

CASE STUDY

DIXON ADVISORY

LOCATION:	MELBOURNE, AUS
RESULT:	89% TOTAL SAVINGS
PAYBACK	3.2 YEARS

THE PROJECT

Organic Response delivered an 89% reduction in energy use for lighting at the offices of Dixon Advisory, a financial services firm based in Melbourne. A lighting upgrade in its open office area and meeting room involved replacing 111 twin 36W T8 fixtures operating on light switches with 103 1X28W T5 Organic Response Enabled luminaires.

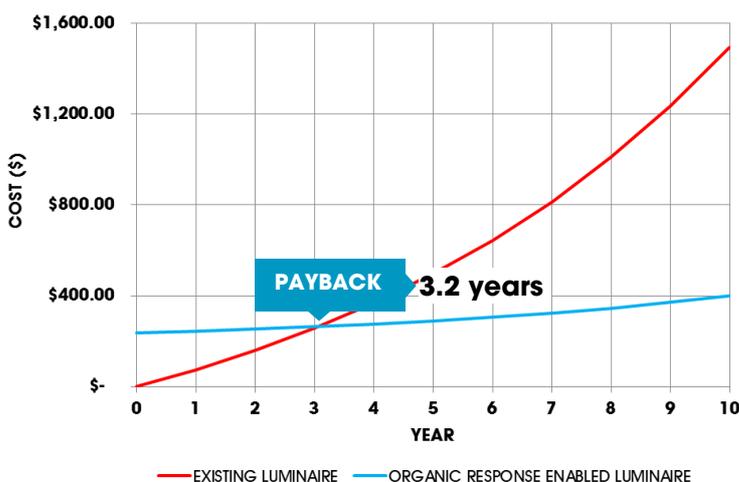
The upgrade, performed in August 2012, took just one day and was fully functional immediately. Installation is as simple as removing the old luminaires from the ceiling panel, and replacing them with the new Organic Response Enabled luminaires that are completely plug and play.

THE RESULT

The response from users has been extremely positive, with several employees commenting that very shortly after its introduction, they simply did not notice the lighting at all - which is precisely the aim of sensor controlled lighting systems. Lyle Meaney, the Managing Director of Dixon Advisory, was delighted with the results of the project, both in terms of the cost savings and the benefits to occupancy comfort and employee productivity.



Total Cost of Ownership (per Luminaire)



PROJECT DETAILS:

OPERATION HOURS	70 hours per week
INDUSTRY	Financial Services
PRE-PROJECT DETAILS	111 x 2x36W T8 Luminaires Consumption = 92W each Controls = Wall Switch
UPGRADE DETAILS	103 x 1x28W T5 Luminaires Consumption = 30W each Controls = Organic Response
ELECTRICITY COST	22c / kWh
TOTAL SAVINGS	89%

"The performance of the product is outstanding, and the benefits from a tenant's perspective are greater than we expected. To start with, the fact that Organic Response is pre-installed into the lights meant that the installation was incredibly simple, with minimal disruption to our business. Apart from the significant energy savings, we have also appreciated the ease of tuning the operation of the lights to suit individual requirements, something just not possible with other systems we considered." Lyle Meaney, Managing Director, Dixon Advisory