



**enLighten**

Delivering Innovation Beyond Lighting

Mango Hill Marketplace



# CAPABILITY STATEMENT



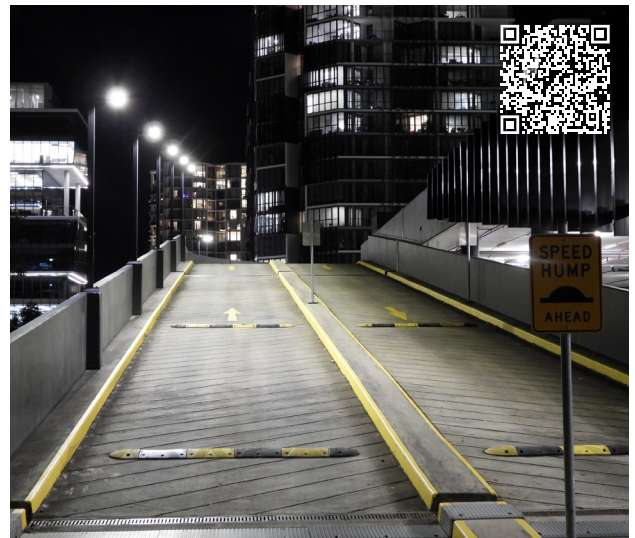
# Company Profile

enLighten Australia is a privately owned Australian LED innovations company formed in 2009 to design, manufacture, and supply highly efficient, intelligent lighting using LED technology.

At enLighten we go beyond selling LED light fittings. We deliver a total cost of life solution, that maximises your lighting outcomes, including:

- Supplying LED emergency and non-emergency lighting solutions for indoor and outdoor non-residential properties.
- Custom lighting solutions to meet your particular requirements.
- Cutting-edge technology for innovative lighting.

We design and curate light fixtures that enhance the products our customers love, while integrating controls to eliminate waste and enhance the user experience. Our commitment to integrity drives us to deliver the most cost-effective and energy-efficient lighting solutions with the highest ethical standards.



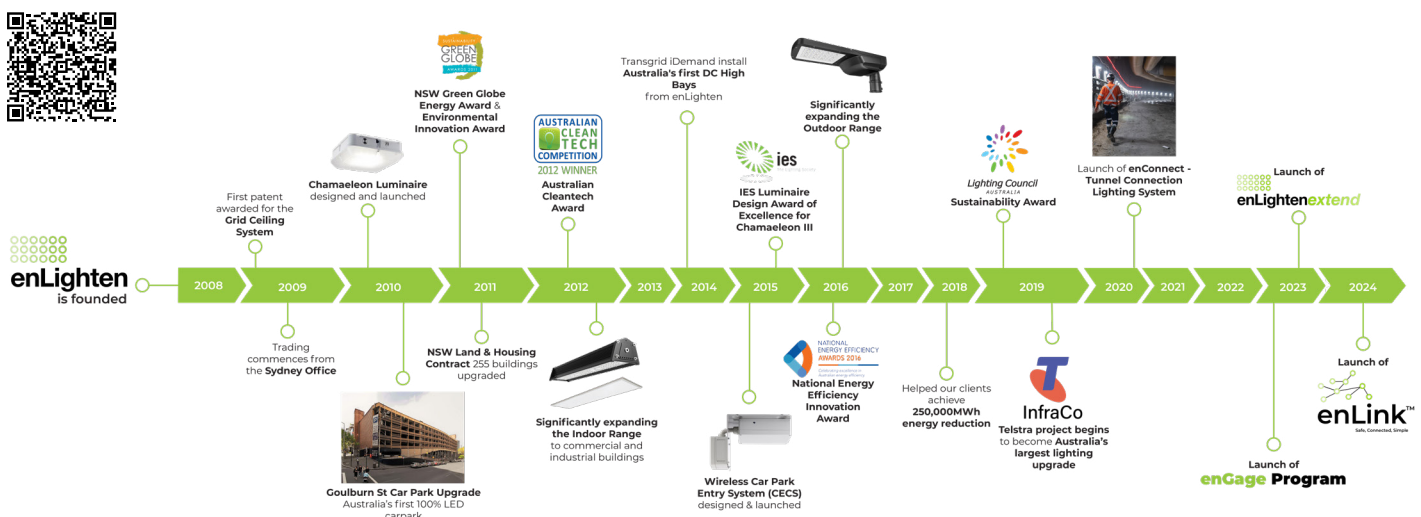
Macquarie Shopping Centre Car Park, North Ryde NSW

## enLighten's milestones:

- 15+ years in operation
- 450,000+ lights sold nationally
- 5000+ project installations nationally
- \$44.5M in annual energy savings for our customers
- Multiple international patents granted

## 15 Years of Innovation and Impact

Over the past 15 years, we've been driven by a clear vision: **to transform how lighting contributes to energy efficiency.** From the breakthrough Chameleon Luminaire, which set a new standard in Australian emergency lighting by activating only when needed, to our commitment to sustainability through long-lasting products, recycled packaging, and material recycling, we've consistently prioritised impactful innovation. Guided by an understanding of lighting's influence on productivity, safety, and well-being, we've partnered with Australian experts to create award-winning, patented designs that solve real-world challenges. At the heart of it all is our dedication to you—delivering exceptional customer service, quality products, and solutions that make a difference.



With the enLighten range, you can have confidence that you will meet Australian Lighting Standards & Building Code compliance levels, all while maximising your energy and maintenance savings.

## Our Offer



We offer our customers a curated selection of high-quality products, along with a detailed financial assessment to help them make informed decisions about upgrading to LED lighting. We support our products and heavily invest in R&D to ensure we deliver the highest standards in lighting solutions. We provide technical support and a comprehensive warranty.

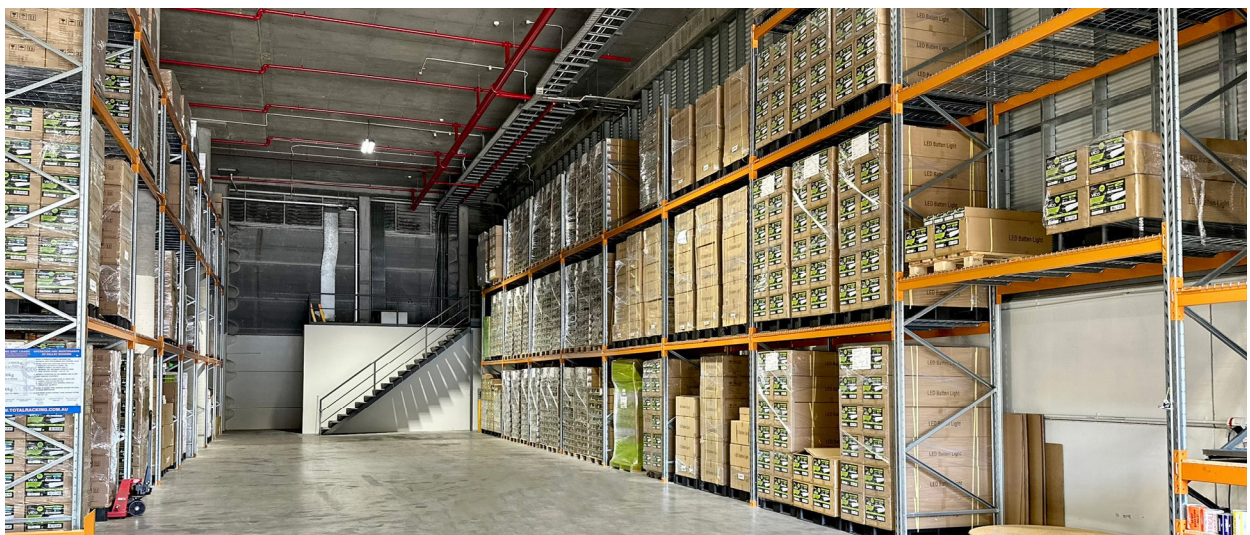
Our highly trained sales staff provide national assistance and support to end customers, wholesalers, contractors, and consultants with product specifications and technical support.

As the manufacturer, we carry high stock levels of our product range and can streamline supply according to large project timelines.

We are deeply committed to ensuring our fittings provide dark sky compliance and we aim to minimise obtrusive light and light pollution in the areas we are tasked to provide lighting solutions for.



Castlebar Cove Apartments



enLighten Warehouse, 3/12 Frederick St, St Leonards



# ROI Tool

At enLighten, we empower our customers to take control of their LED lighting upgrade. Our tailored ROI Tool accurately measures the financial impact of your investment, enabling you to make data-driven choices. Our commitment to transparency and ease of use ensures you have all the information you need to make the best decisions for your space.

## Our ROI tool:

- Generates a detailed report of all **financial** and **environmental** benefits in a clear and concise format
- Compares your existing lighting with the proposed alternative to give you a comprehensive view of the **potential savings** and **return on investment**
- Is designed to be **easily understood** by all stakeholders and decision-makers, ensuring that everyone is on the same page when it comes to making a decision

We understand that unexpected costs can delay a project's progress. That's why our ROI tool ensures transparency and eliminates any potential surprises.




## LED Lighting Proposal

### LED Lighting Proposal

**Outdoor Carpark**

**Company name**  
John Doe

Reference: A0716-003 | Date: 10/05/2023



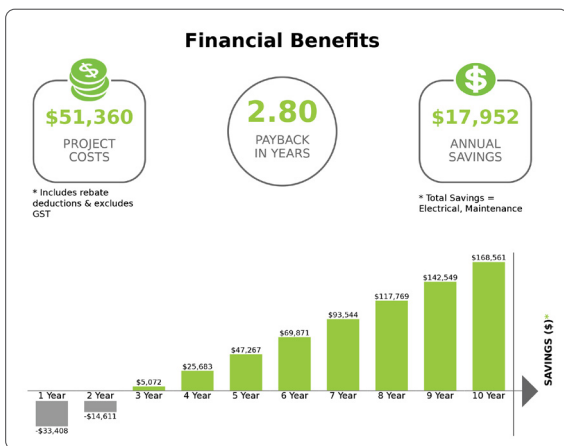

**INSTALLER**  
Sample Contractor

**YOUR LOGO HERE**

**LIGHT SUPPLIER**  
enLighten Australia  
www.enlighten.com.au

**enLighten**

01



### Environmental Benefits

**\$**  
ENERGY SAVINGS  
PER ANNUM - 61,280kWh

**EQUIVALENT TO 20.91 CARS OFF THE ROAD FOR A YEAR**

**80.96% ENERGY REDUCTION**

An LED upgrade is a one-off opportunity to capture significant savings. Our lights have been installed in 1,000's of businesses nationally over the past 12 years and our clients have seen immediate savings that will continue for years to come.

### Lighting Proposal Details

**enLighten**

#### Area 1 - External Car Parking

Annual operating hours 2912

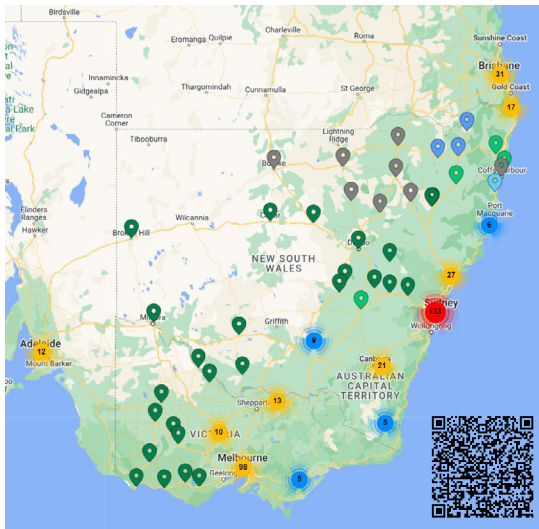
Existing Lights	Qty	Proposed Lights	Download All	Qty	Price
High Bay Metal Halide - 400w	55	ZAL80M-T2-4K-G 80W 4000K Grey area light		48	
T8 Fluoro Tube - 600mm Single Standard	16	ZAL150L-T2-4K-G 150W 4000K Grey area light		1	
T10 Fluoro Tube - 1200mm Single Standard	30	ZAL200L-T3-4K-G 200W 4000K Grey area light		2	
	0	NFL40-40K-70-FTL 40W 4000K floodlight		2	
	0	SSL30-4KTIH-GRY 30W solar LED area/street light		4	
	0	BL06 600mm 10W 5000K batten		13	
	0	BL12 1200mm 30W 5000K batten		9	

Additional Items	Price
EWP	
Additional conduit & cabling	
Movement + Re-positioning of poles	

Labour and Site Establishment Cost	Price
Site Establishment Cost	
Labour Installation Cost - (Day)	
<b>Total</b>	

# Achieving More Together

At enLighten, we recognise that true innovation flourishes when a supplier and a client collaborate to achieve a common goal. Our strategic partnerships over the past 15 years have achieved remarkable outcomes.



## Telstra - Australia's largest LED upgrade

In collaboration with Telstra, we successfully addressed sustainability targets and cost challenges that threatened project viability. Our end-to-end services - from lighting design and product selection, to managing roll-out, auditing and ongoing reporting delivered efficiencies and cost reductions that otherwise would not have been possible. The project's success was achieved through the collaboration of both organisations and resulted in enLighten designing a light mounting system, framework for reporting of recycling and technology that supported the WHS and QA audits that were undertaken.

The project costs enabled Telstra to upgrade 465 exchanges resulting in multiple awards including the 2022 National Energy Efficiency Award, a finalist in the 2024 Banksia Awards and High Commendation in the 2024 Lighting Council Awards.

**"...we've done 251 sites with LED lighting. It sounds like a minor item, but that alone can reduce electricity consumption by 8 to 10% on each of those sites. There's a lot of automation that goes with the LED lighting itself."**

**- Brendan Riley**, CEO Telstra Infracore

## Rozelle Interchange

Understanding this complex environment was the key to our success on this project. Our custom-designed connected system, complete with innovative brackets, enabled these 11,500 emergency lights to be installed as the tunnels were being excavated.

The 3-way connection system enabled a flexible connection to luminaires without exposing the installers to live wires. Integrating RGB LEDs into the emergency fixtures enabled the construction team to clearly identify evacuation, first aid and eye wash areas



**"enLighten's engineering team demonstrated an exceptional level of technical expertise, providing us with a customised lighting solution that not only met our stringent specifications but surpassed our performance expectations. The support we received during and after implementation was first class, with their team always available to assist with conformance verification of the project."**

**- Nick Mott**, Plant Superintendent, Western Harbour Tunnel – Southern Tunnel Works



## NSW Government Social Housing

In 2012, NSW Land and Housing went to the market to find a lighting solution and a partner to reduce energy and maintenance costs across their property portfolio. Over the next 6 years we worked with them in project managing the roll-out of a LED upgrade programme across 265 properties throughout NSW.

Working with the stakeholders we audited, installed, made good and provided extensive reports that enabled NSW Land and Housing achieve their targets. A large part of this projects success was the vandal proof skirt that we designed for our Chamaeleon lights to ensure that they were fully protected in this difficult to operate environment.

# Why enLighten

- ✔ We specialise in providing lighting solutions for indoor and outdoor environments in the commercial sector, catering to emergency and non-emergency applications.
  - ✔ We are an award-winning LED lighting design and innovation company.
  - ✔ With a proven track record of 5000+ commercial installations, we have successfully served some of Australia's largest commercial, retail, industrial buildings and government portfolios.
- Collaborating closely with clients, we design, manufacture, and supply customised lighting solutions to meet their specific requirements.
- ✔ Our products are built for Australian conditions, prioritising total cost ownership, long-term maintenance, and performance.
- ✔ We maintain high stock availability and have a 99.7% delivery in full, on-time rate.
  - ✔ Our experienced in-house lighting designers have a deep understanding of the local environment and ensure lighting compliance.
- We provide local technical support and comprehensive warranty coverage.
- ✔ The majority of our products are IPART and VEET approved, allowing you to take advantage of state government rebates where applicable.
  - ✔ Our products have a failure rate of less than 1% of total sales.
  - ✔ Our prompt and efficient staff offer timely, best practice support and quoting.

## Our Customers



## Our Awards








  
**enLighten**

[www.enlighten.com.au](http://www.enlighten.com.au) | 1800 365 444



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