



# Connecting the “Stuff” of Controls Inside the Luminaire

*Russ Sharer – VP Global Marketing*

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*Lighting... Global. Intelligent. Sustainable.*

# *Adding New Inside Old is a Common Idea*



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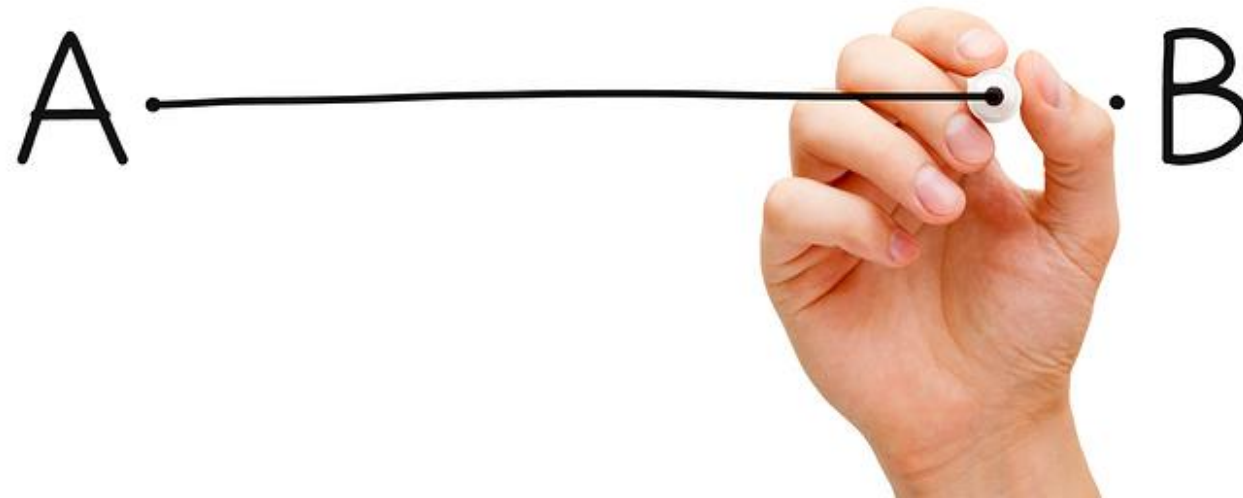
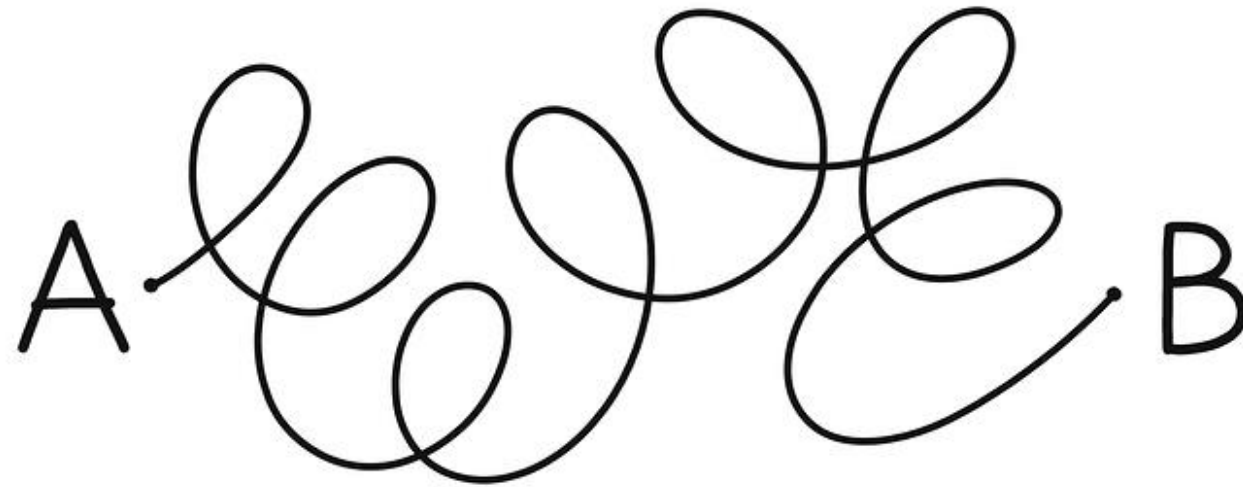
# Adding New Inside Old is a Common Idea



*We've Been Doing it for Years with LED*



# *What is the Best Way to Connect the Elements?*



# *A Single Language is Best*



Sensor

Luminaire

Luminaire

Luminaire

Luminaire



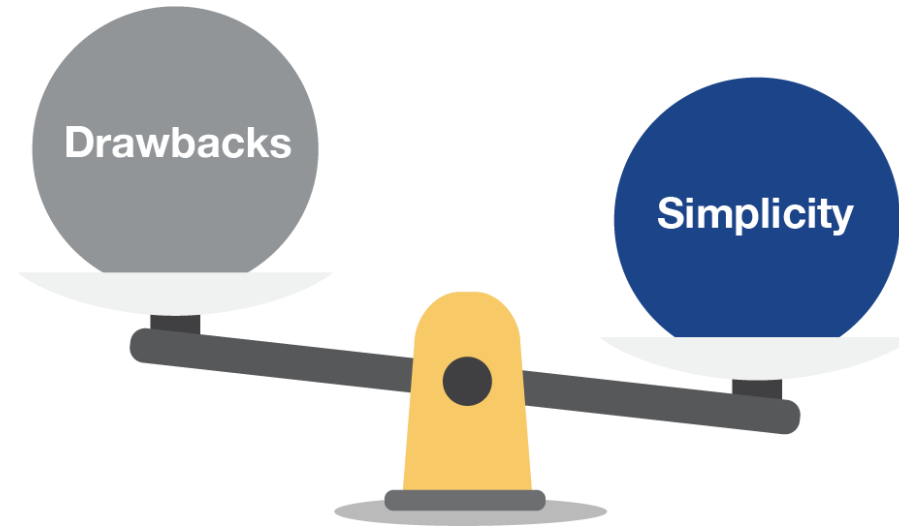
# Why?

## Simplicity:

- Consistent installation
- Greater flexibility of design
- Easier to commission
- Common design practices
- Same suppliers for any design
- Consistent security approach



# Any Drawbacks?



Function of Technology  
you Choose:

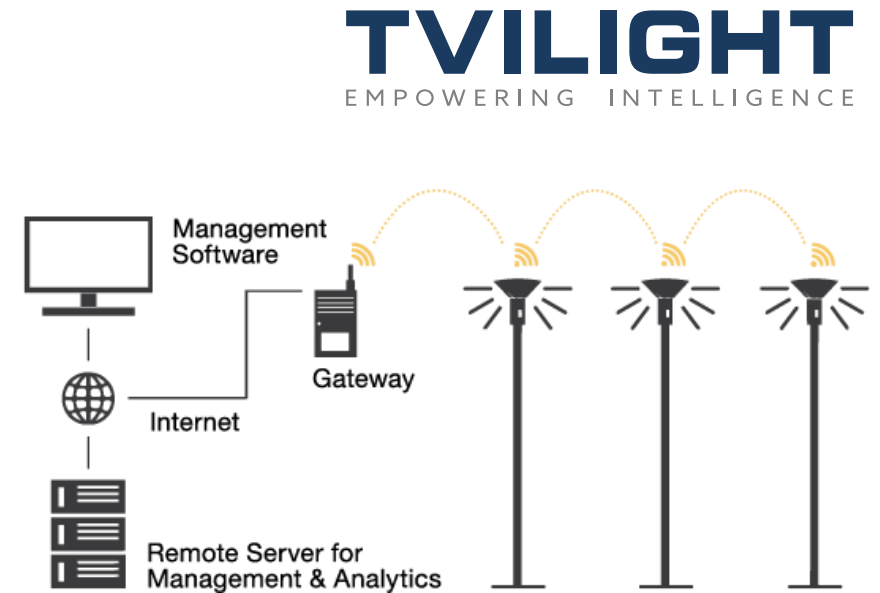
- Cost?
- Power?
- Consumes end point on DALI controller

## ***Overcome by Simplicity***

- Translators or gateways add complexity
- Greater chance for errors

# Our Experience - Outdoor

- Sensor to luminaire uses Zigbee or DALI
- Luminaire to next Luminaire - Same



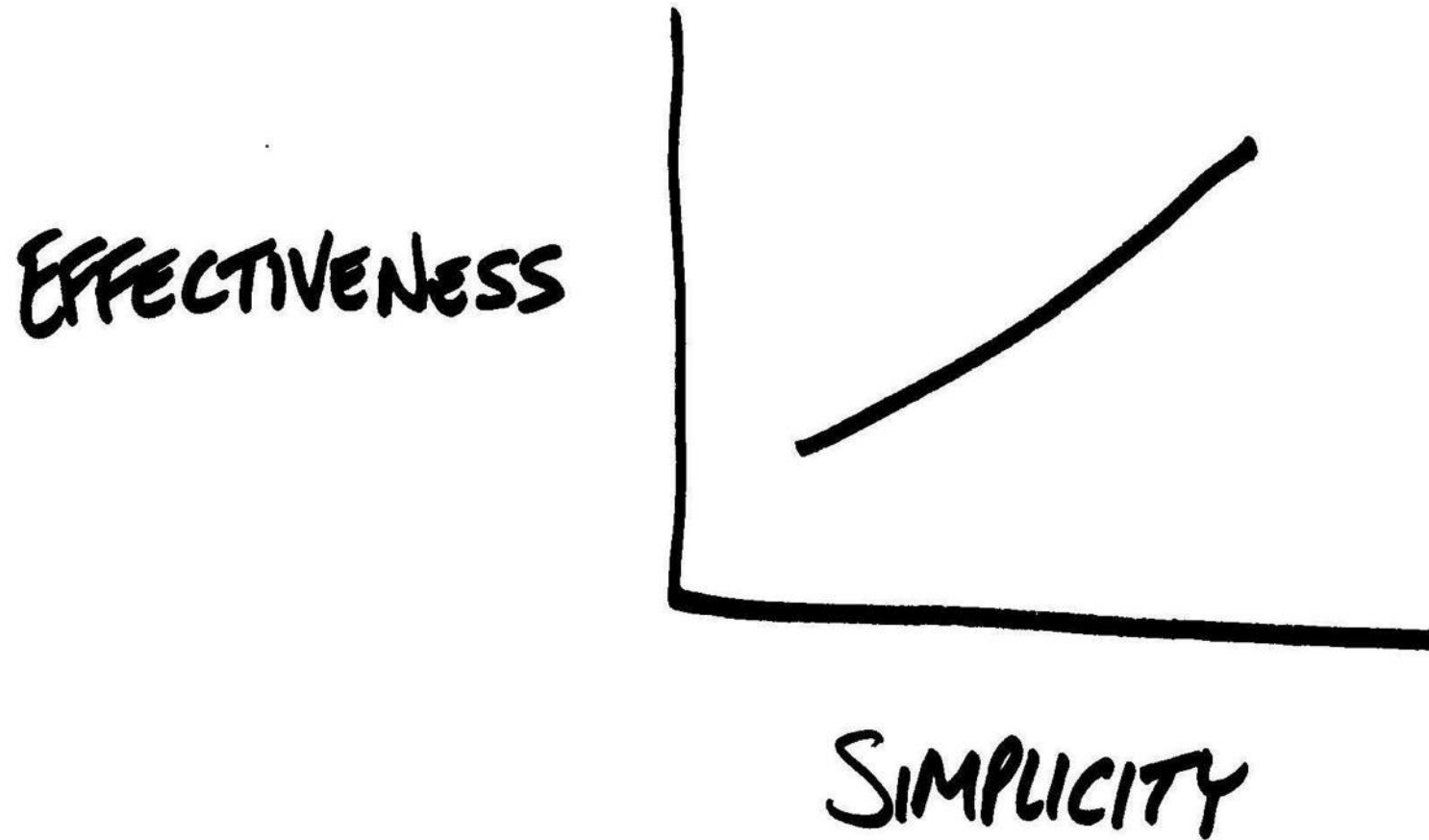
**TVILIGHT**  
EMPOWERING INTELLIGENCE

# *Our Experience – Indoor*

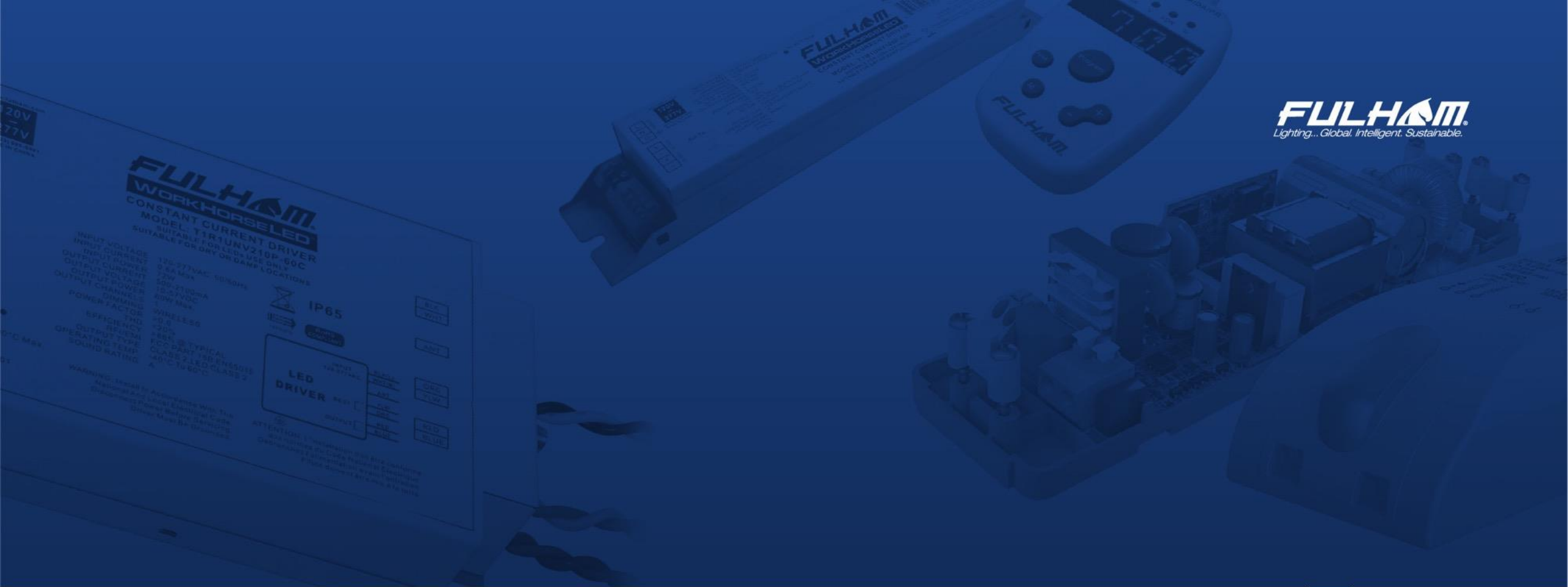
- Sensor, driver and room switches speak BLE mesh
- Sensors can migrate out of luminaire if needed
- Mesh enables device to keep working if another device fails



# Go for Simple – Consistent - Flexible



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***Thank You***  
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