



SAG Network Lighting Controls Subcommittee - Luminaire Level Lighting Controls, an MT Opportunity

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Luminaire Level Lighting Control

A subset of networked lighting controls that deliver energy savings and business benefits





It's All About the Business Benefits

LUMINAIRE LEVEL LIGHTING CONTROLS

Simple Installation

Sensors and control programming are integrated into fixtures for straightforward setup out of the box.

Occupant Comfort

With the ability to adjust each individual fixture, LLLCs boost occupant comfort and productivity.

Flexible Control

Adaptable for changes in space usage, LLLCs reduce cost of change-over to new occupants.

Savings

Energy savings of 25 to 75%, and decreased installation and maintenance costs.

Better Lighting

Overall light quality is improved with LED and sensor light fixtures.

Building Improvement

LLCs can enable emergency lighting, demand response, asset tracking and integrate with other building systems.

SMARTER CONTROLS, BIG BENEFITS

Combining LEDs with integrated controls and sensors, Luminaire Level Lighting Controls (LLLC) offer a single solution that will improve buildings, deliver maximum energy savings and enable long-term flexibility.



Installing LLC becomes standard practice in commercial buildings

- Common offering with little incremental cost
- Demand for both quality lighting experience and additional business benefits
- Accepted practice in both retrofits and new construction



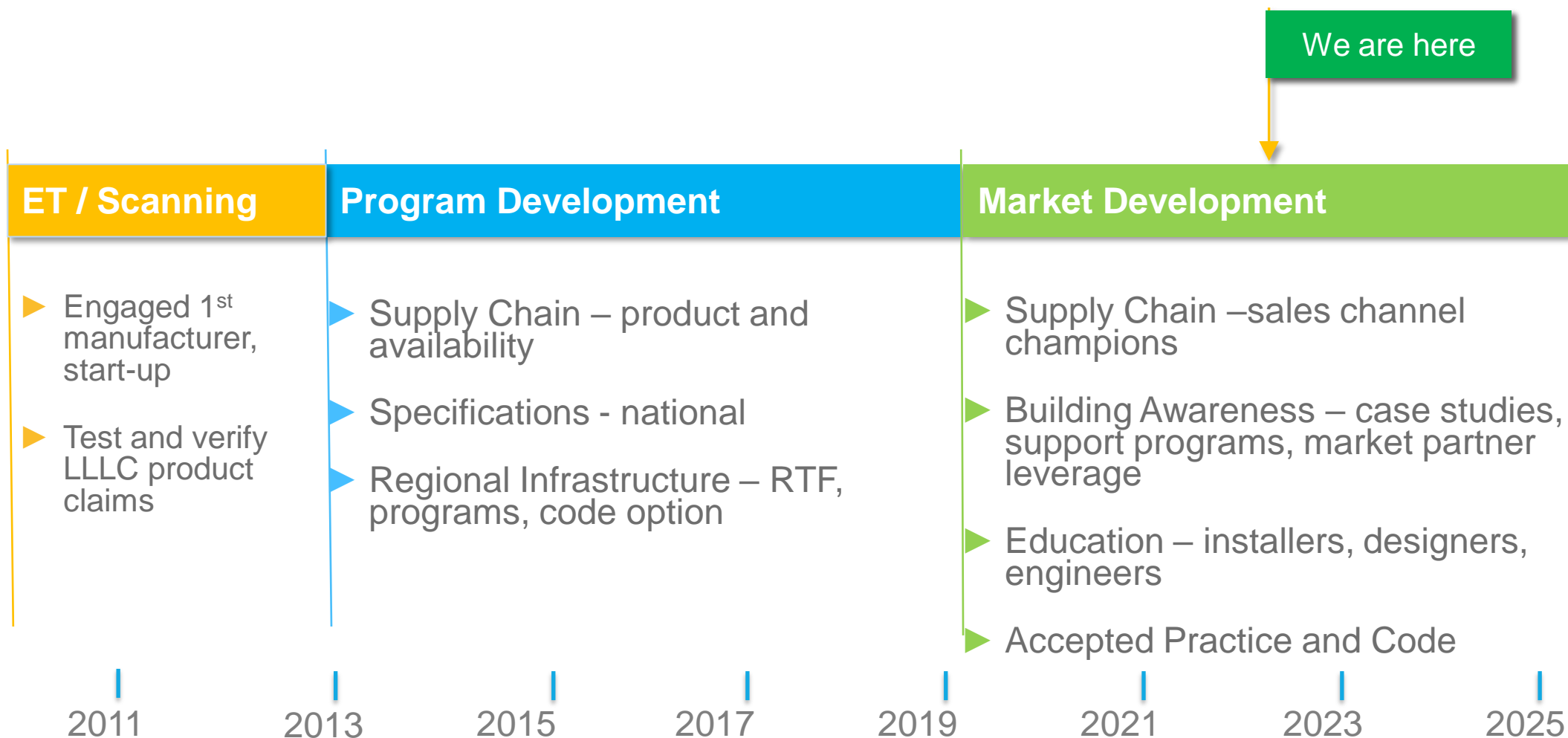
Journey Towards a Paradigm Shift



- Lighting controls adoption still very low
- So not just about better lighting control
- Using business benefits to do controls at all
- Going beyond lighting



NEEA LLLC Timeline





Market Barriers



Product Readiness



Trade Ally Knowledge/Capabilities



Awareness of Value Proposition



First Cost





Leveraging Influencers

Working through hands of others:

- Industry Organizations & BetterBricks
- NXT Level
- Utilities / Lighting Design Lab
- Manufacturer Sales Channels

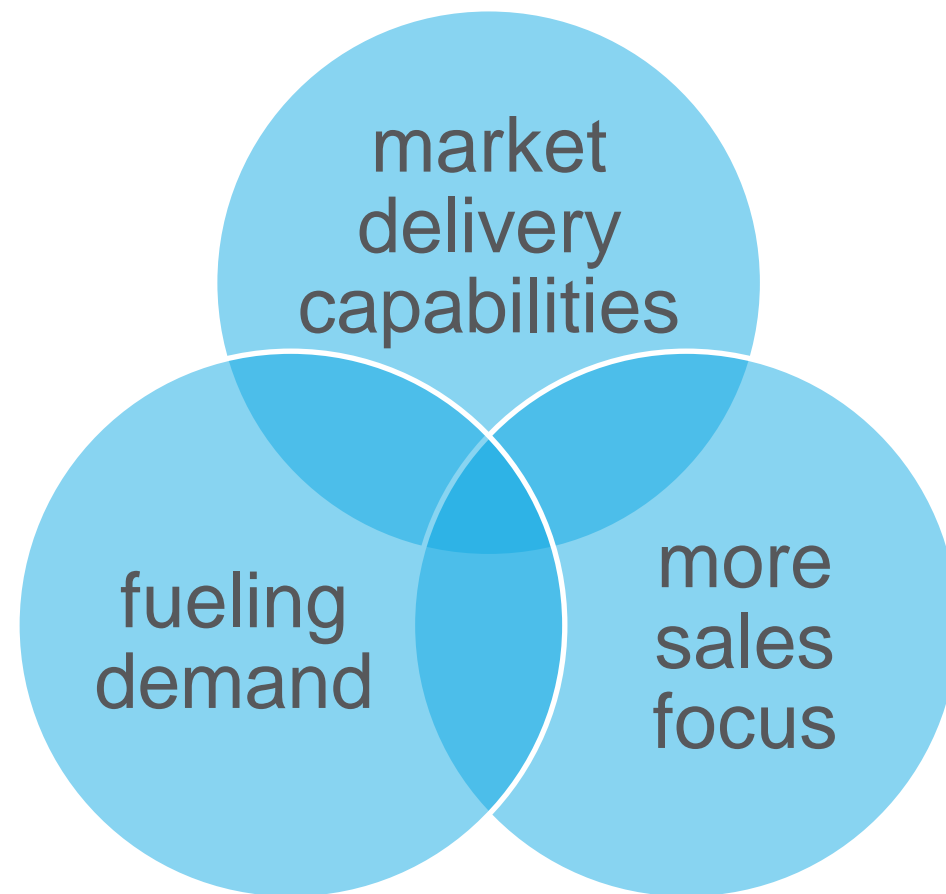




MT Theory: How We Reach Our Vision

Multi-faceted approach:

- Engage on specification advances and product expansion
- Deepen technical skills to deliver product (installers, designers and engineers) via partners
- Increase promotion through manufacturer sales channels (mfr, distributor, local rep)
- Develop business benefits from owner POV and outreach
- Target early adopters and LLLC champions
- Build market awareness of business benefits
- Push for inclusion into energy codes
- Collect data to report savings and to better understand market





Where is the Technology Today?

What's different today? More focus on the ease of installation.

- Bluetooth low energy (mesh networks)
- Use of apps to program and commission
- Systems are available with options to use gateways or not



Observations from LightFair

- More mid-tier fixture manufacturers are showing off their products integrated controls capabilities.
- Every conference session about controls mentioned LLLC at least once. In most cases focused on them.
- IES starting process of putting LLLCs into their control's standards.
- The big manufacturers were not the only ones to push LLLC and controls.
- There are 24+ LLLC products on the DLC list and growing.

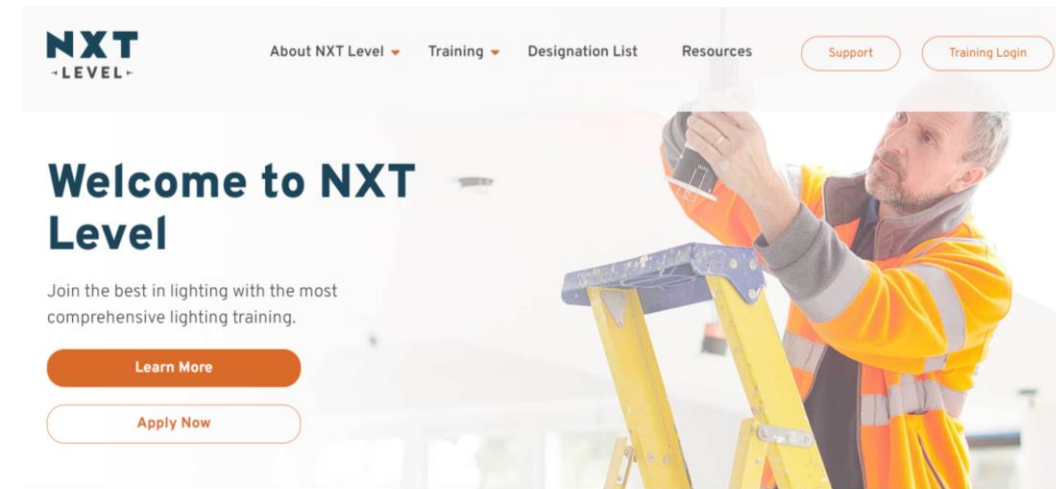


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Recommendations for IL

- Need to prepare the market to understand and value LLCs
- Invest in supply side's ability to both sell and install LLCs, and owner awareness of business benefits
- Consider using [NXT Level training platform](#)
- Use SEM as a platform to drive LLC adoption
- Target decision makers valuing benefits, specifiers key influencers
- Connect value that end users want to what specifiers push
- Collect data
- ...





Discussion



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