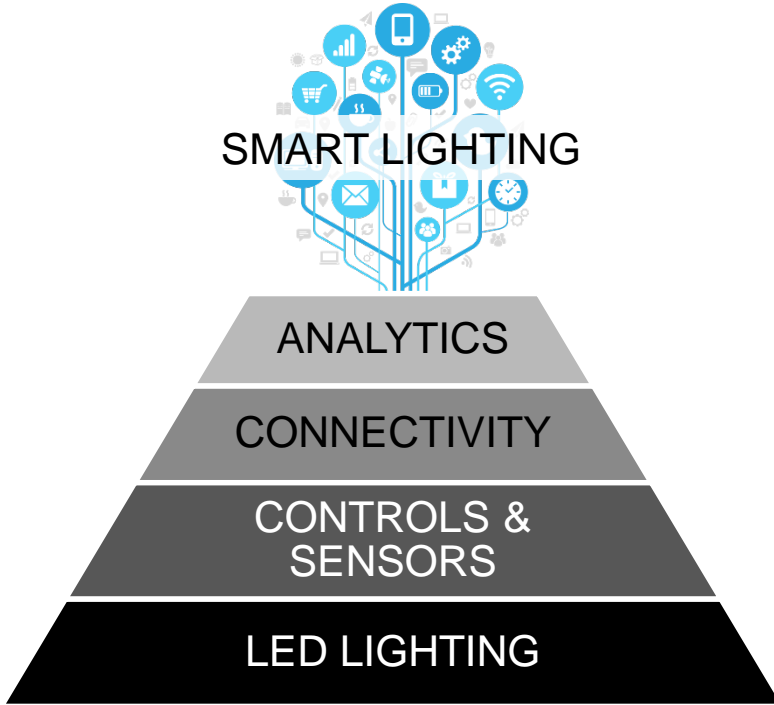




# WHAT IS SMART LIGHTING?



Dean Freeman – Gartner Group

LED lighting is a **digital footprint** extending value beyond basic energy savings & control.

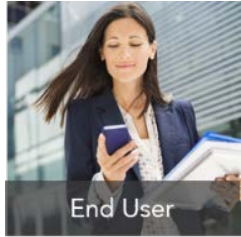
Networked lighting systems can be **monitored and controlled from the cloud.**

“Big Data” can be distilled to leverage analytics in **new ways to create business optimizations.**

Why use lighting for this intelligence?  
**Lights are where the people are.**



# HOW DOES IT WORK?



End User

## Save Time

Customized,  
connected  
experience



Building Manager

## Save Money

Energy savings  
Building optimizations  
Health & safety

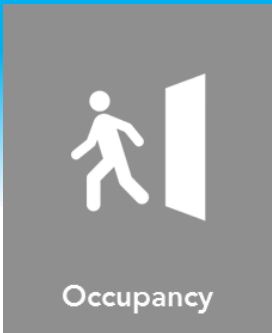


Utility

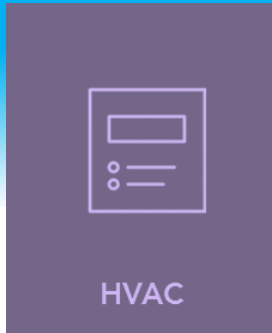
## Save Energy

Smart-grid  
connected

## LIGHTING NETWORK



Occupancy



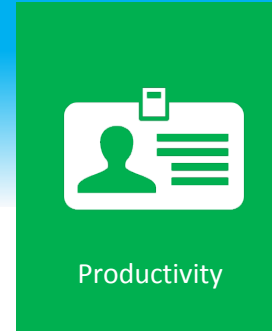
HVAC



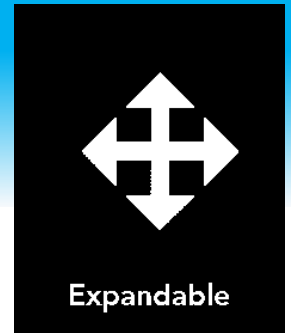
Safety



Air Quality



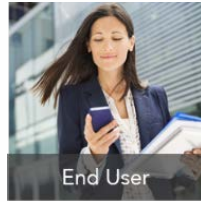
Productivity



Expandable



# WHAT WILL IT DO FOR RESIDENTS?



## **Connected Customization**

Provide tenants new access to in-unit HVAC, Lighting and plug-load controls through smartphone.

## **Tenant Energy Report**

Provide monthly 'energy savings' report comparing unit to others of similar size, facilitating energy conscious mindset.

## **Safety & Security**

Increase tenet safety with more granular building traffic and security information.



# WHAT WILL IT DO FOR BUILDINGS?



## **Lower Overhead, Higher Property Value**

LED upgrades wirelessly connect to provide maximum energy savings over 7 and 10 years, with positive impact to tenant ambiance.

## **Front Desk, Cleaning, & Maintenance**

Quickly identify occupancy and vacancy, lowering tenant disruption while optimizing operational effort.

## **In Room – HVAC Predictive Maintenance**

System identifies and alerts staff to potential system issues before tenants do.

## **Smart Grid Connected**

Leverage new utility programs and technologies.



