



signify

Managed Services

Circular Lighting

Case study:
Schiphol Airport Amsterdam

Schiphol Airport

Best lighting without upfront investment

“Our choice for the new lighting in Lounge 2 shows that we take our responsibility in the use of raw materials resources and commit to our sustainability policy. This lighting offers maximum sustainability at all times and continuously secures the specified performance level.”
André van den Berg, Executive Vice President & Chief Commercial Officer Schiphol Group

Lounge 2, situated at the heart of Schiphol Airport, is justifiably seen as a showcase for Schiphol’s corporate identity. After an extensive renovation, this transfer hall offers everything passengers can expect from a modern airport. And more. Passengers can enjoy the comfort offered by seven experience worlds that focus on shopping, food, drinks and relaxation. “We have created something which we can all be extremely proud of”, says André van den Berg, Executive Vice President & Chief Commercial Officer Schiphol Group. “But our finest achievement – the extremely sustainable lighting solution – is perhaps the least prominent feature.



A completely
new view on
light: “ownership”
replaced by
“pay as you go”

Schiphol is one of the most sustainable airports in the world. The airport has made it a top priority to reduce energy consumption and continuously looks for ways to build sustainably. All of these efforts serve a single goal: to become the most sustainable airport in the world. “When we decided to remodel Lounge 2, we saw a huge opportunity for making further progress in this direction”, says André van den Berg. “The Signify Managed Services Circular Lighting solution was the best option.” But what are the benefits exactly? Thomas Rau, CEO and Founder of Turntoo, a visionary and consultant in the circular economy field collaborated with Signify to develop this innovative business service model. It’s a completely new approach to lighting where ‘ownership’ is replaced by ‘pay as you go’. Rau explains the concept: “We have developed Circular lighting together with Signify. The principle is simple: instead of buying a luminaire, you buy light. This incentivizes Signify to manufacture high-quality, sustainable lighting systems, which are modular in design and fully repairable. When the contract period has expired, the customer can choose to extend the contract with upgrading the existing lighting or opt for new lighting. Luminaires can be returned to Signify for reuse or recycling.

Sustainable luminaires
The specially developed sustainable luminaires, which hang in an attractive pattern in the transfer hall above the passenger’s heads, comply with the stringent requirements of the Circular lighting concept. These luminaires have been specifically designed to allow fast and easy repair or replacement. However, they also satisfy Schiphol’s demanding requirements in terms of aesthetics. Herman Kosmann, Partner/ Creative Director of Kossmann.dejong architects tells us more. “Schiphol asked us to create seven different experience worlds, but at the same time unite them to create a single entity in the eyes of the passengers”, Kosmann explains. “Our ceiling design achieves this in one fell swoop. We recommended the specially developed sustainable luminaires for the ceiling as it was the most sustainable and circular economy ready solution, with a very nice design. We have positioned these luminaires in the direction of the windows to encourage passengers to look towards the aircraft; in other words their next destination.”



Reliable

These luminaires were installed by ENGIE. “We are responsible for providing technical services for the building systems and power generation systems here at the airport”, says Glenn Konings, ENGIE’s Business Unit Director at Schiphol. “We installed the luminaires and signed a 5-year maintenance contract with Schiphol and Signify, with an option for a further 5 years.” ENGIE offers maximum lighting performance. “We measure this against KPIs, which are based on demanding performance standards. Schiphol has succeeded in installing the best and most sustainable and energy-efficient form of lighting without any up-front investment. Each luminaire is connected to a control system, any failures that occur are signaled immediately and we can make repairs at any time of day. As the permanent partner of Signify and Schiphol, we are proud of our contribution to achieving our joint sustainability goals.”

No upfront investment

With the circular lighting proposition, Schiphol has not had to invest any funds upfront. “We just pay a monthly service fee”, says Floor Felten, Director Asset Management Schiphol. “That fee also includes the energy and maintenance costs.” How can Signify offer this attractive service? Felten answers: “These light sources consume 50% less power than their predecessors. In addition, the new luminaires have a 75% longer lifespan compared to the luminaires that were previously in use here.”

Finally, Felten refers to the specially developed luminaire’s intelligent design. “If a vulnerable component fails prematurely, you no longer have to replace the complete luminaire, just that one component.”

Responsibility

Van den Berg is very happy with the result. “Our choice for the new lighting in Lounge 2 shows that we take our responsibility in the use of raw materials resources and commit to our sustainability policy”, he says. “The lighting contributes to creating a pleasant environment for passengers and has a positive effect on how people experience the airport. From our point of view, it is comforting to know that our lighting offers maximum sustainability at all times without any concessions in terms of performance.”

50%

Reduction

Power consumption compared to the previous luminaires.



Signify Managed Services

End to end service value to customers

Circular lighting is part of Signify Managed Services. It's an entirely new way of thinking: lighting as an essential tool that delivers an amazing user experience and contributes to an organization's success and sustainability. You don't have to manage your own lighting installation – Signify can do it for you and save you money in the process. Our new comprehensive lighting services include maintenance, replacements and continued optimization. Take it one step further and simply let us provide the light you need. Instead of investing in all the equipment yourself, you'll only pay for the light you actually use. Which lets you focus on what matters most: minding your own business.



The design of the transfer hall is based on three basic principles: mold the different experience worlds into a single entity, create a restful environment for the passengers and produce as sustainable a design as possible.

Outcome-based performance

Our Managed Services



Standard Managed Services

- Hassle-free with optimized performance.
- Lighting design based on the visible light output (measured in lumens), not a selection of physical products
 - Save money on energy, maintenance and depreciation costs
 - Hassle-free and guaranteed operation of your lighting equipment, with updates to new product upgrades
 - Detailed training and documentation for users



Lighting as a Service

- No upfront investment. Everything included in the Standard Managed Services – plus:
- Instead of you having to make a major upfront investment in your lighting infrastructure, we can help you to finance it
 - Optimize your return on investment: no capital expenditures or maintenance & replacement costs
 - Your partnership with Signify includes all future technology updates



Circular Lighting

- Highest sustainability with circular economy elements. Everything included in Light as a Service – plus:
- Use of specially developed, sustainable product lines
 - Designed from the ground up for reuse, recycling and refurbishment
 - Minimize your carbon footprint and materials wastage
 - Create a positive business case for people, planet and profit



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