Shine a Light on Energy Savings:
New Partnership Offers Discounted Lighting Products and System Design

The average hospital spends about $680,000 annually on energy, and up to 20 percent of that goes to lighting costs. Replacing aging lighting with new technology can cut operating expenses by 60-70 percent, but modern lighting products aren’t cheap.

Now APS members can capture long-term energy savings by taking advantage of major discounts on new lighting fixtures and lighting control systems, whether for an existing facility retrofit or new construction. Lincoln, Nebraska-based Voss Lighting, founded in 1939, is offering APS members product sourcing at rates generally 20-30 percent below typical contractor pricing for comparable lighting and control systems.

A Range of Options
By working with Voss, hospitals gain the flexibility of switching out an existing electrical contractor’s lighting bid with an equivalent or superior solution from Voss. That means you’ll eliminate contractor mark-up on projects of any size.

You can also benefit from Voss’ no-cost lighting and energy consultation and choose to work with one of the top electrical subcontractors who’ve aligned with Voss as a part of an end-to-end solution. Energy audits can be conducted, and on retrofits, Voss will help you develop a plan to implement incrementally or all at once.

New solutions offered by Voss rely on high-efficiency LED technology to meet the full range of clinical and operational needs. Capabilities include clean room fixtures for emergency rooms, surgical suites, and other clean room applications. Color-tuning LED fixtures that align with human circadian rhythms also are emerging to support improved care for those hospitalized over long periods of time.

Importantly, Voss’ networked controls give customers total facility lighting control from a central dashboard. A variety of highly flexible strategies are available to meet specific and varying building requirements. These can range from enterprise lighting control capable of monitoring movement throughout the facility to individual room switches programmed to shut off when the room is unoccupied.

Major Savings
Working with Voss will help you lower overall project costs significantly. One major Kansas City-area hospital and APS member recently saved approximately $250,000 on a $1.1 million lighting package for new facility construction by sourcing and sequentially staging product through Voss. At the same time, the hospital continued to rely on their existing project contractor for installation.

Additional financial benefits are available through APS’ Group Purchasing Program, which provides an opportunity for year-end shareback distributions to dues-paying members based on total distribution revenues available and total group purchasing spend for each member.

Questions? Please contact APS to let us know how we can assist you.

Another valuable cost-saving opportunity brought to you by APS.

Visit us at apskc.org