



“ The ESCO procurement process meant a lot of work, but the end result was exactly like we wanted it to be.

- **Marita Tamminen, project manager and energy efficiency specialist, the City of Vantaa**

“ This is an example of a project where it was possible to replace fluorescent tubes with LED tubes without purchasing new lamp bodies. Also more money can be saved with installation and maintenance costs, because the service time of a LED tube typically exceeds that of a fluorescent tube by 3-5 times.

- **Petri Tuominen, project manager, Schneider Electric Buildings Finland Oy**

