

Luminaire-Level Lighting Controls Value Proposition

This guide introduces Luminaire-Level Lighting Controls (LLLCs) and their advantages.

AUDIENCE & INTENDED USE

This guide has been crafted to support the sales process between contractors and their customers.

Contractors:

Supports project proposals by highlighting advantages of LLLCs throughout the installation and setup process and promoting life cycle value.



Building Owners and Managers:

Informs system owners about LLLC advantages and highlights the hidden costs and limitations of code-minimum solutions like standalone controls.

WHAT MAKES LLLCS THE BETTER OPTION?

With LLLCs, every fixture has its own sensor and is addressable. Integrating sensors into every fixture ensures robust sensor coverage and supports a reliable and resilient network.

Making every fixture addressable creates a flexible system that can easily be reconfigured as space use and tenant needs change.



HELP YOUR CUSTOMERS UNDERSTAND:

When it comes to selecting the lighting for your next project, there's a choice between the cheapest upfront option vs. life-cycle value.

Standalone controls are marketed as low cost and simple solutions. While these products may seem less expensive at first glance, their hidden costs are revealed when their lack of capabilities require redundant materials, labor, and costly maintenance.

| CUSTOMER OPTION | Do nothing | Code minimum | LLLC |
|--------------------------|---|---|---|
| KEY CONSIDERATION | <ul style="list-style-type: none"> • Not code compliant • High energy use • No control for tenants | <ul style="list-style-type: none"> • Increased lifecycle costs • Limited capabilities | <ul style="list-style-type: none"> • Flexible spaces • Ease of use • Max energy savings • See next page for more... |

LLLCs outperforms standard options throughout the product lifecycle

Contractors should cite the following advantages when proposing LLLCs over code-minimum solutions like standalone controls.

| | What Matters Most | How LLLC Outperforms the Competition |
|-------------------------------------|---|--|
| PROJECT PLANNING | Meet code and owner provided requirements | Exceeds code requirements for controls and provides capabilities and flexibility to meet owner provided requirements |
| | Preserve design intent | System flexibility preserves design intent in As-Built scenarios and guards against value engineering |
| PROJECT INSTALLATION | Simplified install and system setup | Integrated sensors streamline installation and multiple options for configuration make system setup easy |
| | Competitive pricing | Wireless communication between devices reduces labor and materials cost |
| OPERATIONS & MAINTENANCE | Reduced maintenance costs | Diagnostics reporting and app-based configuration tools combine to simplify and reduce maintenance costs |
| | Reduced operating costs | LLLCs can save up to 70% of energy usage compared to standard LED fixtures |
| CUSTOMER EXPERIENCE | Space and occupant comfort | Easy to adjust light levels, rezone spaces, and control behaviors |
| | Ease of use | More personal and flexible ways to control lighting |

When crafting your next proposal with LLLC, remind the customer



Lifecycle Value

From project planning to the operations phase, LLLC provides cost savings and advantages to both operators and tenants. Highlighting lifecycle value over upfront cost is critical to helping customers understand the advantages of LLLC.



Utility Support

Utilities in Minnesota offer financial rebates that reduce the upfront cost of LLLC and can significantly reduce project payback.

 To learn more, email info@mnLLLC.org or visit www.mnLLLC.org.