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Managed Services

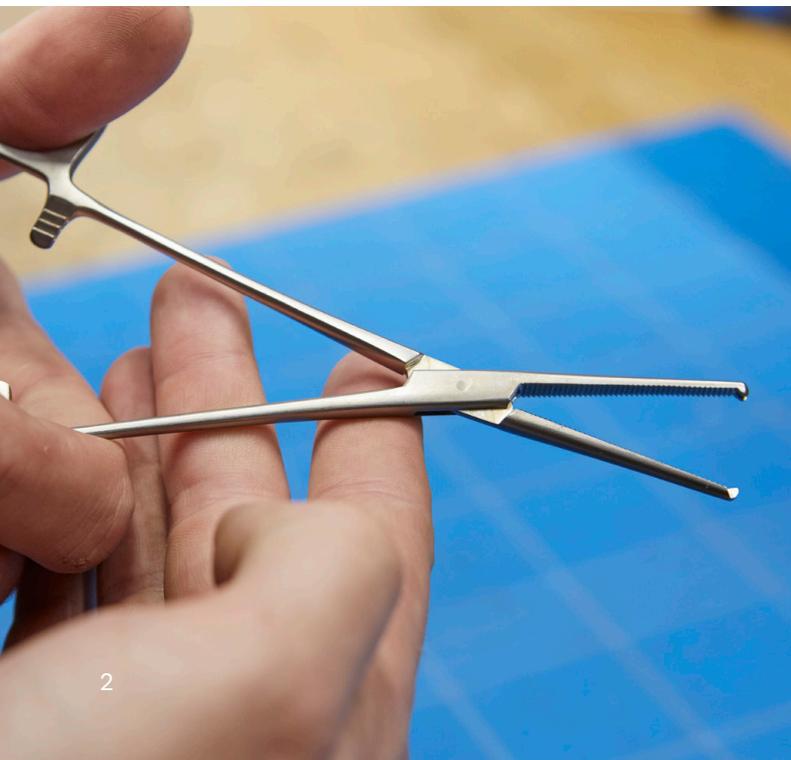
Circular Lighting

Case study:
Van Straten Medical

Circular vision and Circular Lighting go together perfectly

As a medical device wholesaler and a specialist in circular medical instrument management, Van Straten Medical plays an important role in society. Within the company, the belief was that hospitals benefit from less waste and the reuse of medical devices in the operating room. This gave rise to a circular business model that could inspire the rest of the medical world. Van Straten wanted circular lighting too and chose to work with Signify.

Circular Lighting puts sustainability into practice; Van Straten Medical pays only for the light, and never for the lamps and luminaires.



“Fabricating quality medical instruments is a job which requires precision, which is why the very best lighting is needed.”

Circular Lighting

Van Straten Medical has two locations along the A12 in De Meern, and their new building was chosen for Circular Lighting. Proactive monitoring and maintenance extend the service life of the lighting system and lead to fewer failures. In addition, Van Straten Medical has the option to either give Signify the products back at the end of the contract period or negotiate a new agreement.

Light as a Service

In Van Straten Medical's world, accuracy is vital – and they should be able to rely on optimal lighting levels. It's why they chose Signify's Light as a Service. Companies pay a fixed monthly amount for the installation, no investment required. During the service period, Signify is responsible for system performance and for timely repairs and replacements, allowing Van Straten Medical to enjoy high-quality, sustainable lighting without worrying about costs.



Lighting for every purpose

Van Straten Medical has two locations. One acts as a warehouse, whereas the other is a combination of office space and training rooms. Throughout the building, various workspaces are set up for the cleaning and sterilization of stainless-steel medical devices for reuse. There are also several production and repair areas. Motion sensors installed in all areas are connected to Interact Office software, resulting in a 25% saving on the energy bill. With this connected lighting system, Van Straten Medical is ready for a future that places a greater emphasis on sustainable, connected applications.

Circular offers opportunities

Van Straten Medical has adopted a Circular Lighting vision in a sector that traditionally pays relatively little attention to circularity. Fortunately, this is changing. In 2018, a new Green Deal was signed which puts more of a focus on reducing and controlling waste in hospitals. For Van Straten Medical, this circular business model has proved so successful that after only three years, 40% of the business activities revolve around circularity.



“By recycling and repairing, hospitals can easily save up to 20% on purchasing costs.”

Bart van Straten,
Board of Directors,
Van Straten Medical

“We’ve noticed that the high-quality light has had a positive effect on the welfare of our employees.”

Bart van Straten,
Board of Directors,
Van Straten Medical



Benefits for business owners



Energy saving

By combining Interact Office software with Circular Lighting and LED technology, business owners can take steps towards huge energy savings.



Business without worries

Signify monitors the lighting performance remotely throughout the contract term. Users can rely on the best light levels, failures are solved proactively, and staff can continue to focus on their work.



Inviting innovation

In a society that’s paying more and more attention to a circular economy, Circular Lighting can help business owners realize their innovative goals.



Paying for light only

With Circular Lighting, business owners pay for the light only – not the lamps. You never have to worry about investment, and the latest updates are available instantly.

