

LIGHTENCO

Save Energy. Save Time. Save Money

AUDACY®

WIRELESS LIGHTING CONTROL

YOUR WORLD IN A BETTER LIGHT

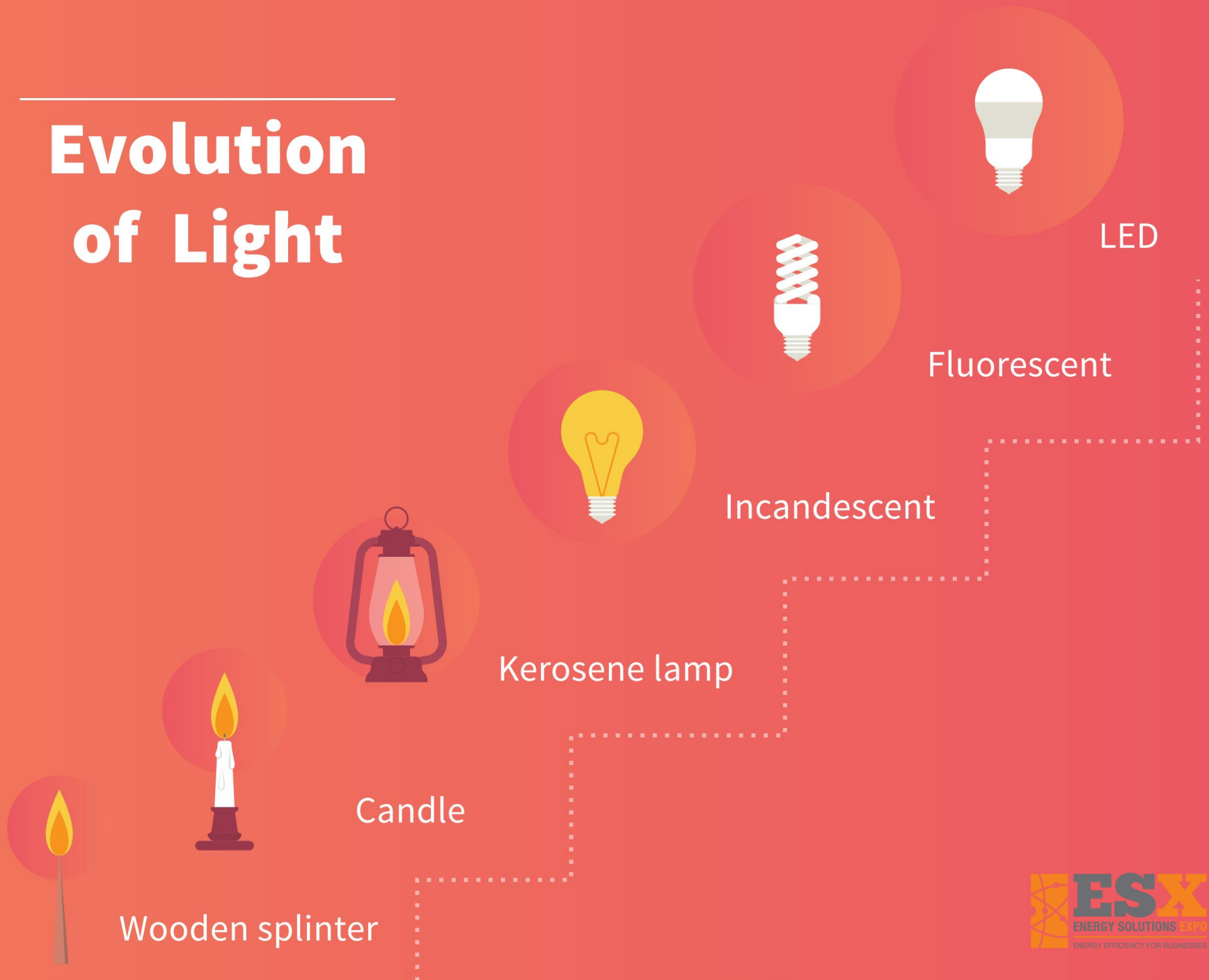
INTELLIGENT LIGHTING SOLUTIONS FOR COMMERCIAL & INDUSTRIAL APPLICATIONS

COMBINING SMART LIGHTING, IOT & APPS

AGENDA

- ☀ Evolution of Lighting
- ☀ Turnkey Solutions
- ☀ Smart Lighting – Why / When?
- ☀ Case Study – Abbott Pharmaceuticals
- ☀ Smart Lighting – How?
- ☀ Hands On Experience
- ☀ Available Funding
- ☀ Q&A

Evolution of Light





A TURNKEY LIGHTING SOLUTION

- ☀ Light Design Validation: Software & Photometry
- ☀ Energy Consumption & Savings Analysis
- ☀ Trials & Equipment Validation
- ☀ Energy Star / DLC & cUL / cETL
- ☀ Installation / Electrical & ESA
- ☀ Phased Approach
- ☀ Custom Subsidy Procurement
- ☀ Recycling (Take Back The Light - RCO)
- ☀ Warranty
- ☀ Online Web-profiling, Social Media Campaigns

SMART LIGHTING – WHY? WHEN?

- ☀ Enhanced Energy Efficiency
- ☀ Occupancy / Vacancy
- ☀ Daylight Harvesting
- ☀ Dimming
- ☀ Data / Analytics
- ☀ Wayfinding
- ☀ Colour Control
- ☀ Personalized Lighting
- ☀ Future Proof

Benefits

Property Managers

- Energy Savings
- Lower Total-install Cost
- Lower Capital Cost
- Easy Administration



Tenants

- Ease of Use
- Energy Savings



Operators

- Ease of Use
- Easy Upgrades
- Expandable



SMART LIGHTING – HOW?



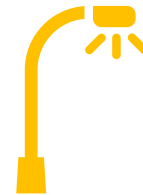
IDEAL Goals



Additional energy savings of up to 50%, with an intelligent lighting controls system that is adaptable, flexible, and maintenance free.



Simplicity to install, operate, and minimal maintenance



Offers you the greatest labour savings in the installation of a lighting control system today.

Lighting Controls – Design Objectives

- Simple to install
- Simple to configure
- Simple to operate & maintain
- Scalable
- No ongoing software costs
- Multiple levels of security
- System flexibility
- Cloud-based system



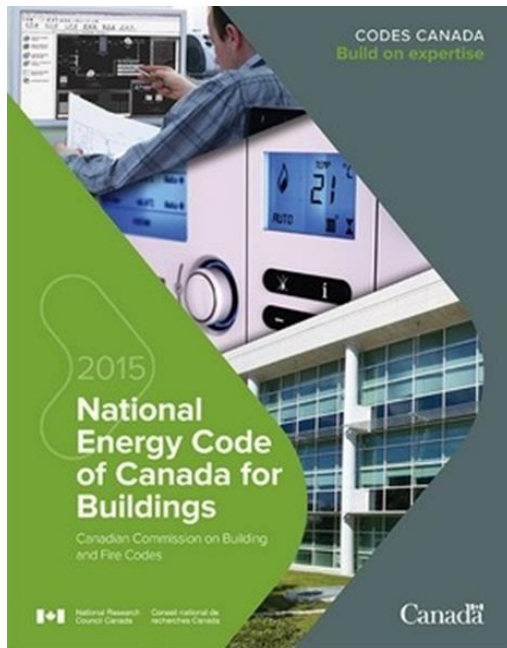
INDOOR & OUTDOOR LIGHTING CONTROL

Use on Linear Fluorescent & LED Troffers, Can/Down-lights, Incandescent, and Dimming Options

- Non-disruptive/non-destructive quick installation
- Custom control for individual light fixtures (Dimming for each individual fixture)
- Scene Control
- Integrates with existing Building Automation Systems



Controls: Regulatory and Code COMPLIANCE



OPTIMIZED FEATURES

- Incorporates all Lighting Control Strategies
- Interfaces with PCs, iPhone, and iPad mobile devices (Internet) – IoT Support
- Integrates with Building Automation Systems (BMS/BAS via BACnet, Modbus, LonWorks, etc.)
- Software and IoT Security
- Proven passive infrared and ultrasonic technology
- Reliable Frequency of Operation
- cUL/UL
- Contractor-friendly Installation
- Design fits with all commercial decor

Save 50+%
with
Intelligent
Controls

ADVANCED SCHEDULING

SET LIGHTING CONTROLS

Start time: 2:50am End time: 4:45am

Lights ☒ On

Dim

Scenes ☐ 1 ☐ 2 ☐ 3 ☐ 4 ☒ None

SAVE **CANCEL** **DELETE BLOCK**

CALENDAR

Select dates for program to run.

ADD RECURRING DATES

August, 2016							September, 2016							October, 2016							November, 2016										
wk	Su	Mo	Tu	We	Th	Fr	Sa	wk	Su	Mo	Tu	We	Th	Fr	Sa	wk	Su	Mo	Tu	We	Th	Fr	Sa	wk	Su	Mo	Tu	We	Th	Fr	Sa
30	31	1	2	3	4	5	6	34	28	29	30	31	1	2	3	38	25	26	27	28	29	30	1	43	30	31	1	2	3	4	5
31	7	8	9	10	11	12	13	35	4	5	6	7	8	9	10	39	2	3	4	5	6	7	8	44	6	7	8	9	10	11	12
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35	4	5	6	7	8	9	10	39	2	3	4	5	6	7	8	43	30	31	1	2	3	4	5	48	4	5	6	7	8	9	10

EXTEND PROGRAM

Extend by:

☐ **Extend start (default adds to end)**

CANCEL **SAVE EXTENSION**

OCCUPANCY/VACANCY CONTROL



- Ceiling or Wall-mount
- Indoor and Outdoor Motion Sensors



SWITCHES & SENSORS

- UP TO 25-YEAR BATTERY LIFE USING EXCLUSIVE LOW-POWER TECHNOLOGY
- SWITCH SENDS OCCUPANT ON/OFF/DIM OVERRIDE
- SENSORS TRANSMIT OCCUPANCY/VACANCY, LIGHT LEVEL DATA TO GATEWAY



Dual-Technology Sensor



LIGHT SENSOR
LS-1400



WALL-MOUNT
MOTION SENSOR
VSW-1300



CEILING-MOUNT
MOTION SENSOR
VSC-1300



SCENE SWITCH
WSS-1200

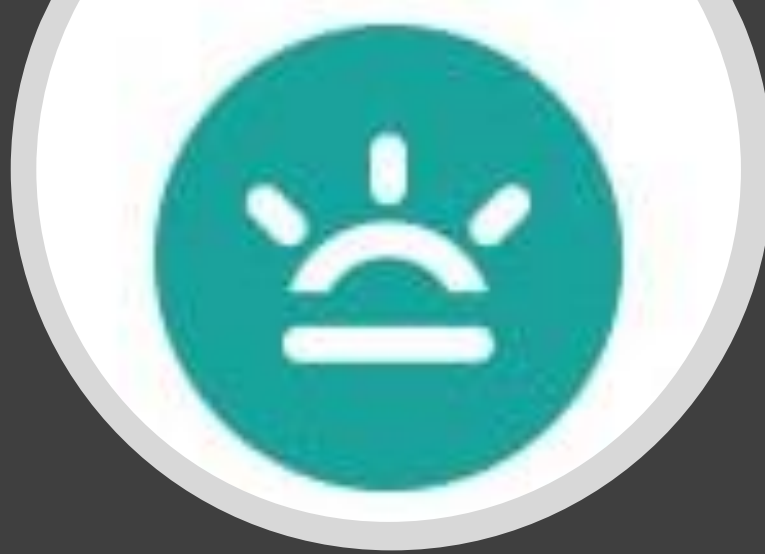


WALL-MOUNT SWITCH
WMS-1200



SWITCHING

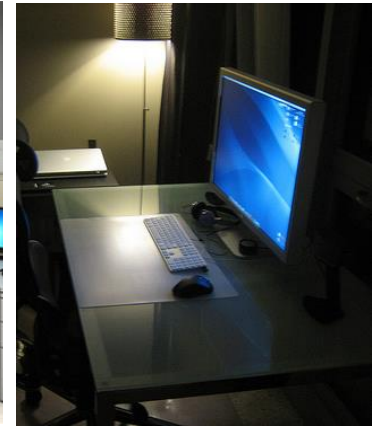




LIGHT HARVESTING



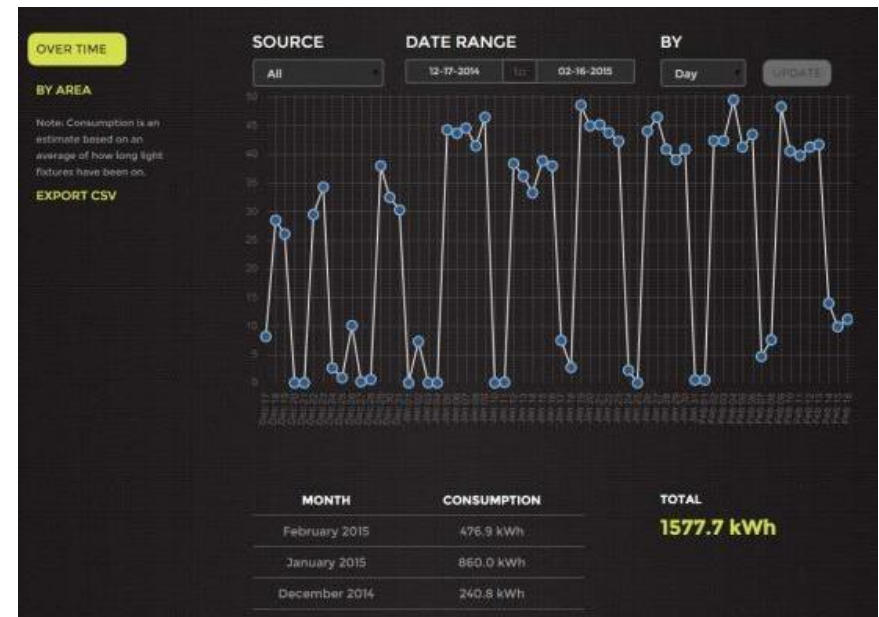
PLUG LOAD CONTROL



- Optional and can be added in the future.



Data Recording and Cloud Reports





HANDS ON EXPERIENCE

AVAILABLE FUNDING

Why Funding?

- ☀ Funding is available through several provincial and federal streams
- ☀ Available for both lighting AND lighting control projects
- ☀ Puts money back in your pocket and help reduce the payback time for a project by funding between 25% to 50% of a project



SaveOnEnergy

- ☀ Funding available for up to 50% of a project cost
- ☀ Managed by the Independent Electricity System Operator (IESO)
- ☀ Stream of application available through a prescriptive or custom track
- ☀ Interim framework is set until the end of 2020 with an allocated budget of \$141 million



Climate Action Incentive Fund

- ☀️ Announced in July 2019 by the Government of Canada with \$218 million available in Saskatchewan, Manitoba, Ontario and New Brunswick
- ☀️ SME Funding available for up to 25% of a projects total eligible cost for a minimum of \$20000 and no more than \$250000
- ☀️ Can be stacked with the IESO funding
- ☀️ MUSH and Rebate stream to be announced soon

QUESTIONS?