

## BUYER'S GUIDE

How to ensure that you are buying a good LED Luminaire?

To do this, foremost, you need to compare the various LED Luminaires that are available in the market.

For comparison, just seek the following 4 parameters –

- A. PRICE (INR)
- B. TOTAL LIGHT OUTPUT – LUMENS (lm)
- C. TOTAL POWER INPUT – WATTAGE (W)
- D. WARRANTY OF THE FIXTURE AND LAMP

You can wisely choose to ignore the balance parameters, which are more for describing the product.

### CAPITAL COST EFFICIENCY

For this, we need to calculate the PRICE per 100 LUMENS. The lower the figure, the better is the product's capital cost efficiency.

| Product  | Price / Pc (INR) | Total Light Output (lm) | Price / 100 Lumen (INR / lm * 100) |
|----------|------------------|-------------------------|------------------------------------|
|          | <b>A</b>         | <b>B</b>                | <b>A / B = D</b>                   |
| X        | 1,700            | 1,000                   | 170                                |
| Y        | 1,750            | 1,275                   | 137                                |
| <b>Z</b> | <b>1,550</b>     | <b>1,620</b>            | <b>96</b>                          |

**CHOOSE PRODUCT WITH A LOWER PRICE PER LUMEN.**

### OPERATIONING COST EFFICIENCY

For this, we need to calculate the LUMENS per WATT. The higher the figure, the better is the product's operating cost efficiency.

| Product  | Total Light Output (lm) | Total Power Input (W) | Lumen / Watt (lm / W) |
|----------|-------------------------|-----------------------|-----------------------|
|          | <b>B</b>                | <b>C</b>              | <b>B / C = E</b>      |
| X        | 1,000                   | 21.00                 | 48                    |
| Y        | 1,275                   | 16.50                 | 77                    |
| <b>Z</b> | <b>1,620</b>            | <b>20.00</b>          | <b>96</b>             |

**CHOOSE PRODUCT WITH A HIGHER LUMEN PER WATT.**

### WARRANTY

Lastly, consider the WARRANTY offered by the seller/manufacturer of the product valid in INDIA. HIGHER the warranty period, better it is. Look for WARRANTY and not GUARANTEE.