

## CSDP COSTS CITRA VS. COMPETITORS

Our Citra Solutions Development Process – CSDP – consists of five critical steps to ensure that your developed solution can help you achieve the optimal LED lighting solutions for your particular application.

### 1. Lighting Audit

This is the first step in all of our lighting design projects. During this audit, we will determine your long-term goals for your lighting and energy usage. In addition, we will capture your entire lighting setup, including the number of fixtures, lamps, and spaces.

### 2. Data Organization & Analysis

Our team will organize all of your facility's data into our Proposal Development Software (PDS) to analyze your current lighting and energy usage situations as accurately as possible.

### 3. Applications Engineering

We will examine various manufacturers' products and make selections based on a number of criteria including light output (lumens), fixture efficacy, LED quality, control adaptability, finish quality, optical control methods, and more.

### 4. Detailed Project Economics

This is when we will evaluate your current fixture and the new proposed solutions in a detailed economics analysis which includes:

**Project Cost / Product Cost / Installation Cost / Rebates and Incentives / Energy Savings / Maintenance Savings / Payback Period / ROI/ NPV / 10 Year Cash-Flow Summary Total Kwh / Current vs. Total Kwh New / Cost of Waiting / Bill of Materials**