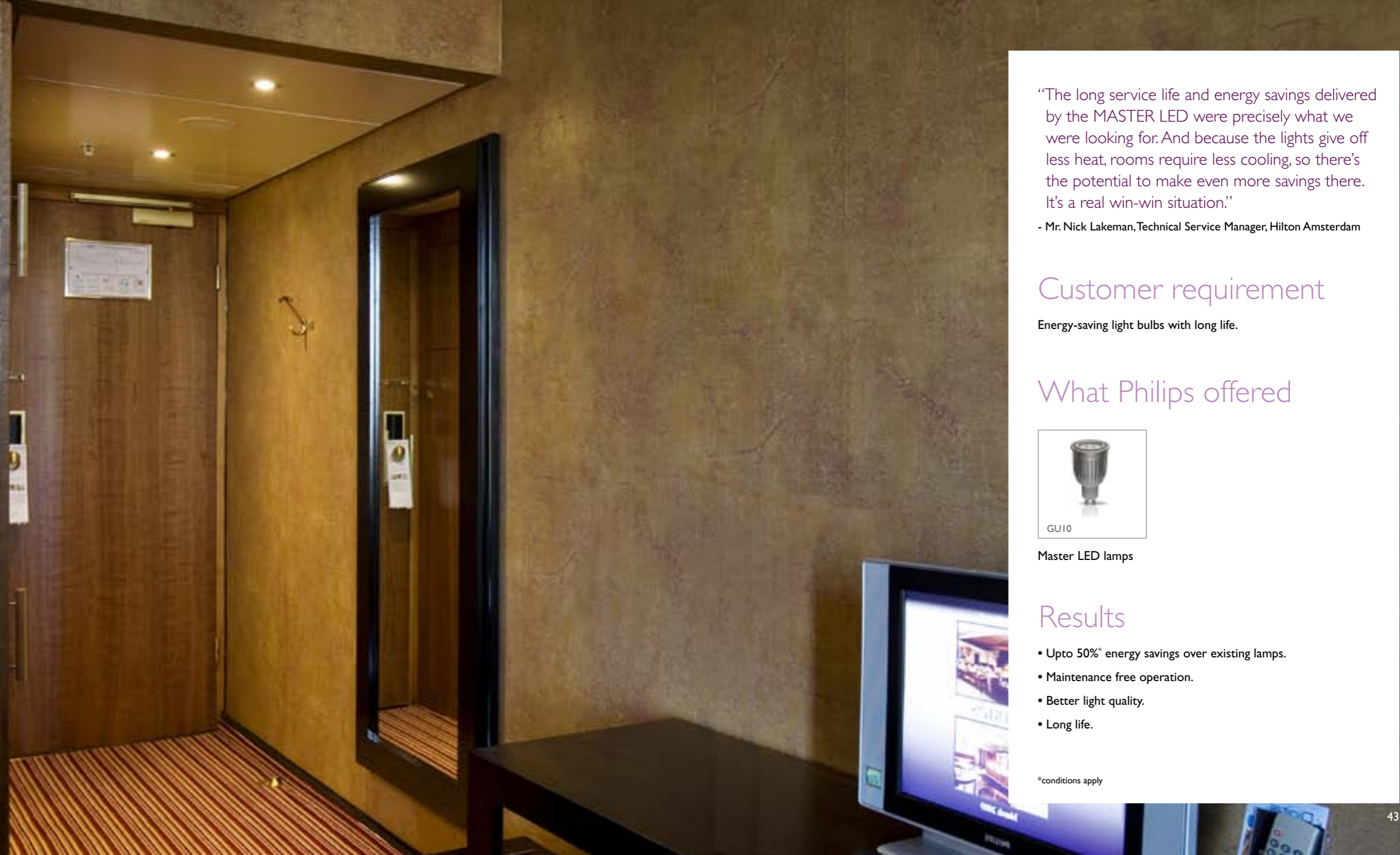
What Philips offered



StyliD LED projectors

Results

- Energy efficient LED lighting.
- Better lighting levels which complimented the store ambience.
- Better visual comfort.
- Long life.



“The long service life and energy savings delivered by the MASTER LED were precisely what we were looking for. And because the lights give off less heat, rooms require less cooling, so there’s the potential to make even more savings there. It’s a real win-win situation.”

- Mr. Nick Lakeman, Technical Service Manager, Hilton Amsterdam

Customer requirement

Energy-saving light bulbs with long life.

What Philips offered



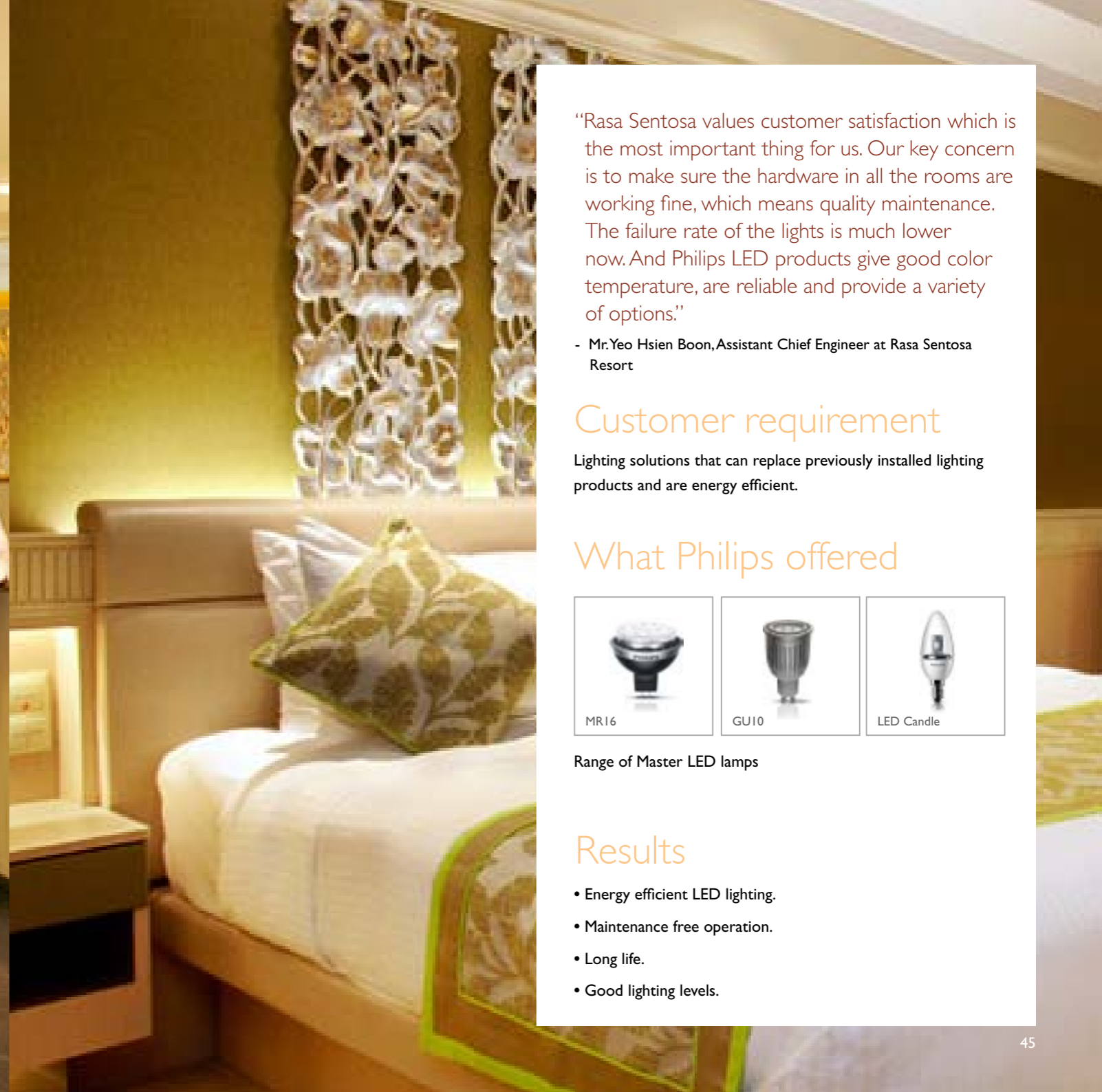
GU10

Master LED lamps

Results

- Upto 50%* energy savings over existing lamps.
- Maintenance free operation.
- Better light quality.
- Long life.

*conditions apply



“Rasa Sentosa values customer satisfaction which is the most important thing for us. Our key concern is to make sure the hardware in all the rooms are working fine, which means quality maintenance. The failure rate of the lights is much lower now. And Philips LED products give good color temperature, are reliable and provide a variety of options.”

- Mr. Yeo Hsien Boon, Assistant Chief Engineer at Rasa Sentosa Resort

Customer requirement

Lighting solutions that can replace previously installed lighting products and are energy efficient.

What Philips offered

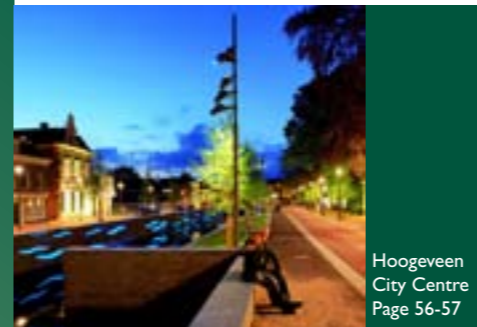
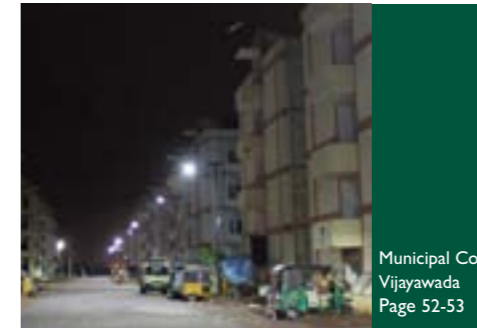


Range of Master LED lamps

Results

- Energy efficient LED lighting.
- Maintenance free operation.
- Long life.
- Good lighting levels.

Outdoor segment



India Gate Delhi, India



"I must say that a lot of thought has gone into designing the lighting architecture at India gate. The lighting now is brighter, lighter and whiter. It is evenly disbursed, soothing and is not glaring which gives a happy look. I compliment Philips lighting team for this wonderful job."

- Dr. Sudhir Krishna, I.A.S
Secretary - Ministry of Urban Development, Govt. of India

Customer requirement

Lighting solution which brings out the beauty of the national monument and at the same time saves energy.

What Philips offered



CDM lamps and Color Kinetics
ColorBlast LED luminaires

Results

- Brighter, whiter and smoother light.
- Improved visual comfort.
- Energy efficient lighting.
- Long life.





“We wanted a lighting solution which looks good aesthetically & can provide good light output on the road as well on the trees. We evaluated various options and finally selected Philips Metronomis range.”

- Mr.A.K.Kataria, D.E (Elect), GMADA

Customer requirement

Lighting solution which looks good aesthetically & also provides good light output.

What Philips offered



Metronomis luminaire with CDM lamps

Results

- Sleek aesthetics.
- Good light output.
- Brighter, whiter & soothing light with CDM lamps.

“We were looking at Solar street lighting solutions for a big housing colony being developed under JNNURM. Philips team approached us & showcased their range of solar lighting solutions. We have used Philips solar street lights in this housing colony & have also used their LED street lights for other roads. I'm happy that our city has been identified as a sustainable city particularly through use of LED street lighting solutions with energy consumption reducing by approx 30%. Philips has helped us in this journey.”

- Mr. G Ravi Babu, I.A.S., Municipal Commissioner – Vijayawada

Customer requirement

LED lighting solution which offers energy savings.

What Philips offered



MiniGreen LED Solar street lighting luminaires

Results

- Energy efficient LED lighting.
- Better light levels.
- Environment friendly.
- Long life.



Customer requirement

Lighting levels that can be adapted to meet the demand of HDTV broadcasts.

What Philips offered

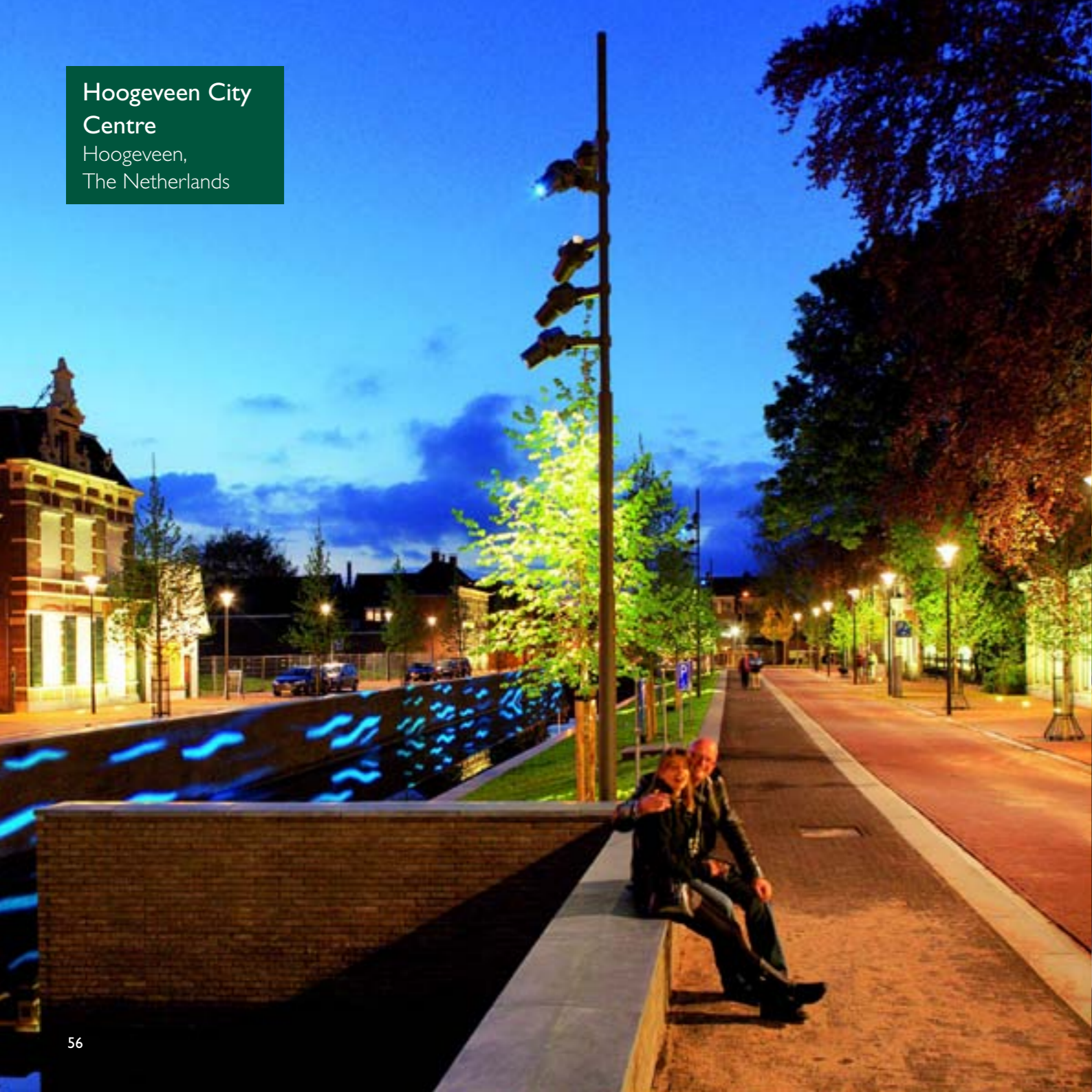


ArenaVision floodlights and MHN lamps

Results

- Better lighting levels.
- Optimized viewing conditions.
- Switching between floodlights in case any floodlight gets blocked.
- Long life.

Hoogeveen City
Centre
Hoogeveen,
The Netherlands



“Philips’ lighting Masterplan gives the redeveloped Hoogeveen city centre an additional, uniquely attractive quality in the evening.”

- Mr. Anno Wietze Hiemstra, Hoogeveen City Councillor

Customer requirement

The borough of Hoogeveen, in the southern part of the province of Drenthe, has approximately 55,000 inhabitants. The city council wanted it to be an attractive borough for the residents and for the many tourists who visit.

What Philips offered



Range of city beautification lighting solutions

Results

- Energy efficient lighting.
- Optimum visual comfort.
- High color reproduction.
- Long life.

Christchurch
Airport
Christchurch,
New Zealand



“The added element of light on the structure stops travelers in their tracks – people hurrying to and from the terminals can’t help but stop and stare in wonder at this beautiful structure.”

- Mr. John Pringle - Airways Project Manager

Customer requirement

Develop a unique proposal to illuminate the newly built tower at Christchurch airport. In addition to the fiscal challenge, the project team needed a product and system that could address the operational and safety requirements of the control tower to ensure passenger safety.

What Philips offered



Color Kinetics ColorReach
Powercore LED luminaires

Results

- Energy efficient LED lighting.
- Better visual comfort with color changing light effects.
- Sleek aesthetics.
- Long life.

Adelaide
Entertainment
Centre
Adelaide, Australia



Customer requirement

Establishing a commanding visual attraction which would become the night-time identity of the Adelaide Entertainment Centre.

What Philips offered



Color Kinetics ColorGraze
Powercore LED luminaires

Results

- Energy efficient LED lighting.
- Over 800 LED lighting fixtures are deployed throughout the Orb, providing over 3500 individually controllable lighting addresses.
- Precise 'granular' control, which results in a high degree of graphical quality.
- Long life.

Industry segment



L&T Steel
Page 64-65



Nestle
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Grolsch
Brewery
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Unilever
Page 70-71



Royal Mail
NDC
Page 72-73



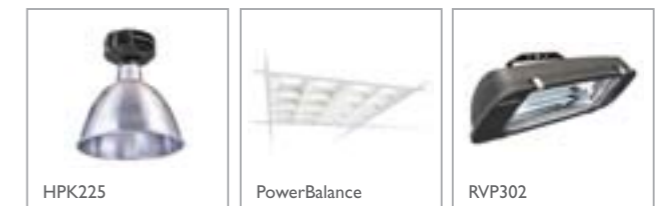
“We wanted to use best products for our new plant at Hazira including best lighting products. Philips partnered with us at various stages of this project through lighting simulations. Philips is known for its quality products and we are happy that we chose them for our lighting needs.”

- Mr R.G. Kulkarni,
CEO, L&T Special Steels and Heavy Forging

Customer requirement

Range of indoor and outdoor lighting solutions for new integrated steel plant at Hazira.

What Philips offered



HPK 225 Highbay, PowerBalance 2x2 LED luminaire, RVP 302 Floodlights

Results

- Energy efficient lighting.
- Good lighting levels.
- Pleasant working environment.
- Maintenance friendly operation.



Customer requirement

Energy efficient range of indoor and outdoor lighting solutions for new factory.

What Philips offered



Prolux

RoadStar

Prolux TL5 Highbay and RoadStar LED street lights

Results

- Energy efficient lighting.
- Attractive total cost of ownership.
- Very good lighting levels.
- Long life.

Grolsch Brewery
Enschede,
The Netherlands



Customer requirement

Beer is very sensitive to light. In fact too much light changes the taste of beer. Special attention was therefore required to choose a lighting which can provide less exposure of beer to light and maintain maximum darkness in the storage hall.

What Philips offered



Combination of SON and TL5 lamps

Results

- Minimized energy consumption.
- Good lighting levels.
- Better visual comfort.
- Long life.

Customer requirement

High lighting levels which can also contribute to pleasant working conditions.

What Philips offered



Mini300

CDM-TD

Mini300 LED luminaire and CDM-TD lamps

Results

- Energy efficient solution.
- Better lighting.
- Maintenance friendly operation.
- Long life.

“The highly energy efficient LED technology delivers huge energy savings, reduces CO2 consumption and minimises maintenance costs without any compromise on light quality.”

- Mr. Mark Cavill, Energy & Building Engineering Services Manager at Royal Mail

Customer requirement

Establish a lighting scheme that was sensitive to the operational needs of the building, making sure the working environment for staff was enhanced by the lighting installation, delivering the benefits of LED technology without compromising on light quality.

What Philips offered



GentleSpace LED Highbay

Results

- Minimized energy consumption with LED lighting.
- Flat design of the luminaire saves space at the top of the building, leaving room for e.g. sprinkler installations.
- Maintenance free operation.
- Long life.

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“Standard call rates apply”



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