



# [PRODUCT NAME] PROPOSAL

## AUGUST 2021

Proposal details, i.e. 'BT Engineer: Maintenance-Free Safety Illumination Package'

Prepared for:

**COMTEC** ▶



# CONTENTS

<b>INTRODUCTION &amp; PROJECT OVERVIEW</b>	3
<b>COMPANY SCOPE</b>	4
<b>PRODUCT</b>	5
<b>[9430 AREA LIGHTING SYSTEM]</b>	5
Key Features	5
Specifications	5
Design	6
Operation	6
Personalisation & Traceability	7
Accessories	8
<b>[9440 AREA LIGHTING SYSTEM]</b>	9
Key Features	9
Specifications	9
Design	10
Operation	10
Personalisation & Traceability	11
Accessories	12
<b>[9420 AREA LIGHTING SYSTEM]</b>	13
Key Features	13
Specifications	13
Design	14
Operation	14
Personalisation & Traceability	15
Accessories	16
<b>CURRENT USERS</b>	17
<b>CERTIFICATES &amp; APPROVALS</b>	18
<b>QUOTATION</b>	19

# PROJECT OVERVIEW

## INTRODUCTION

The aim of this proposal is to present a totally maintenance-free lighting package solution. All of Peli's lighting solutions are self-contained and require no additional cabling or auxiliary power supplies. The Remote Area Lighting Solutions are manufactured in the UK to the highest quality standards, and comprise the latest LED technology. The emphasis behind all of Peli's products is to provide the user with a professional, reliable choice in industries which cannot afford to experience failure. A tool which will enhance working conditions and eliminate the need for replacement or repair - a costly ongoing exercise. Peli offers a lifetime warranty for their products, which is a testament to their quality.

## PROJECT OVERVIEW

Comtec have approached Peli to provide pricing for the lighting components as requested by BT. It is known that BT have retained the same types of lighting products for approximately 25 years, and as such it is outdated- meaning a lack of reliability and performance versus newer technologies. The aim of this proposal is to provide an innovative, safer, more economical and better-performing product range for BT to consider. Peli's product offering is proven Globally in this type of application.

## PROPOSED SOLUTION: [PRODUCT NAME]

The Peli Remote Area Lighting Systems (RALS) range was designed to provide a silent, maintenance free, rechargeable floodlight which eliminates the need for generators. The award-winning range was also the first to encompass Light Emitting Diodes for use in a flood lighting application. This proposal will provide full information on the products, components and current users.

# COMPANY SCOPE

Peli's range of Remote Area Lighting Systems have been recognised for their quality and performance by some of the largest names in industry, along with military and emergency services users- globally. This pioneering range was the first LED based portable floodlight to be manufactured and launched in the UK. The U.S. Military are the most recent large-scale user, with over \$2 million of product being sent to Afghanistan to assist their infrastructure rebuild operations.

## PRODUCTION OUTPUT CAPABILITY

Due to the professional and modular design of the Peli RALS series, and rationalised supply chain management, production is extremely efficient. With full component inventory, output is 140 units per day- and can be more if additional production lines are added.

## PRODUCT SAFETY AND CONFORMITY

Peli has a strict quality and safety compliance procedure, ensuring all products are manufactured in accordance with all relevant standards. Certification is attached with this proposal. Importantly, the Peli RALS range has also been independently tested, and passed Electro-Magnetic Compatibility (harmonics) regulations.

## PRODUCT WARRANTY

With the exception of the 9420, all of the product submitted in this proposal is covered by a lifetime return-to-base warranty. The light engine has been designed in conjunction with a leading thermal engineer to ensure longevity. Other LED systems do NOT always have this engineering in their design, leading to LED failures as per picture below. Any manufacturing defect or failure to the product's operation is covered by Peli's Lifetime Warranty.

# PRODUCT

## [9430 AREA LIGHTING SYSTEM]

### PRODUCT SUMMARY

#### PELI 9430C REMOTE AREA LIGHTING SYSTEM

Proposed for consideration in place of either/all of BT 127918; 129285; 127917

### KEY FEATURES



Airline  
carry on  
size



Automatic  
pressure  
release  
valve



Easy-open  
latches



Retractable  
handle



Retractable  
handle

### TECHNICAL SPECIFICATION

Light Source: 6 x CREE LEDs (3,000 Lumens)

Battery: 12V 20Ah Maintenance-Free Valve Regulated Gel Sealed Lead Acid

Colour Temp: 6500K (Daylight White, high colour rendition for true colour representation)

Watts: 24W

Duration: 8 Hours (High Mode) / 15 Hours (Standard Mode)

Approvals: CE / RoHS / WEEE / EMC / Network Rail / London Underground / MOD

Dimensions: L 400mm x W 200mm x H 230mm

Weight: 9.8 Kg

Colours: Yellow, Black

Warranty: Lifetime

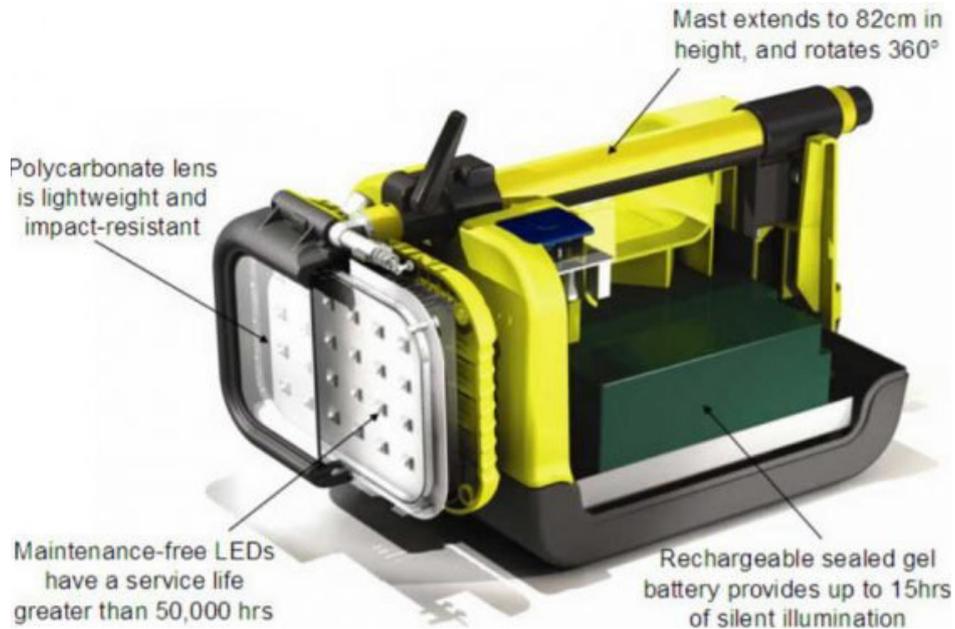
### OTHER INFORMATION:

- Tough, Fully Injection-Moulded ABS Body
- 12V Auxiliary Outlet, for charging Mobile Phones, Laptops etc.
- Maintenance Free
- Rubber Silicon Keypad
- Tested and approved, to IP54 (Protected against dust, and water sprayed from all directions)

# PRODUCT DESIGN

The 9430 has been designed using professional manufacturing techniques and state of the art electronic components to ensure reliability. This also aids production lead times, as the modular design is simple to assemble- further eliminating the possibility of failure.

The diagram below demonstrates the composition:



# PRODUCT OPERATION

The 9430C has been designed for use as a high power flood light, with two “modes”. There is ALSO a SPOTLIGHT version of the 9430, which concentrates the intense beam into a precisely focused 10 degree beam. This allows for perfect distance illumination without over-spill of light.

## TORCH MODE

In Torch Mode, the 9430C can be stowed in a compact manner. It is ready for use, and a single press of the keypad switch will illuminate the light engine on High Power. The user can then carry the 9430C to his setup area, as a “torch”.

## FLOOD LIGHT MODE

Once in position, the 9430C can be set down and the light head pivoted upwards through 90 degrees and then fixed upright by sliding into the locating socket attached to the base. Overall height can then be adjusted up to 820 mm using the clasp on the extension pole.



9430 in Torch Mode



9430 in Flood Light Mode

## DURATION

The 9430C has two illumination levels.

If the user presses the keypad once, High Mode (3,000 Lumens) is activated. A fully charged 9430C will provide 8 hours of duration in this mode. A second press will set the 9430C to Standard Mode (1,500 Lumens). This will provide up to 15 hours of duration.

***N.B. Peli RALS products do not become dim over duration. The same high level of illumination is maintained throughout use.***

## SAFETY

An important feature is the low battery indicator. This alerts the user to the fact that the 9430C is becoming low on battery power. The light head will flash for 2 seconds to warn the user that there is 30 minutes' power remaining. A second and third warning with 20 and 10 minutes duration respectively, ensures the user can prepare in plenty of time for the unit needing to be recharged.

***N.B. The 9430C has a built-in electronic battery monitor and protector. It will not allow the battery to be discharged to the point of full depletion, ensuring that a state of deep discharge does not result. Other types of battery lights do not necessarily have this function, meaning batteries will fatigue quickly and require more frequent replacement.***

## RECHARGE

Recharging of the 9430C is simple. This is achieved by using either a mains voltage or in-vehicle charger, available separately. The charger has the same type of plug connector as the light head, and can be connected to either of the two sockets on the rear of the 9430.

Peli RALS Products can be charged with the battery at any state of discharge. For example, it makes no difference if the product has been used for 2, 5 or 8 hours before being placed on charge. Other types of portable lighting may not have this ability. Charge time from a completely discharged state is 6 hours.

## BEAM ANGLE AND INTENSITY

The 9430 is available in 2 different beam options:

- 120 Degree (for a wide beam of light, concentrated over a close working area)
- 10 Degree (a highly intense, narrow beam- ideally suited to illuminating objects at distance)

## PERSONALISATION & TRACEABILITY

Peli are able to offer a batch coding (serial numeration) and logo/decal printing service. This enables full product traceability for the client, and reduces the risk of theft. This service provides a professional finish and was chosen by Network Rail:



## ACCESSORIES

Should the client require any additional accessories for the 9430 Product, these include

- Telescopic Tripod
- Extension Pole
- Rucksack for carrying over distance

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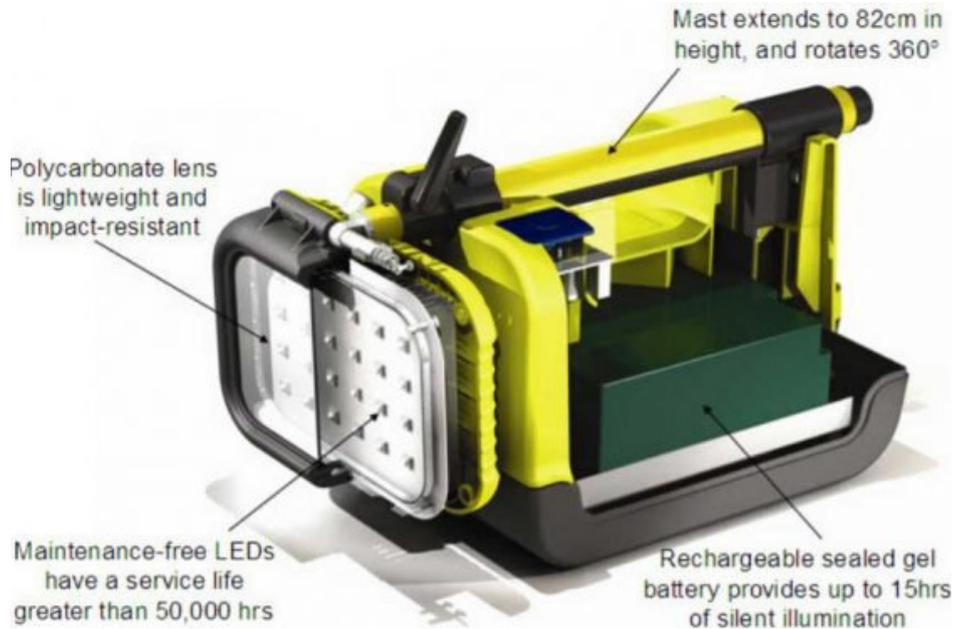
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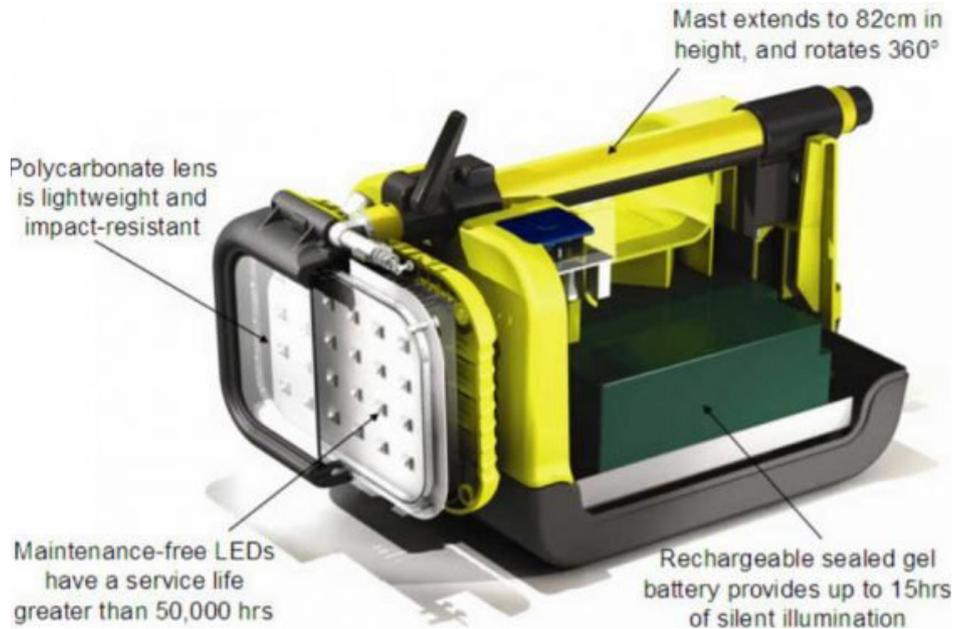
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# CURRENT USERS

## NETWORK RAIL

Following extensive appraisal and feasibility studies over a 12 month period, Network Rail became the first large scale user of this new technology, in 2006. Network Rail assessed their current lighting systems and deemed them to be extremely inefficient and costly in maintenance and repairs. Following a series of comparative durability and reliability tests versus other portable lighting manufacturers, they chose Peli due to a 100% reliability rate. There are now in excess of 3000 of these products in use by Network Rail. Their total investment to date is just under £1.5m. Peli's RALS products were recognised with the receipt of a Commendation For Innovation at the Network Rail Partnership Awards in July 2009.

## UK & US MILITARY

As mentioned previously, Peli's RALS products are already in operational use in Theatre, in Afghanistan. The Royal Air Force is a known user of the 9430 in Theatre, assisting with the illumination of catering operations. The US Army Reserves are in the process of infrastructure rebuilding, and use RALS to illuminate building interiors where power is not available.

## EMERGENCY SERVICES

In the UK, many Fire Brigades have adopted the unique benefits and reliability of RALS as a solution in emergency situations where light is required quickly. Other Emergency Services also utilise the products, both in the UK and overseas. In the USA, Peli's 9430 light is now in commission by the New York Fire Department, and was recently a crucial tool in the safe removal of fuel from the downed US Airways Flight 1549 in the Hudson River.

## LONDON UNDERGROUND

Peli RALS products have full approval for use by London Underground engineers, and their contractors.



# QUOTATION

## PRICING

All prices are valid until [date].

[PRODUCT 1]

Price each: £X + VAT

[PRODUCT 2]

Price each: £X + VAT

[PRODUCT 3]

Price each: £X + VAT

Price excludes delivery.