



Lawrence PONNIAH
Barrister

09 May 2021

To Whom It May Concern

By Email to: jamessnowden.des@gmail.com

Dear Sir/Madam

Re Reference for Direct Energy Solutions

1. My family company owns a commercial building occupied by a law firm ,as tenants. On 24th of February 2021,we contracted Direct Energy Solutions ("DES") to replace the old fluorescent ceiling panels with new LED panels throughout the working areas of building.
2. My initial contact was with James Snowden, Managing Director of DES .
3. Throughout, I felt that the service provided was excellent. Once the quote was accepted, the supply and installation of the new LED panels throughout the building was smooth , efficient ,on time and within the quote.
4. The old fluorescent ceiling panels were removed and replaced with identical size LED ceiling panels. As a result, the removal and replacement work was done during work hours. I received no complaints from the law firm tenant, which is a credit to DES .The old ceiling panels ad fluorescent tubes were also removed from site and disposed by DES.
5. After the initial replacement work was done, we decided to replace some more old halogen downlights (in a different part of the building) with new fluorescent ceiling panels and downlights. We were under time pressure to complete the project. On short notice, DES supplied the additional LED units required for our electrician to install.
6. From a cost perspective, I found DES quote for both the supply and installation to be very competitive. Their price was certainly significantly lower than the price charged by our electrician to supply the same Phillips LED ceiling panels.
7. The office areas are now very bright compared with the old fluorescent lights. The tenants are very pleased (which is most important). I am sure that the tenants will be even happier when they receive their power bill. I have no hesitation in using DES again if I need LED lights .

Yours faithfully

Lawrence Ponniah
Barrister

PONNIAHLAW CHAMBERS

M: +64 21 2209707 | E: Lawrence@ponniahlaw.co.nz | P O Box 55022, Eastridge, Auckland, 1146