



NALMCO[®]

THE STANDARD FOR LIGHTING MANAGEMENT QUALITY SINCE 1953

SPRING SEMINAR

WWW.NALMCO.ORG

Who is Utility Management Solutions?

Established 2018

Certified Staff including
CEMs, LCs, PMPs, ME

Services

- IGAs
 - Lighting, HVAC, Refrigeration, EV, Water, Metering
- Rebate Procurement
 - New Construction, Custom Applications, EM&V
- Installation / PM
 - Mainly through partners such as NALMCO, PM is done inhouse.
- Full Service
 - Work with ESCOs and Manufacturers on full-service support from audit to proposal to installation.





Joe D'Acquisto



Jon LaRosa



Matt Cinquanti



Jessica Calvo

Our Team and Experience

- ESCOS
- Utilities
- International Work
- National Accounts

Best Practices for Hospital Lighting Audits

Presented by Utility Management Solutions, LLC
(UMS)

Introduction- 5 Minutes

Sample Patient Room-10 minutes

Audit Documentation- 5 Minutes

Auditing Tips and Tricks – 5 Minutes

Q&A- 5 Minutes



Best Practices Auditing Patient Rooms

1. Establish Baseline with Hospital Staff.
 - (a) Verification of assumptions (In Scope/ Out of Scope)
 - (b) Verification / acceptance of process (Assumptions)
 - (c) HOU / Maintenance Stock / ETC.
2. Take a picture of the door number before entering
3. Detailed Inventory of fixtures and switches
 - (a) Wattages and ballast of each fixture type
 - (b) Pictures and Naming convention of each fixture type
E.G. – Patient Wraps - Patient Bath Wrap-
Patient Downlight
Organization of data for assumptions is key.
4. Watch out for controls in patient rms
 - (a) Bi level ballast
 - (b) EM fixtures
 - (c) Other Controls.



Video of Patient Room Audit



Tools of the Trade



Ipad- Audit Software

- Understanding Data from Audit to Proposal

- Telescoping mirror
- Ability to access hard to reach / see areas

- Telescoping selfie stick
- Video to assist counts and verification

Clickers

- Accurate counts for large projects and help with distractions

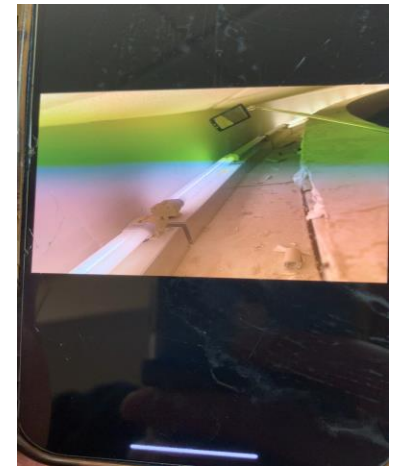
Range Finder

- Outdoor lights, measurements

Collapsible Ruler

- Can lights and Other items





Auditing Tips and Tricks- Cove lights



Auditing Tips and Tricks- Additional content





Q&A

Thank you for your time! Please visit our website for more information:

www.yourutilitysolution.com

General Contact Information:

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