





Focus Technical Solutions Ltd.

How we can help with your energy needs

Contents

- Introduction
- Case studies
- Products
- Finance Options
- Tax benefits

Introduction

Focus technical solutions ltd are a west midlands based company. We are experts in all electrical installation work from the design stage to the finished product. We also specialize in finding energy efficient solutions in all types of property.

We have 25 years of experience in all fields of the industry and pride ourselves on the customer care we provide to our clients. We feel that a happy customer is a returning one. Our goal is to provide a service that takes the stress away from you and gives you a high quality job at a price that you can afford.

All our work is carried out to the BS7671 IEE wiring regulations and all our operatives are qualified to that standard.

Your safety is our business and as you are aware there are many people out there that say they are electrical contractors and are not. Your safety and anyone you may be responsible for is at stake. Please make sure that who ever you use to do your electrical work is registered with a reputable regulator such as the **NICEIC. This will ensure that you have people who have been checked and tested.**

We are confident that you will enjoy the real benefits of our friendly, fast and cost effective service. Focus Technical Solutions ltd



www.ftsenergy.com





Case studies

Saving **energy** and reducing your **carbon footprint** has never been easier

This is just one of the projects we have been involved in

As you will see from the figures the savings they are making and the carbon co2 gases they are reducing are excellent, They saved up to 68% on your electricity bill

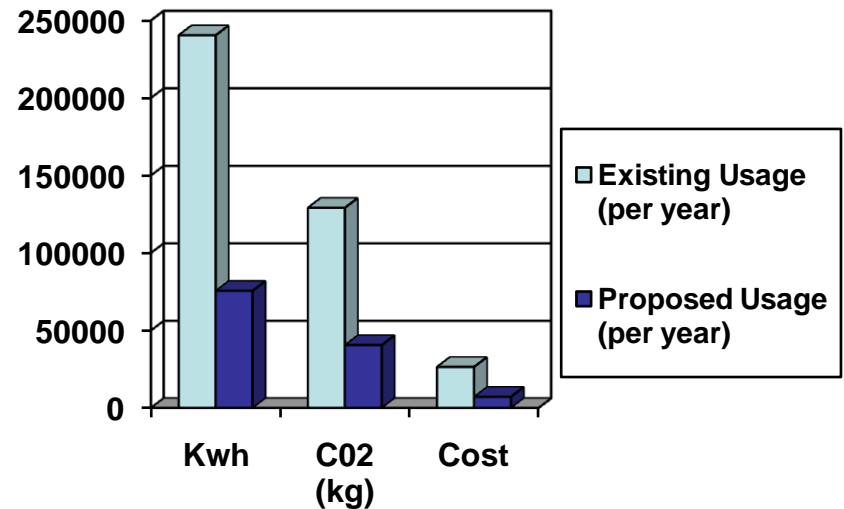


www.ftsenergy.com



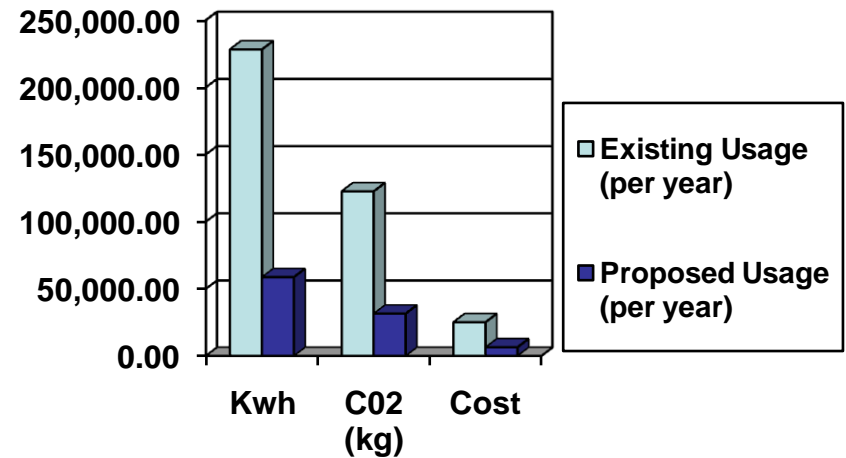
Car Park One.

- Existing Usage per year:
 - 240,374.4 Kwh per year.
Carbon (kg): 129,081.00
Cost @ 11p per Kwh =
£26,441.18 Per Year
- Proposed Usage per year
 - 65,244.48 Kwh per year.
Carbon (kg): 40,569.00
Cost @ 11p per Kwh
= £7,176.89 per year.
- Total Saving per year:
£19,264.29
- *Additional Savings:
Maintenance costs.*



Car Park Two.

- Existing Usage per year:
 - 228,110.40 Kwh per year.
Carbon (kg): 122,495.28
Cost @ 11p per Kwh =
£25,092.14 Per Year
- Proposed Usage per year
 - 58,656.96 Kwh per year.
Carbon (kg): 31,498.78
Cost @ 11p per Kwh
= £6,452.27 per year.
- Total Saving per year:
£18,639.88
- *Additional Savings:
Maintenance costs.*



Overview

Savings

- Car Park 1: £19,264.29
- Car Park 2: £18,639.88
- Total : **£37,904.17** per year
- Total Carbon Saved (tons): 185
- Trees Saved: 253 per year.



Products

If we are to meet increasing Demand, then it is imperative that all lighting Manufacturers, Factories, Retailers, Hotels, Offices, schools, Colleges and other Working Environments focus on Energy Saving Products, not just for the long-term benefits to the planet and our children, but also for your business!

These are just some of the products we can supply for you and your business. To find out how you could start saving the Environment and save money, Please contact us for details on all the products we provide.

We are happy to provide a free no obligation survey



www.ftsenergy.com



Product Information

Light Emitting Diode (LED)

Benefits:

- Increased Lamp-Life: 50,000 to 80,000hrs (compared to 10-15,000hrs for normal fluorescent).
- Better quality light, lower energy
- Easy to Replace
- Low Maintenance
- Reduced Carbon Emissions (lower Carbon Footprint).
- Mercury Free (easier to dispose of and recycle, more socially and environmentally responsible).



Material: aluminium & PC	Condition Temperature: -20-50°C
LED Qty: 432 PCS	Condition humidity: >95%
Power: 100LM/W	Colour rendering index : 84Ra
Input Voltage: AC85-350V	Power factor: ≥ 0.85
Output Voltage: DC9.8V-36V	Short Current: <5mA
Luminous Flux (lm) : 2596-4320LM	Equal to Conventional Lamp : 54W以上
Work Frequency: 50-60HZ	Dimension (without pins): long 2395mm ϕ 26mm



HIGH BAY LIGHTING

Working Voltage: 85V-265VAC

Actual Power Consumption: 110W

Power Factor: >0.98

Power Efficiency: >0.9

Lumen output: 9000Lm

Beam angle: 60/120 Degree

CRI: Ra>80

Colour Temperature: Daylight White 5500K

IP Grade: IP65

Life Span: Up to 50,000 hours

NET Weight: 5KG

TRI LUX G2

GU10231ED (Warm White) & GU10232ED (Cool White)

Model type: Tri Lux G2 - 3x1 Watt Triple emitter GU10 240V

Base type: GX5.3

Input Voltage: 85-260V AC with reverse polarity protection

Output Power: 3.4 Watts

Light source: 3x1 Watt High Power LED Technology

Output Colour: Cool White (CCT 5500K)

& Warm White (CCT 3200K)

Aluminium Housing No UV or IR Radiation



TRI LUX G2

MR16231ED (Warm White) & MR16232ED (Cool White)

Model type: Tri Lux G2 - 3x1 Watt Triple emitter MR16 12V

Base type: GX5.3

Input Voltage: 12V AC/DC with reverse polarity protection

Output Power: 3.4 Watts

Light source: 3x1 Watt High Power LED Technology

Output Colour: Cool White (CCT 5500K)

& Warm White (CCT 3200K)

Dimmable & Aluminium Housing



TRI LUX G2

E27231ED (Warm White) & E27232ED (Cool White)

Model type: Tri Lux G2 - 3x1 Watt Triple emitter E27 JDR 240V

Base type: E27

Input Voltage: 85-260V AC with reverse polarity protection

Output Power: 3.4 Watts

Light source: 3x1 Watt High Power LED Technology

Output Colour: Cool White (CCT 5500K)

& Warm White (CCT 3200K)

Aluminium Housing No UV or IR Radiation





Input voltage working voltage 50V
Maintain flux
(DI-ST-112W) 120W LED Street light 120W
Initial flux 9520lm(Tj=25°C)
Total power consumption Luminous efficiency PF AC 85,265V
Lamp flux 8400lm
CRI > 75
The horizontal axis(120°-140°)
The Vertical axis(45°-60°)
color temperature 3500k-6500k
work temperature - 30°-50°
IP rating IP65



Finance Options

We specialize in finding the best option for your needs



www.ftsenergy.com





What is the Carbon Trust?

The Carbon Trust are a government body set up to reduce the Carbon Footprint by:

- Providing business and the public sector with expert advice, finance and accreditation.
- Stimulating demand for low carbon products and services.
- By developing new low carbon technologies through project funding and management, investment and collaboration.
- By identifying market barriers and practical ways to overcome them.

The Carbon Trust Head Office:

6th Floor, 5 New Street Square
London EC4A 3BF

The Carbon Trust Customer Centre:

0800 085 2005 (UK only)



www.ftsenergy.com





Energy efficiency loans

The amount the Carbon Trust will loan for your project depends on the reduction in carbon dioxide (CO₂) emissions that the project will achieve and the energy cost savings. When you make an application for Energy – Efficiency, loan we will appoint an independent Energy Saving Assessor to validate the energy savings associated with your project. (All loans are subject to a criteria ask for details)

	Fuel Type	CO ₂ Conversion factors kg CO ₂ /kWh	Unit Price (p/kWh)	Existing Annual Usage (kWh)	Post Project Annual Usage (kWh)
Delete	Electricity	0.537	11.000	240374.000	65244.000
Delete	Electricity	0.537	11.000	228110.000	58656.000

Annual Saving £ 37,904,24

Annual Saving (CO₂ Tonnes) 185.05

Maximum Loan Amount £ 123,366,67



www.ftsenergy.com

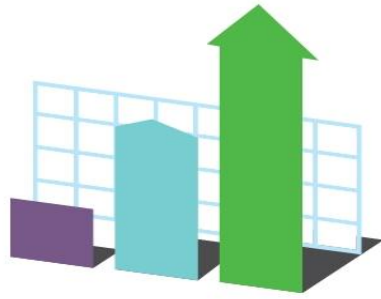


One project from the Carbon Trust Loan

Project

- Loan Amount:
£66,544.50
- Loan Period: 2yrs.
- Monthly Payment:
£2,772.68
- Monthly Energy Savings:
£3,158.67
- Saving During Loan
Period: **£385.99**

Total interest: £0



Equipment Leasing Ltd



I would like to confirm the following benefits:

1. This Systems Rental Plan is 100% Tax Allowable.
2. The rental payments are fixed and do not increase in line with bank interest rates.
3. You can choose whether or not you wish to pay a deposit.
4. You can choose the terms to suit your budget. (Subject to underwriting)
5. You pay nothing until after delivery of the equipment.
6. Once all due rentals have been paid in full and the agreement has been fully terminated title of
All the equipment will pass to yourselves for a one of fee of £250.00 + Vat.



Equipment Leasing Ltd



One sample quotation from equipment leasing

We have the pleasure to provide you with a comparative quotation for lease finance as per our conversation. I have indicated monthly and quarterly figures over 3 years respectively which are as follows: -

Invoice Value	No of Rentals	Rental Amount
£66784.00 + Vat	1+ 35	£2260.08 + Vat
£66784.00 + Vat	1+ 11	£6713.56 + Vat

Please note that the above rentals are subject to underwriting, higher rates may apply in some circumstances.

The lenders are currently very strict on lending criteria and as such, we need as much information as possible on the proposal form to help get the finance.

It is almost impossible to get finance if a business has not been in business for 3 years, unless the directors own property with at least 40% equity. It is not necessarily a requirement to put the property up as guarantee.

Businesses trading less than 3 years cannot get finance for longer than a 3 year term.



www.ftsenergy.com





Tax Benefits



www.ftsenergy.com





Welcome to the ECA Energy scheme

The Enhanced Capital Allowance (ECA) scheme is a key part of the Government's programme to manage climate change. It provides businesses with enhanced tax relief for investments in equipment that meets published energy-saving criteria.

Why was it introduced? The Government introduced the ECA scheme in 2001 to encourage businesses to invest in low carbon, energy-saving equipment. As part of the Climate Change Levy Programme, it's designed to help the UK reach its Kyoto target of reducing carbon emissions by 20%.

Climate change is becoming one of the biggest threats to our planet's environment, and the biggest cause of this is carbon emissions produced by burning fossil fuels. Around half of these come from businesses and industrial processes, so it's important that efforts to reduce emissions focus on these areas.

How do you claim an ECA?

ECA claims should be submitted as part of your normal corporate or income tax return.



www.ftsenergy.com





Energy Technology List

ECA SCHEME

ECAs are claimed in the business’s income tax or corporation tax return the same way as other capital allowances. The documentation you need to make an ECA claim depends on the type of energy-saving equipment purchased. This section will tell you all you need to know about making an ECA claim for products from different technology categories.

Technology types

There are two different groups of energy-saving technology that qualify for an ECA.

- Listed products meet the criteria presented in the Energy Technology Criteria List (ETCL) and are listed on the Energy Technology Product List (ETPL).
- Non-listed products also meet the ETCL but are not listed on the ETPL.

While the process of claiming an ECA is always the same, the steps vary. The table below shows which technology groups are listed and a certification is needed to support an ECA claim.

	CHP	Lighting	Pipework insulation	AMT (component)	AMT (potable)	Other
Meets ETCL	✓	✓	✓	✓	✓	✓
Product Listed on ETPL	-	-	-	-	✓	✓
Certification required	✓	-	-	✓	-	-



Focus Technical Solutions Ltd.

www.ftsenergy.com

Office: 0121-559-2639

Paul Doyle: 07733265485

Robert Doyle: 07818071757