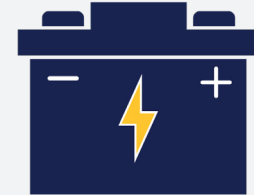


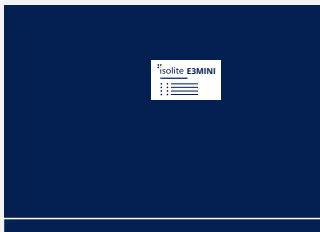
### BATTERY PACK

LED Emergency Driver

- Small Jobs with Very Few Emergency Fixtures
- High Electrical Labor Costs
- Simple Retrofit Applications



WHICH ONE TO USE



### MINI INVERTER

125 / 250 Watts of Pure Sine Wave Output Mini Inverter

- Higher Fixture Counts, Larger Jobs
- Integration with Advanced Lighting Controls
- Lower Yearly Maintenance Cost

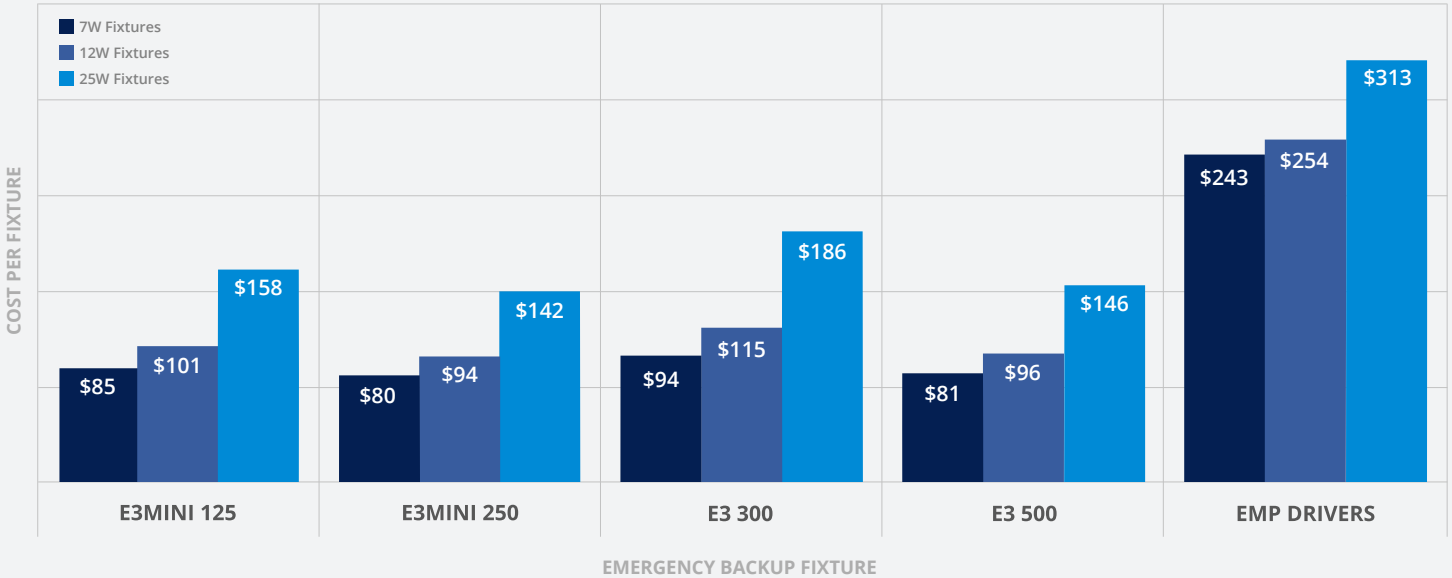
### TYPICAL EM LAYOUT\* 50 EMERGENCY FIXTURES

<b>COST OF GOODS</b> No labor considerations are made and inverters are 100% utilized.	EMP 25: <b>\$9,400</b>		
	E3MINI 125: <b>\$4,650</b>		
<b>TOTAL INSTALLED COST</b> The total installed cost represents the all-in cost, including labor and additional parts.	EMP 25: <b>\$15,650</b>		
	E3MINI 125: <b>\$7,100</b>		
<b>YEARLY MAINTENANCE COST</b> This analysis accounts for the drastic reduction in testing required for inverter-based systems.	EMP 25: <b>\$1,200</b>		
	E3MINI 125: <b>\$150</b>		

\* We are using best practice loading

## BATTERY PACK VS MINI INVERTER

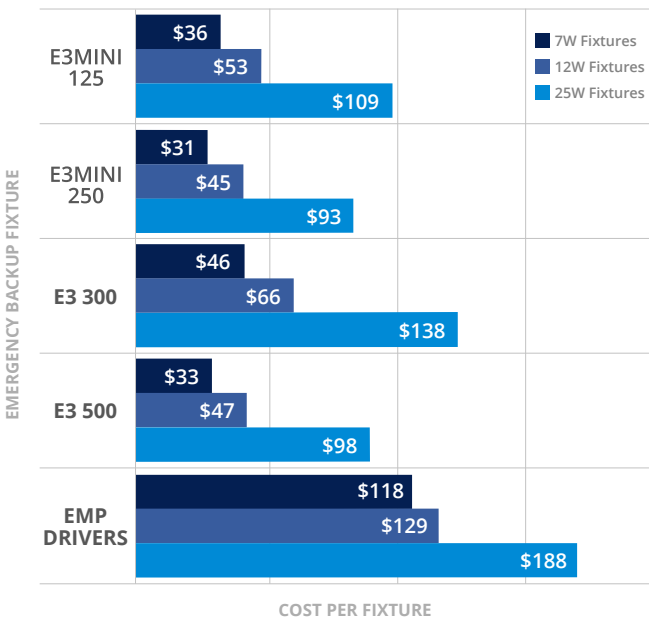
### TOTAL INSTALLED COST\* COST PER FIXTURE



The total installed cost represents the all-in cost, including labor and additional parts. This accounts for differences in installation requirements, best practice inverter utilization, and the emergency lighting control devices that are required when utilizing centralized backup solutions. Requirement changes caused by diminished illumination from emergency drivers is not taken into account since the fixture sizes are chosen to maximize battery pack utilization. We are using best practice loading.

\*Assumes an ELCD Product for Every 10 Fixtures  
Labor Rates are Assumed at \$60/hr  
Assumes \$125 Adder for Emergency Driver Pre-Installation

### COST OF GOODS COST PER FIXTURE



This is the most basic "purchase order cost" version of the analysis. No labor considerations are made and inverters are 100% utilized.

### MAINTENANCE COST COST PER YEAR

FIXTURES	7W	12W	25W
E3MINI 125	\$2	\$3	\$5
E3MINI 250	\$1	\$2	\$3
E3 300	\$1	\$1	\$2
E3 500	\$1	\$1	\$2
EMP	\$24	\$24	\$24

This analysis accounts for the drastic reduction in testing required for inverter-based systems. All inverters are self-diagnostic, the facility obligations for documentation of test results still exists. This analysis assumes labor for testing is \$60/hr and that all devices undergo a short duration test monthly and a long duration test yearly. This analysis also accounts for differences in installation locations for the various devices.