KEY ANSWER

Lighting scope gets cut because nobody puts a price on what's lost. Earthlight puts the price on the table before the cut happens.

by Molly Doherty

SITUATION

Every project loses lighting scope to value engineering.

COMPLICATION

The better fixture has to justify itself. The cheaper one does not.

KEY QUESTION

What if the cheaper option had to justify itself against a measured cost?

Earthlight

EVIDENCE & DECISION DRIVERS

01 · AUDIENCE

One analysis. Three outputs for different audiences.

- The WELL lighting expert specified that clients, contractors and lighting designers do not respond to the same language.
- The architecture leader emphasised that technical outputs only have value if clients can understand and use them.

So what? Your client, contractor and lighting designer can each receive the same underlying evidence in language relevant and useful to them. Earthlight does not change the science; it changes how that science is communicated.

02 · TIMING

Earthlight would be implemented while the decision can still change.

- The architecture leader felt Earthlight carries influence at RIBA Stage 1 or early Stage 2.
- The project delivery expert demonstrated how design intent can be diluted when cheaper alternatives are introduced later in the project.

So what? Earthlight should be used before lighting becomes a value-engineering target. At RIBA Stage 1 or 2, a comparison can still change the plan.

03 · INTEGRITY

Every claim should show what evidence is behind it

- The certification strategist stressed that credibility relies on explicit alignment with frameworks like WELL or LEED.
- The project delivery expert highlighted that specified performance and actual delivery can diverge when cheaper substitutions are made.

So what? Earthlight must make clear what is proven, modelled, assumed, and dependent on the project. If the evidence cannot support a claim, Earthlight would not ask a client to defend it.

BOTTOM-LINE TAKEAWAY

We will show you what the last value engineering round actually cost.

Send us one project.