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## LEDsEnable offers AAA-LUX LED luminaires as a lease product

# High quality of AAA-LUX LED illumination inspires lease

The quality of the luminaires and the illumination they produce has always been key to AAA-LUX. That is why AAA-LUX is considered as a trendsetter to set the standard in the industry. Lease companies have also recognized the quality of the AAA-LUX luminaires. Lease company LEDsEnable has included AAA-LUX LED luminaires in its portfolio, enabling clubs, companies and municipalities with limited budgets to still reap the benefits of the high-quality LED luminaires.

**T**he pace with which new technical developments are being introduced these days, makes it difficult for organizations to plan ahead for

many companies struggle to finance replacements or upgrades of assets despite having identified the gains of having such asset. Over the past few decades lease companies have filled this gap. They often have the capital layout to acquire the asset which, in return, is rented out to companies and organizations that cannot afford buying the asset. "We offer many different products that can be leased, ranging from vehicles to buildings," says Martin Zanders of lease company LEDsEnable. "Whatever it is people want to lease, we can offer. What is important to us is the quality and durability of the product. As the financier of a product we prefer products with long life-spans which require little to no maintenance." Lease agreements can run from a few months to several years, depending on the

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the funding of new upgrades or replacements. This, however, does not stop governments to increasingly push companies and organizations to adopt the latest technology in order to remain compliant. As a result,

acquisition cost of the asset and the cost involved to maintain it for the duration of the contract. "Products that require little to none maintenance are attractive for us to make available via a lease agreement as

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the reduced maintenance cost will have a significant impact on the lease fee and the duration of the lease agreement, all to the benefit of the organisation that leases the product." LEDSENABLE has been offering AAA-LUX LED luminaires since early 2015. "LED illumination is the future and the quality and durability of AAA-LUX LED luminaires is undisputed. As AAA-LUX installed their first LED luminaire in 2009 already, its quality has now been tested and proven in real-time."

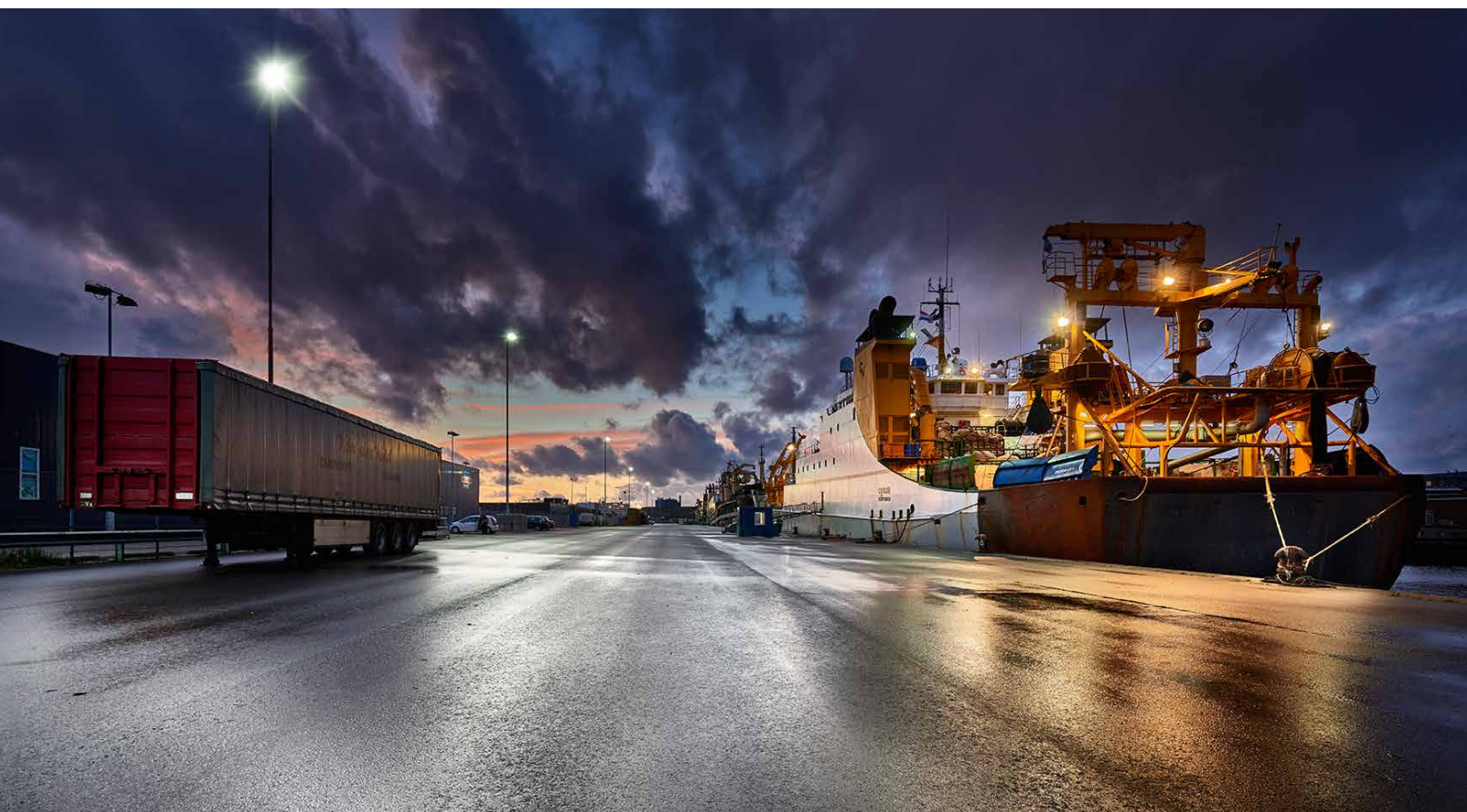
### Built to last

AAA-LUX LED luminaires are manufactured with quality and durability in mind. "Our product range for sports provides a minimum of 25.000 burning hours high-quality illumination while our products that can illuminate industrial and large areas is designed for 60.000 burning hours," explains AAA-LUX Marketing & Sales Director Michel van Dooren. "Tests have shown

that once this number of burning hours has been surpassed, AAA-LUX LED luminaires most probably still provide 90% of illumination quality that was measured when the LED was installed. In short; AAA-LUX LED luminaires enable good quality illumination for at least 20 to 30 years in sports." The quality of the luminaires and the quality of illumination they produce are also closely monitored and validated by independent test institutions, Van Dooren says. "All AAA-LUX products have been certified by Dekra, an international quality control and validation organisation." Over the past few years Dekra has approved and issued quality certificates for each new AAA-LUX innovation. Amongst the certificates they issued for each product is also the much valued LM-79 certificate. "The LM-79 standard was established by the Illuminating Engineering Society. It verifies the electrical and photometric measurements of solid-state lighting products and specifies the efficacy of Lumen per Watt which has now become the definition that describes quality. LED luminaires that have been issued with a LM-79 certificate also have a power factor of at least 0.95," van Dooren continues.

### Non concession to quality

Erik Swennen, CEO and head of luminaire design, points out that the quality of each AAA-LUX luminaire is not a coincidence. "The production of our luminaires has been an integral part of our organization since day one. All major components are designed and manufactured in-house as this gives us the best assurance about their quality of the component and the final product.





This includes the lenses which, to a large extent, determine the quality and uniformity of the illumination on the ground," he points out. "The luminaires are than assembled here in Eindhoven before they are individually being tested to ensure that they will deliver

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exactly what is needed. This ability is determined for each luminaire before it leaves our premises." What sets AAA-LUX apart from other LED luminaire suppliers in the industry, is the fact that no concession



## LEDsEnable



LEDsEnable enables the switch to high-quality, durable LED lumination by funding the fixtures, installation and maintenance. The sustainability of the public and private sectors is their main focus. In order to be able to enjoy LED illumination, a considerable investment is often necessary. The resources for doing so are not always available. LEDsEnable guarantees the clients with high-quality, energy-efficient illumination throughout the term of the lease. Savings of up to 20% on the direct operating costs are possible thanks to a lease agreement and without investment.

is made to quality. "LED luminaires are made up of over 500 of individual LED's. Some manufacturers tend to mix high-quality LED's with lower quality LED's as they believe it is almost impossible to notice when LED fails. They forget, however, that the LED's themselves are only partly responsible for the illumination quality. The quality of the lenses and the transparency of the protective glass in front of the luminaires also have an impact on the illumination quality." As a rule of thumb, those three elements can reduce the illumination volume on the ground by 20%. "A failing single LED suddenly reduces the quality of the entire luminaire. At AAA-LUX we rather use the best components to achieve the best result over trying to play clever to mask certain shortcomings," Swennen emphasizes.

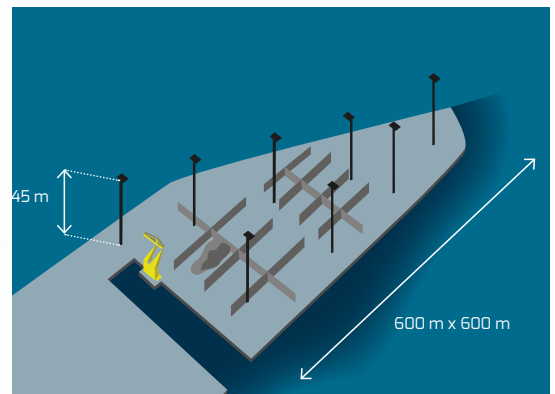
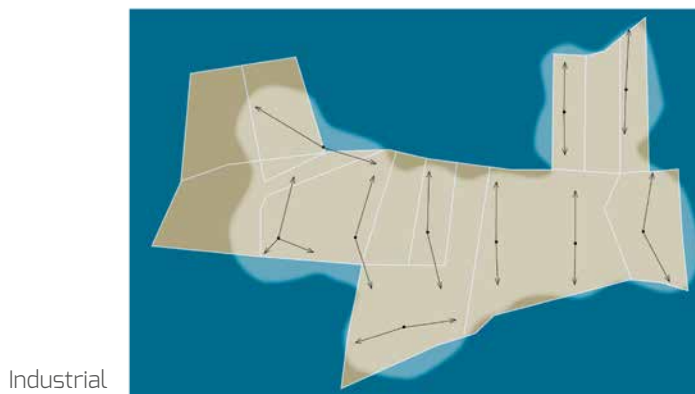
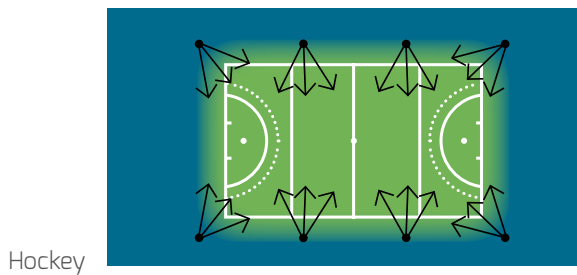
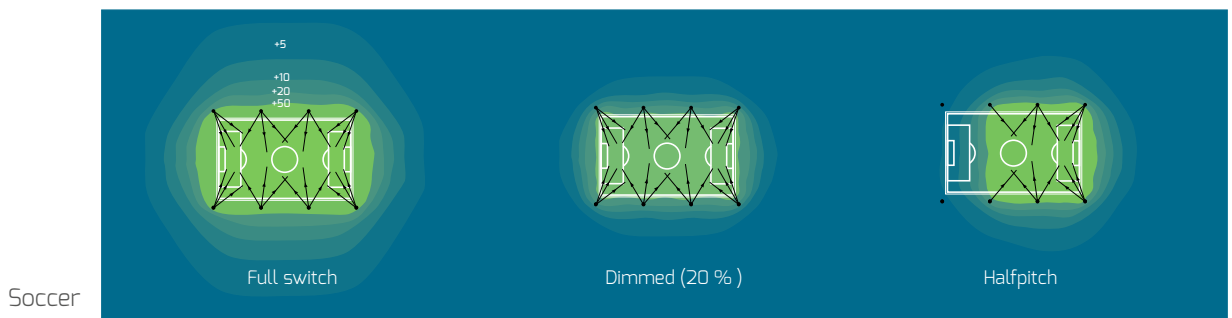
## Providing a solution

The emphasis on quality and the proven track-record of successful installations, made LEDsEnable decide to include AAA-LUX LED luminaires in its portfolio. Martin Zanders of LEDsEnable is confident that many clubs, companies and municipalities will be able to benefit from the offer. "Clubs and municipalities in particular are not allowed to make a profit which makes that they will not be entitled to receive tax benefits. LEDsEnable can and we factor these benefits in in our calculations," he points out. LEDsEnable offers various lease agreements. "It depends on what exactly a company or organization is looking for. Most agreements last for 10 years during which we guarantee the quality of the luminaire and the illumination." During that period the user will have the benefit of a reduced energy bill and improved illumination. Once the agreement expires, the luminaires will have been paid off. Knowing that LED luminaires can provide at least 20 to 30 years of good quality illumination in sports, this would leave the club or an organization with many years to further reap the benefits of the AAA-LUX LED luminaires.

LEDsEnable offers AAA-LUX LED luminaires in the Netherlands and Belgium. "But we are working on agreements in other European countries too." Now the need for concerns about the financing have been done away with, it is only a matter of making the decision to replace conventional floodlights by AAA-LUX LED floodlights to start reaping the benefits.

## DETAILS SERVICE LEDSENABLE

Lightplan examples



Led Luminaires available



**AL, JT en WS series**



**JT series**



**AL series**



**WS series**

More information:  
<http://www.aaa-lux-lighting.com/products/>

LCMS



**Switchbox, App, Touch screen**



More information:  
<http://www.aaa-lux-lighting.com/products/lcms/>