Capabilities

Voltage Optimisation Solutions
VISION AND VALUES

Our vision & values are to invest in research and development in order remain pioneers in the energy management industry, delivering innovative, forward-thinking, cost effective and efficient technologies that continue to provide solutions to energy management problems faced by our clients.

A Bespoke Approach

We believe that energy management is about finding the correct engineering solution to an engineering problem.

That’s why all of our systems are custom built to ensure they meet the unique needs of each client.

Investment in Innovation

The environment we operate in never stands still, so why would we?

We pride ourselves on prioritising innovation and constantly developing and improving our portfolio of products and services to meet the markets needs.

Engineering at our Core

We always have been and always will be an engineering company.

Our skilled workforce undertake comprehensive analysis of customer sites to enable them to deliver fit for purpose, engineering led solutions.

Customer Focused

We keep customer needs and satisfaction at the heart of our business.

We work towards the highest levels of service and utilise agile methods to continuously provide value.
CELEBRATING OVER 16 YEARS OF SUCCESS

Formed in 2001, the company’s original offering was energy management, engineering and consultancy services to help businesses become more energy efficient. Energy saving is an engineering issue and the philosophy of the company is to deliver systems that match the unique requirements and characteristics of each site, through a fully supportive, engineering led solution.
Powerstar serves over 20 countries through its network of approved international distributors.
Voltage optimisation is an energy saving technology that is used to regulate, cleanse and condition the incoming power supply in order to reduce the voltage supplied to the optimum level for the on-site electrical equipment and appliances. The two flow charts below illustrate the impact voltage optimisation can have on a business.

**NORMAL ELECTRICITY CONSUMPTION**

- Incoming voltage from the National Power Grid
- Power supplied (average 242 volts)
- Higher voltage results in equipment being overpowered and thus shortens lifespan
- Excessive voltage results in a greater kVA/power demand, increasing your electricity bill

**POWERSTAR CONTROLLED ELECTRICITY CONSUMPTION**

- Incoming voltage reduced to equipment design characteristics (220 volts)
- Power supplied to equipment design characteristics (220 volts)
- Prolonged lifespan of equipment and reduced maintenance costs
- Reduced electricity bills
The concept behind voltage optimisation is simple. In general, power from the National Grid is supplied at a higher voltage than necessary due to old electrical distribution networks in place which were designed to operate at higher voltage levels, as well as electricity suppliers being required to ensure all buildings are supplied voltage within set parameters.

If a building is being supplied at a higher voltage than necessary it will likely result in a mass of wasted energy, excessive levels of carbon emissions, and higher than necessary electricity bills in addition to power quality issues, including increased wear and reduced lifespan of electrical equipment.

With Powerstar’s voltage optimisation technology, businesses can:

- Save electricity costs
- Protect corporate social responsibility and reputation
- Reduce financial risk and cut capital replacement costs
- Cut carbon footprint
POWERSTAR: PATENTED DESIGN

The Powerstar range of voltage optimisation solutions holds a global patent on its design and specification. The patent ensures that no other voltage optimisation solution, although similar in principle and application is able to replicate the exact design specification of a Powerstar system.

Traditional systems, as seen below on the left transform the entire power output from one voltage to another, and although they reduce voltage they also increase current. However, due to the patented design of Powerstar, and the third control winding, Powerstar creates negative power (back EMF) whereby any excess voltage is subtracted and sent in the direction of the supply. This ensures only around a tenth of power is transformed, resulting in reduced voltage AND current.

This allows Powerstar to achieve a higher rate of savings than typically experienced from voltage optimisation technologies in addition to generating savings on loads that competitors are unable to, such as VSD’s.
WHAT IS NEGATIVE POWER (BACK EMF)?

It is through its patented design that Powerstar is able to generate negative power feedback (back EMF).

Powerstar voltage optimisation technology is a transformer-based system used to optimise the characteristics of the current supplied at the source (first current), according to current characteristics required at the load (second current).

The first current is typically an alternating voltage in which case the resultant voltage is increased or decreased, this transformation routinely results in excess transformed voltage.

The supply current flows from the first winding into the second winding, wherein the magnetic flux causes the induction of a reverse current, which is a fraction of the supply current, typically 10%.

This reverse current flows in the opposite direction to the supply current, wherein it is directed back to the electricity supply.

Because this reverse current is real energy, which is distinct from apparent or reactive energy, there is a direct effect on the consumption of the load. This effect is a reduction of power consumed by a load, seen by actual kWh savings.

In simple terms, any excess voltage above the Powerstar set-point is subtracted from the input voltage, this results in the generation of negative power (back EMF), which flows towards the supply and is subtracted from the incoming power.
POWERSTAR VOLTAGE OPTIMISATION RANGE

**LITE**
- Fixed voltage optimisation system

**MAX**
- Electronic-dynamic voltage optimisation system

**HV MAX**
- Amorphous HV transformer with electronic-dynamic VO

- Low voltage solutions (the LV side)
- High voltage solution (the HV side)
If a company is experiencing high levels of incoming voltage but with a stable voltage profile, then the fixed reduction system, Powerstar LITE could present the most effective solution for voltage optimisation on their site.

Sites that receive a higher than necessary unstable or fluctuating voltage would benefit more from the variable voltage optimisation system Powerstar MAX, which will stabilise the supply voltage to reduce fluctuations.

**POWERSTAR LITE**
Powerstar LITE is an LV side fixed voltage optimisation system which offers a set level reduction.

**POWERSTAR MAX**
Powerstar MAX is an LV side voltage optimisation system which offers electronic-dynamic reduction.
Powerstar LITE and Powerstar MAX both offer high levels of savings and efficiency. However, the electronic-dynamic technology offers additional savings potential for certain sites with a high fluctuating voltage profile. This is demonstrated in the below diagram:

**LITE v MAX Voltage Reduction Comparison**

**SUPPLY VOLTAGE**

**OPTIMISED VOLTAGE FROM A POWERSTAR LITE FIXED VOLTAGE OPTIMISATION SYSTEM**

**ADDITIONAL SAVINGS WITH THE POWERSTAR MAX ELECTRONIC-DYNAMIC VOLTAGE OPTIMISATION SYSTEM**

**UK RECOMMENDED OPTIMAL VOLTAGE LEVEL**
Powerstar LITE

Fixed Voltage Optimisation
Powerstar LITE is a fixed voltage optimisation system which provides a set level reduction across a pre defined tap range.

- The optimised voltage will match the incoming voltage profile albeit reduced by a set amount

- LITE systems are available from 100Amp for small commercial systems up to 3MVA systems available for larger commercial premises

- This system is ideal for sites with a stable yet high level of incoming voltage

- Details of single phase & small three-phase range available on request
# POWERSTAR LITE: PRODUCT BENEFITS

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Available</th>
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<tbody>
<tr>
<td>Patented Design</td>
<td>✓</td>
</tr>
<tr>
<td>Achieves 10% Average Savings</td>
<td>✓</td>
</tr>
<tr>
<td>Additional Savings Opportunities</td>
<td>✓</td>
</tr>
<tr>
<td>Reduces Harmonic Distortions</td>
<td>✓</td>
</tr>
<tr>
<td>Improves Power Factor</td>
<td>✓</td>
</tr>
<tr>
<td>Improves Phase Balancing</td>
<td>✓</td>
</tr>
<tr>
<td>Increases Lifespan of Equipment</td>
<td>✓</td>
</tr>
<tr>
<td>Intelligent Real-Time Interface (HMI)</td>
<td>✓ Option</td>
</tr>
<tr>
<td>No Moving Parts</td>
<td>✓</td>
</tr>
<tr>
<td>Guaranteed Savings</td>
<td>✓</td>
</tr>
<tr>
<td>Manufactured in UK</td>
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<tr>
<td>Electronic-Dynamic (Variable) Optimisation</td>
<td></td>
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<tr>
<td>Incorporates Modern Technology to Regulate Voltage Output</td>
<td></td>
</tr>
<tr>
<td>Suitable for Sites with Fluctuating Voltage</td>
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Powerstar MAX

Electronic-Dynamic Optimisation
Powerstar MAX is an electronic dynamic (variable) voltage optimisation system which takes the incoming voltage and optimises it to a constant level.

- The stabilised voltage output is achieved through the use of intelligent electronic controls that automatically adjust and maintain the voltage to create a stable profile
- MAX systems are suitable for commercial premises and are available in sizes from 28kVA through to a maximum of 3000kVA
- This system is ideal for sites with fluctuating voltage and high night loading for critical equipment requiring additional security
### POWERSTAR MAX: PRODUCT BENEFITS

<table>
<thead>
<tr>
<th>Benefit</th>
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Powerstar HV MAX

Amorphous core transformer with electronic-dynamic optimisation
Powerstar HV MAX provides a combined solution to two common problems, combining a super low-loss amorphous core HV/LV transformer with integrated electronic-dynamic technology.

• The super low-loss amorphous core transformer is 99% efficient and will provide up to an additional 3% savings on total electricity consumption, when compared to traditional transformers.

• The integrated electronic-dynamic (MAX) voltage optimisation technology may offer a further 10% saving.

• HV MAX provides voltage stabilisation and protection against spikes and surges.

• Output capacity of +/- 1.25V single phase LV output.

• Capacity 315kVA to 3000kVA.

• Exceeds 2021 EU Eco Design efficiency specifications ensuring the highest standards of efficiency are achieved and maintained.
REPLACING THE HV/LV TRANSFORMER

Replacing an existing transformer with the super low loss amorphous core Powerstar HV MAX transformer can yield significant savings depending on the age, load characteristics and type of transformer installed, as shown in the below chart.

The reason a business may need to optimise its voltage is to correct problems caused by the HV infrastructure.

Unless a HV/LV transformer is brand new, it is more efficient to correct the issues at source. This can be achieved by optimising the voltage at the HV supply by simply replacing the inefficient HV/LV transformer with the Powerstar HV MAX super low-loss amorphous core.

**Powerstar HV MAX Savings**

The majority of the savings continue to come from the negative power feedback (back EMF), due to the system’s patented design. However, businesses can also expect around 10% of the total savings to be achieved from improved transformer efficiency and additional savings from improvements to equipment efficiencies, on applicable loads.

<table>
<thead>
<tr>
<th>YEAR</th>
<th>ANTICIPATED SAVINGS</th>
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<tbody>
<tr>
<td>1950</td>
<td>3%</td>
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<tr>
<td>1955</td>
<td>3%</td>
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<tr>
<td>1960</td>
<td>3%</td>
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<tr>
<td>1965</td>
<td>3%</td>
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<tr>
<td>1970</td>
<td>2.5%</td>
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<tr>
<td>1975</td>
<td>2.5%</td>
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<tr>
<td>1980</td>
<td>2%</td>
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<tr>
<td>1985</td>
<td>2%</td>
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<tr>
<td>1990</td>
<td>1.5%</td>
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<tr>
<td>1995</td>
<td>1.5%</td>
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<tr>
<td>2000</td>
<td>1%</td>
</tr>
<tr>
<td>2005</td>
<td>1%</td>
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The chart to the right shows that for a 1,000kVA system at 75% load typical annual consumption savings are 52,867kWh, with financial savings of £6,344 and a reduction in carbon emissions of 29.3 tCO₂.

Over 15 years (warranty period of the system), typical financial savings are therefore £95,160 with carbon reductions of 439.5 tCO₂. These are savings from reduced transformer losses alone.

Savings figures show typical estimation. Financial figures based on 12p/kWh. CO₂ figures based on 0.000555tCO₂/kWh

Installing an amorphous core transformer has many benefits over conventional transformers, including:

- The Powerstar HV MAX transformer uses amorphous alloy with superior magnetic characteristics
- It is a non-crystalline structure with atoms randomly arranged and easy magnetisation
- Ability to switch magnetisation at a quicker rate significantly reduces losses
- Amorphous metal uses thin ribbons of metal at 0.025mm thickness

Installing an amorphous core transformer has many benefits over conventional transformers, including:
POWERSTAR: SERVICES & FEATURES

As well as our award winning energy saving technology, customers can benefit from a variety of additional services and features that offer peace of mind and ensure solutions cater to all needs of the business. These features include, but aren’t limited to, the following:

- 15 year warranty*
- 100% guaranteed saving
- Bespoke concept to completion project implementation
- A comprehensive Multi Asset Programme (MAP) for clients who operate multiple sites/assets
- Remote monitoring and management of hardware and networks
- Post-installation support and advice
- Savings measurement and verification (IVMVP)
- Performance inspections and energy site surveys
- Power quality audit
- Flexible finance and funding options

*15 year warranty applied in the UK only, in all other countries a 10 year warranty applies. Warranty includes parts and labour but excludes damage due to overloading of the system.
POWERSTAR: PRODUCT ADD-ONS

We also maintain a diverse selection of optional add-ons to allow customers to customise the Powerstar energy saving solutions to provide the maximum benefits to a company. Additional add-ons include:

- The Powerstar HMI (Human Machine Interface) designed to monitor all the major electrical parameters of the site load and present them in real time*
- Customised voltage tap ranges to suit the exact requirements of the client’s voltage profile*
- Break before make bypass – a bypass that requires an interruption to the incoming electricity supply through manual means
- Make before break bypass – a bypass that does not require an interruption to the incoming electricity supply, operated by manual means
- Automatic under voltage bypass to prevent the equipment voltage dipping too low*
- GSM – a technical service that sends a text to Powerstar automatically when an issue is detected in the system
- Harmonic mitigation winding system designed to eliminate triplen harmonics

* included with the Powerstar MAX system as standard.
POWERSTAR: SAVINGS VERIFICATION

A savings Measurement & Verification (M&V) service is provided with Powerstar systems, offering a thorough analysis of project results to enable clients to understand and verify the savings achieved through the installation of a voltage optimisation solution.

All Powerstar voltage optimisation systems (LITE, MAX, HV MAX) are also supported by a 100% savings guarantee which is analysed through the Measurement & Verification service via the 5 step process below:

1. Compares 28 days pre install kWh data against 28 days post install kWh data
2. Compares 28 days pre install kWh data against the same dates a year previously (pre install)
3. Compares 84 days (12 weeks) post install kWh data against the same dates a year previous (pre install)
4. Involves a regression analysis. An accurate model is created based upon pre install kWh consumption data and variables such as temperature
5. A verification providing a snapshot of the savings achieved from the negative power (back EMF)

If, following the above steps, the savings outlined in the proposal are not achieved the guarantee would result in the client receiving a one-off payment to cover the shortfall of the savings – ensuring the 100% savings guarantee is always upheld.
All systems are backed by a 15 year warranty* and a customers savings are always 100% guaranteed to provide added peace of mind and reassurance to customers.

Although the Powerstar range of solutions are maintenance free, inspections including voltage, current and thermal imaging surveys are recommended to be carried out annually to ensure optimal running conditions. This can be provided to customers in the form of a performance inspection survey which is available on both HV and LV electrical equipment.

This service extends to other technologies, including those not manufactured by Powerstar. Powerstar’s team of engineers are all qualified to the 17th Edition of the BS7671 Wiring Regulations and can inspect all types of voltage optimisation equipment, regardless of its manufacturer, and provide customers with a decisive report outlining its efficiency and recommendations for its continued use.

*15 year warranty applied in the UK only, in all other countries a 10 year warranty applies. Warranty includes parts and labour but excludes damage due to overloading of the system.
Powerstar is committed to maintaining a close working relationship with all customers and provide a comprehensive after sales support and energy advice service to ensure they remain fully satisfied with their solutions.

Post-installation, customers are provided with a dedicated contact who is available to call on to offer any energy advice or assist with questions and concerns they may have.

Powerstar technical engineers are also available to offer nationwide support for any issues or queries, no matter how big or small they may seem.

Customers can contact Powerstar to request after-sales support directly through their contact, over the phone or via the Powerstar website. As part of this service, Powerstar aim’s to respond to after-sales support requests within 24 hours.
POWERSTAR AS A SERVICE

Powerstar has a variety of flexible finance options to enable clients to select the right services to meet their needs. One such funding option is Powerstar as a Service.

As the name suggests, Powerstar’s energy management solutions are provided as a service to clients which means that businesses operating a large portfolio or multiple Powerstar assets can receive all the benefits of our award-winning voltage optimisation solutions with no capital outlay.

The funding option has three main stages, which are:

STAGE 1: **Analysis & Viability**
An analysis of the current business operations, energy usage and site examination. Feasibility calculations are carried out including costs, savings and payback period.

STAGE 2: **As a Service**
A clear and concise fixed term but flexible As a Service agreement is created and approved with the client, detailing a relationship between savings and payments.

STAGE 3: **Implementation & Verification**
The project is undertaken with the installation carried out as agreed. Ongoing savings verification reporting service is provided to monitor performance.
POWERSTAR AS A SERVICE: BENEFITS

Utilising this service brings with it a number of benefits additional to those obtained through the implementation of the physical solutions such as energy consumption savings, CO₂ emission reductions and an optimised supply. These include:

**No Capital Expenditure:**
As this solution works as a service, no capital expenditure is required by the customer. The fixed price of the service agreement is based on the potential economic benefit of the VO solution meaning the customer is cash positive from day one.

**Results Driven Service:**
Both the energy management solution and the service agreement will be produced bespoke to meet specific client needs. Rigorous and ongoing measurement and verification will be undertaken to ensure everything is working optimally.

**A Guaranteed Solution:**
The Powerstar 100% savings guarantee applied to all assets covered by the service agreement. Powerstar’s maintenance free, full-service approach offers peace of mind and allows businesses to focus on their core activities.

Powerstar as a Service is available for the full range of Powerstar voltage optimisation solutions and is designed to give customers a fixed payment service for the supply and installation of Powerstar solutions, which is based on the potential economic benefit of the VO solution. Essentially, the monthly cost for the system will be lower than the monthly savings/revenue produced by the system.
POWERSTAR AS A SERVICE: EXAMPLE

Powerstar as a Service is available for the full range of Powerstar voltage optimisation solutions and designed to give customers a fixed payment service for the supply and installation of Powerstar solutions.

The fixed payment of the service agreement is based on the potential economic benefit of the VO solution. Essentially, the monthly cost for the system will be less than the monthly savings/revenue produced by the system, meaning the customer is cash positive from day one in addition to being upheld by performance guarantees from Powerstar for ultimate peace of mind.

As with all Powerstar solutions, the agreement is bespoke and flexible dependant on the customer’s needs and can range from 2 – 10 years. Below is an example of how Powerstar as a Service could work.

The example funding model given is based on:

- 800 site rollout of Powerstar LITE systems
- Guaranteed savings of 8%
- Average annual consumption of 320,000 kWh per site
- A 6 year service agreement

The table to the right shows that in example 1, the cost of the Powerstar equipment over a 6 year period is £8,327,862 and the savings achieved through the installation of the system is £14,733,312.

Under the Powerstar as a Service agreement, the customer would pay for the equipment with the savings, this means that their Net cash flow remains positive throughout and once the payback is achieved, it generates revenue for the customer.

<table>
<thead>
<tr>
<th>Example 1 – based on £/kWh in 2017</th>
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<tbody>
<tr>
<td>£/kWh 2017 rate</td>
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<tr>
<td>Powerstar as a Service</td>
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<tr>
<td>VO Savings</td>
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<tr>
<td>Net Cash Flow</td>
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</table>

<table>
<thead>
<tr>
<th>Example 2 – based on the predicted rate of change in £/kWh over the 6 years until 2022</th>
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</thead>
<tbody>
<tr>
<td>£/kWh Forecast</td>
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<tr>
<td>Powerstar as a Service</td>
</tr>
<tr>
<td>VO Savings</td>
</tr>
<tr>
<td>Net Cash Flow</td>
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</tbody>
</table>
POWERSTAR INSTALLATIONS:
TRUSTED BY LANDMARK SITES

Our projects range from prestigious landmark sites, government departments, education facilities and healthcare estates through to multi-national franchise groups, leisure and tourism venues, retail outlets, manufacturing sites and SME’s in a vast array of industries.
POWERSTAR INSTALLATIONS:
ACROSS THE WORLD

Below is just a few of the thousands of Powerstar installations currently in place across the world, including the UK, Dubai, and Australia.
Powerstar prides itself on providing tailored engineering solutions to its clients. Below is a selection of testimonials from a variety of satisfied customers.

"We have been very pleased with the quality and workmanship – the energy savings have been higher than forecast and the Powerstar team have been very flexible in working around our operational systems to ensure full services are maintained. I have no hesitation in recommending Powerstar voltage optimisation and we are pleased with the full service provided."

STUART HARRIS
HEAD OF ENERGY AND CARBON OPERATIONS | BT TECHNOLOGY, SERVICE & OPERATIONS

"Powerstar voltage optimisation has been a major part of our comprehensive energy efficiency programme. It is perhaps the simplest and most effective way to instantly save energy and therefore we would highly recommend Powerstar systems."

MARK ORPIN
HEAD OF ENERGY MANAGEMENT | ASDA SUPERMARKETS

"Powerstar’s estimated savings were not only met but surpassed. We also measured the harmonics and Power Factor and again they surpassed expectations. We now have Powerstar installed across the majority of our larger office portfolio and are showing savings every day."

DAVE HORTON
SUSTAINABILITY AND CAPITAL INVESTMENTS MANAGER | RWE NPOWER
TESTIMONIALS

"We found Powerstar to be both professional and proactive in their awareness of the installation requirements during business operational hours, which ensured minimum disturbance for our guests. The carbon savings are fantastic, a great result for our company."

CHRIS GEORGE
HEAD OF ENERGY AND ENVIRONMENT | WHITBREAD HOTELS & RESTAURANTS

"We have experienced no issues or problems with the Powerstar equipment we have had fitted. The kit is robustly manufactured and electrically sound."

PETER GARDINER
M&E MANAGER | LINCOLNSHIRE CO-OPERATIVE

"We would highly recommend Powerstar voltage optimisation systems. Powerstar voltage optimisation has shown that significant savings can be achieved without compromising the operations of the hospital."

MARK O’GRADY
MANAGING DIRECTOR | MITIE ENGINEERING (NORTH) LTD
Case Studies

Energy efficiency savings results from a variety of industries

Results have been summarised to give a brief description of the site and the savings achieved.
LONDON CITY HALL

Home to the Mayor of London, the London Assembly and 600 staff who work for the Greater London Authority

A 10-story property houses business, exhibition, meeting & conference, public viewing galleries and museum facilities

SAVINGS = 13.6%
CARLSBERG BREWERY

Brewer and distributor of Carlsberg beer in Europe.

Production facilities are distinguished by high-end technology and top of the line Machinery.

SAVINGS = 17%
The University of Surrey specialises in science, engineering, medicine and business.

The campus hosts 13,895 students and 2,300 staff

SAVINGS = 8.1%
NEWBURGIGH PRECISION

A premiere contract manufacturing company, part of Newburgh Engineering.

Encompasses design, machining, fabrication, iron founding, welding & assembly.

SAVINGS = 10%
PATRINGTON HAVEN LEISURE

A 5-Star caravan and leisure park which boasts a heated indoor pool, fitness centre, multi-use sports courts, bar & restaurant and indoor & outdoor leisure facilities

SAVINGS = 16.9%
One of our installations into NHS healthcare estates is at Ashworth Hospital, the high security psychiatric hospital in the UK.

The hospital provides a wide variety of pharmacological, rehabilitative and psychological treatments.

SAVINGS = 12%
CONTACT POWERSTAR FOR MORE INFORMATION

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VISIT WWW.POWERSTAR.COM

OR FOLLOW US:

@PowerstarVO
/Powerstar