VISA LIGHTING
AN OLDENBURG GROUP COMPANY

OLEDs – A Fixture Manufacturers Perspective

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Overview

Background
The Good and The Challenges
Sales & Marketing
Engineering & Manufacturing

Background

My standpoint:

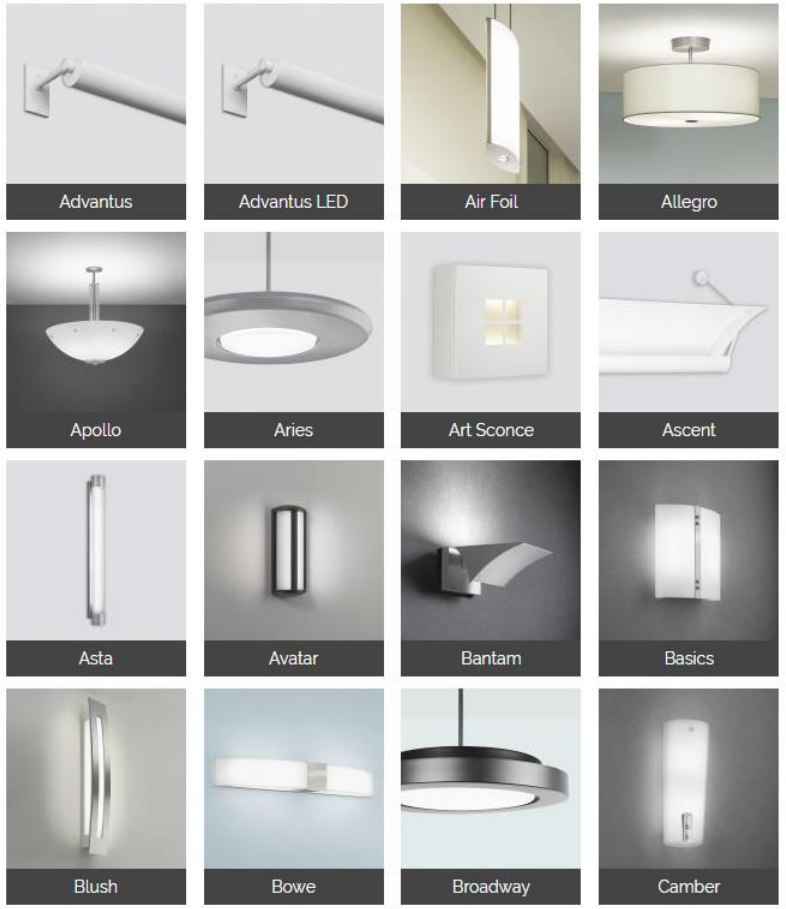
Architectural Lighting

Specified by Architects, Lighting Designers & Electrical Engineers

Construction sales channels

Build to order

Building OLED prototypes/technology demonstrators since 2013



Sales & Marketing

The Good:
Thin, unique designs
Soft, even light
Great appearance off or on
Cool factor

Photo: aerelight

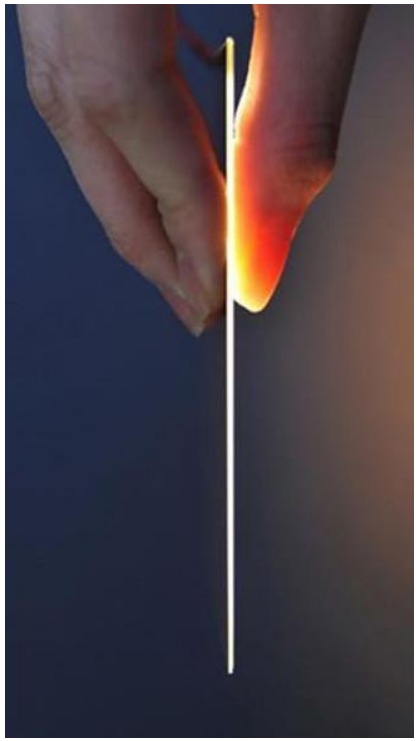
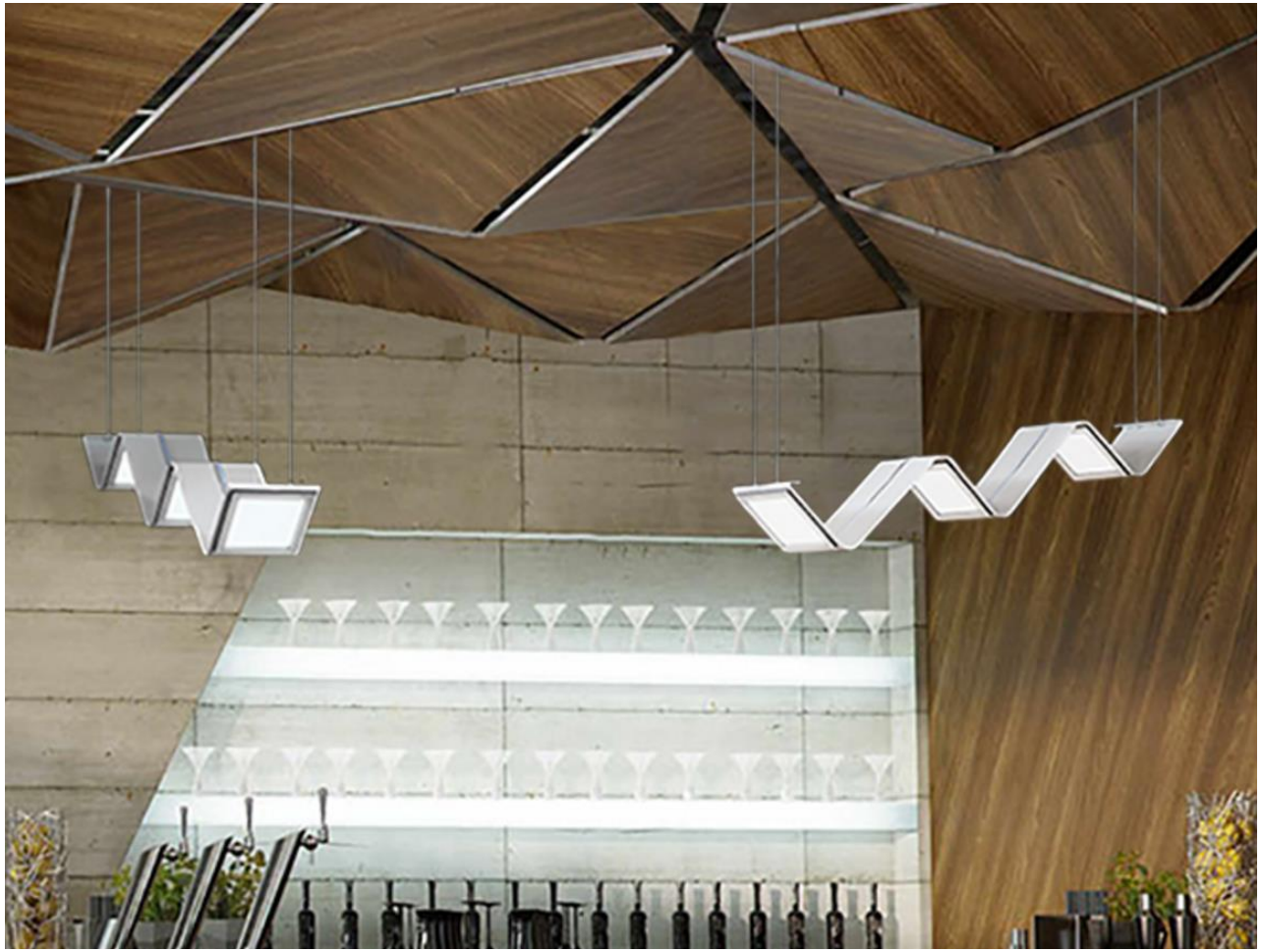


Photo: OLEDWorks



Sales & Marketing

The Challenges:
High cost
Low life
Low efficacy
Low lumen output
Small Panels
Not sure where/why to use
Low durability
Limited replaceability in the field
Limited CCT options

Photo: Acuity

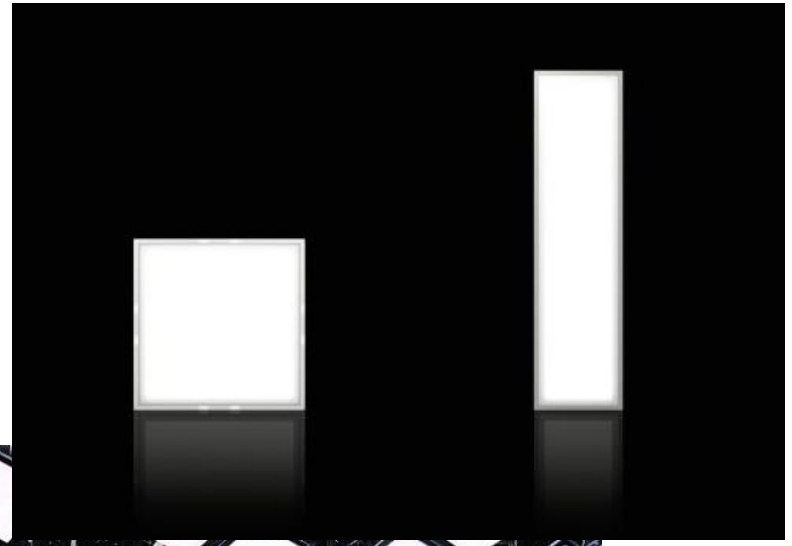


Photo: OLEDWorks

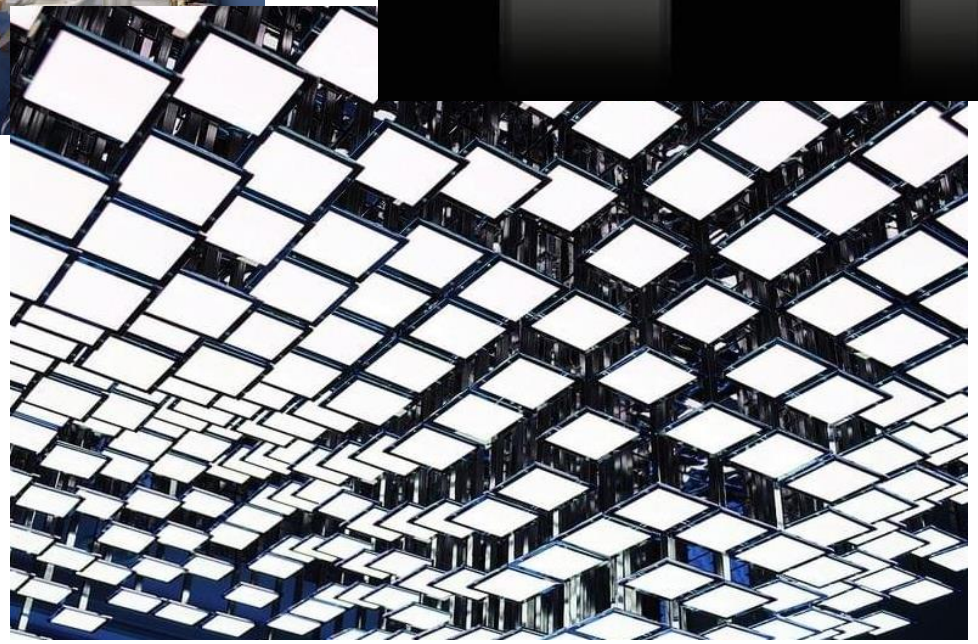
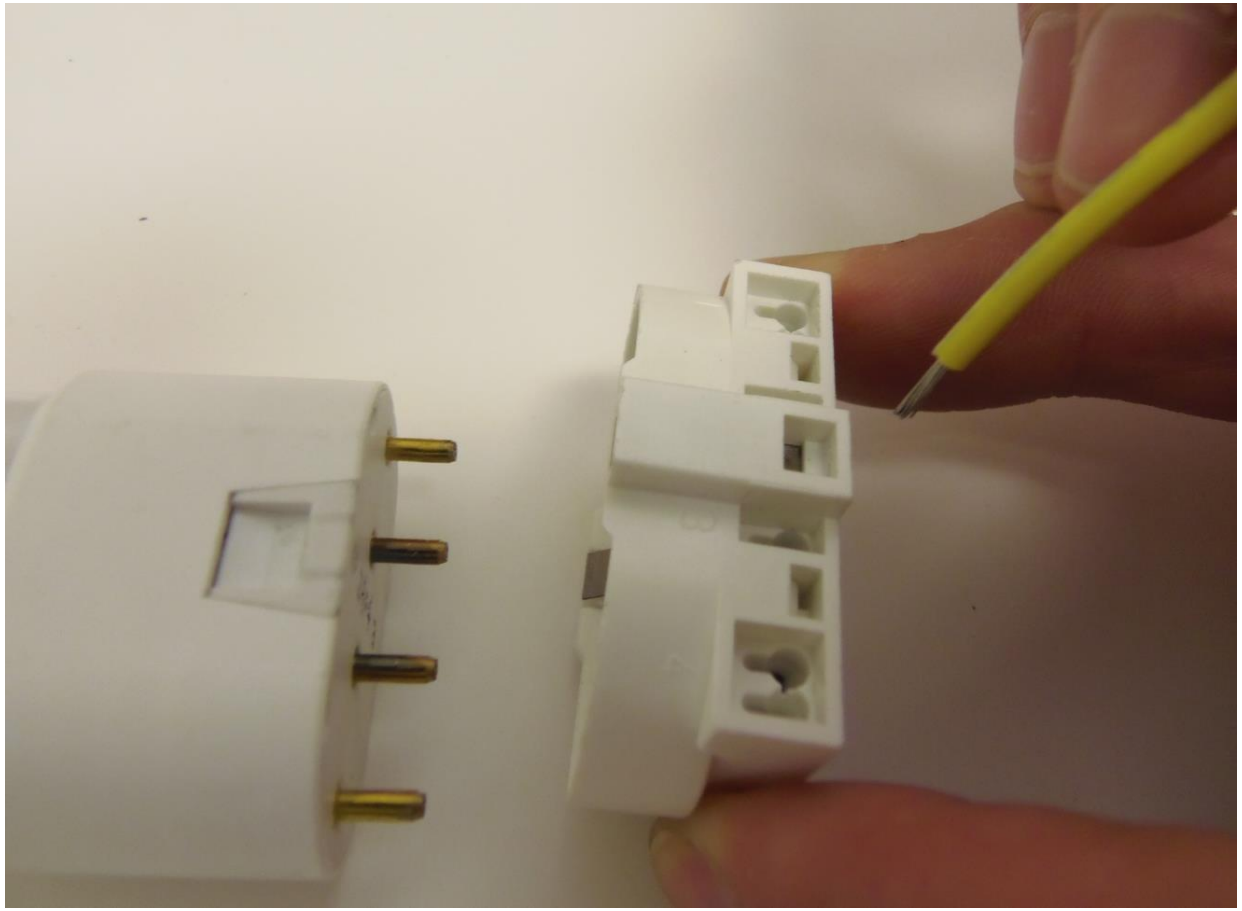


Photo: Philips

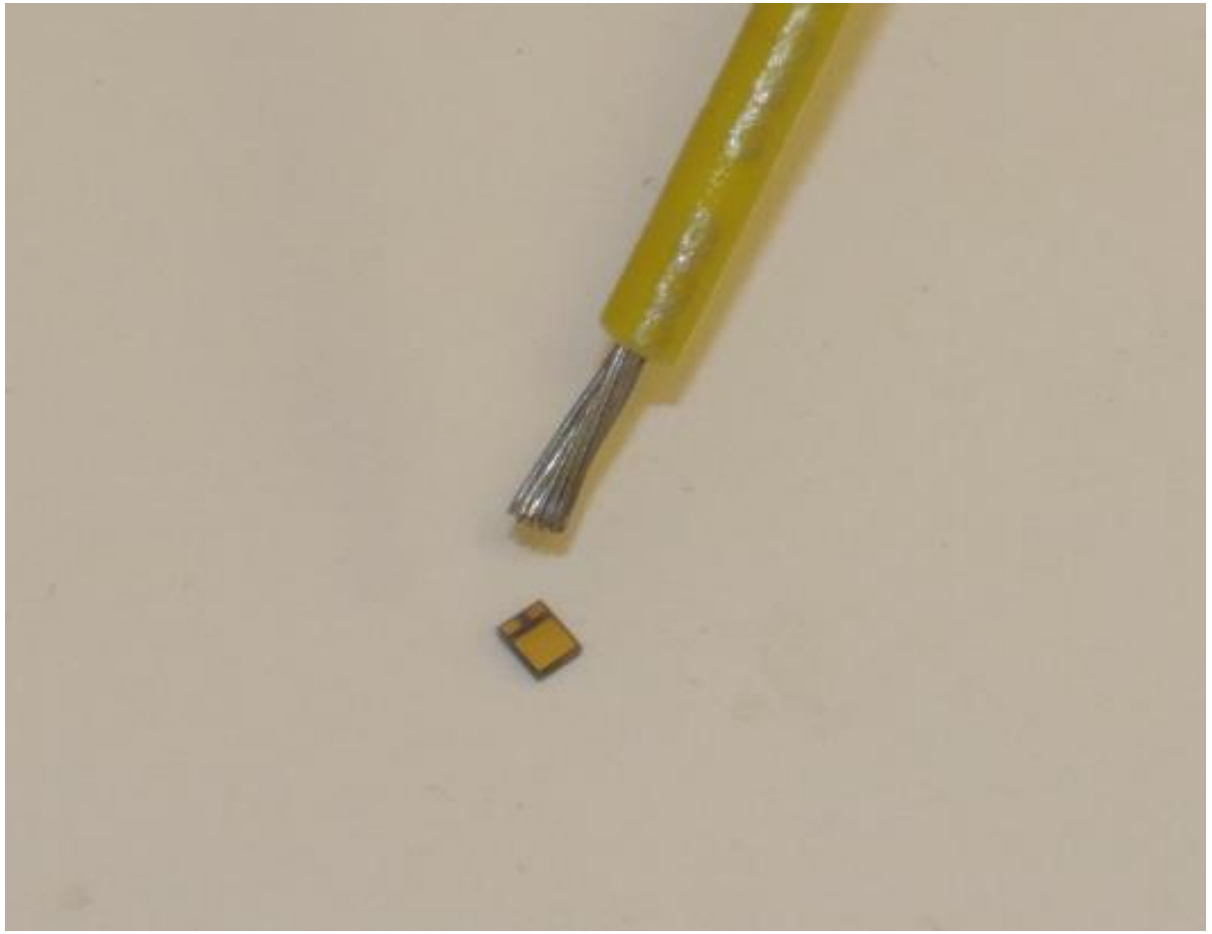
Engineering & Manufacturing

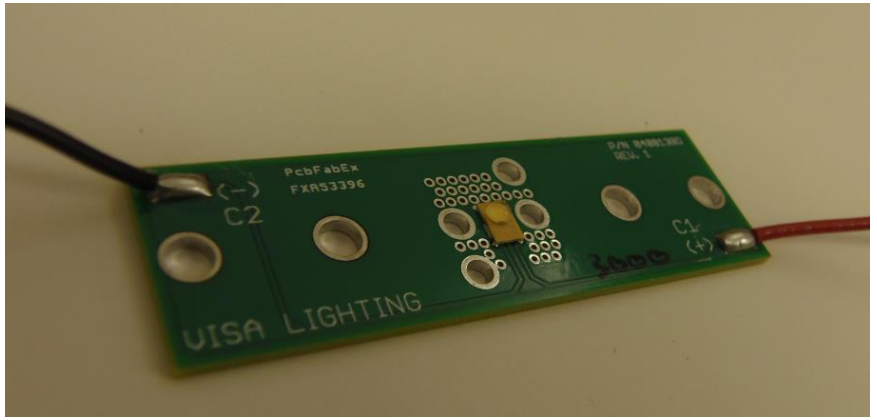
History
From this:



Engineering & Manufacturing

To this:





Engineering & Manufacturing

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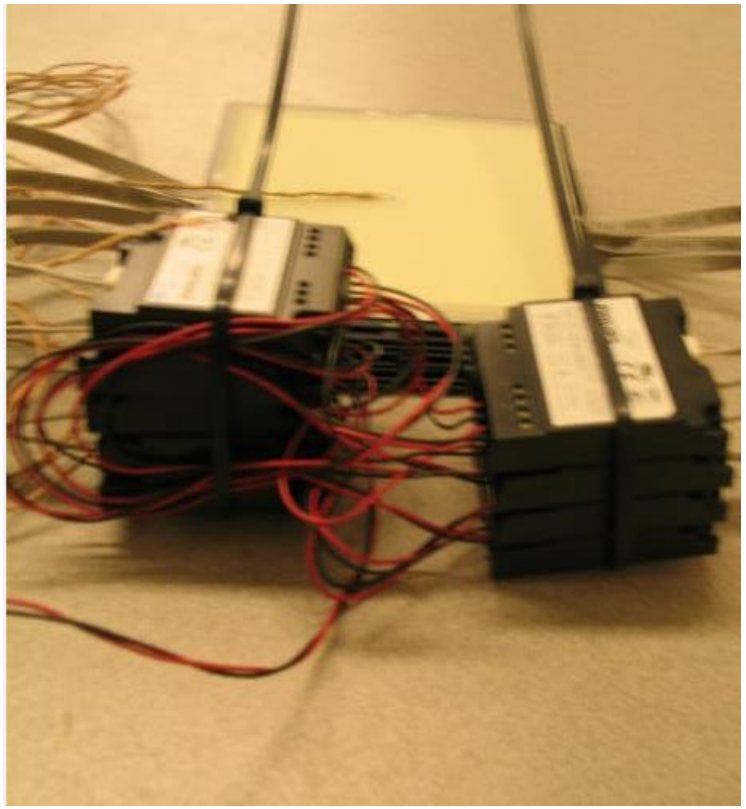
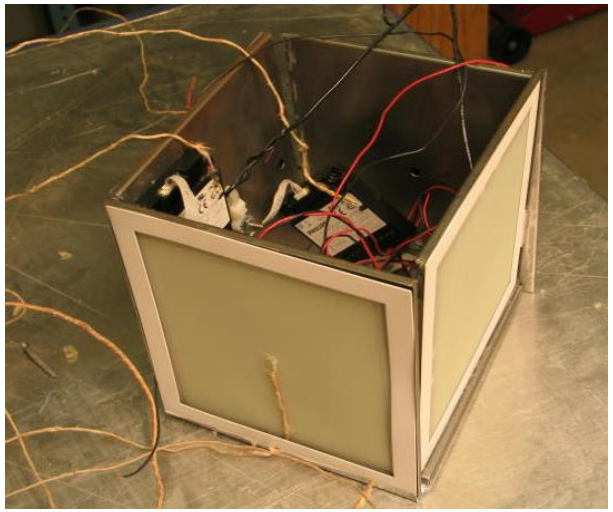
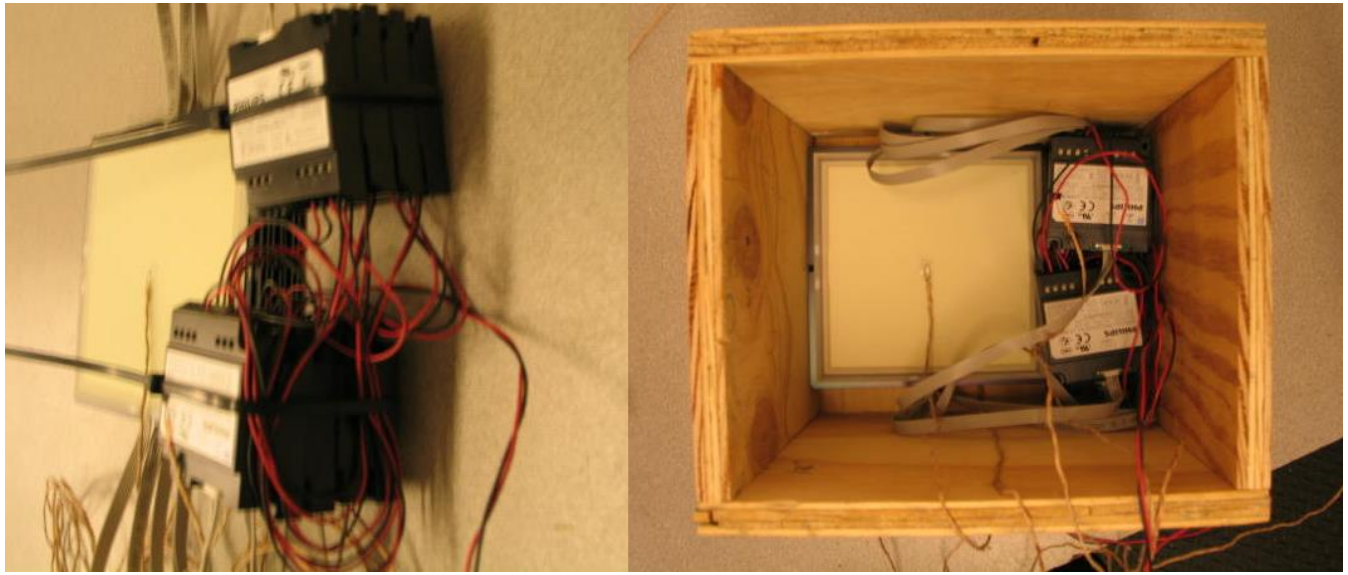
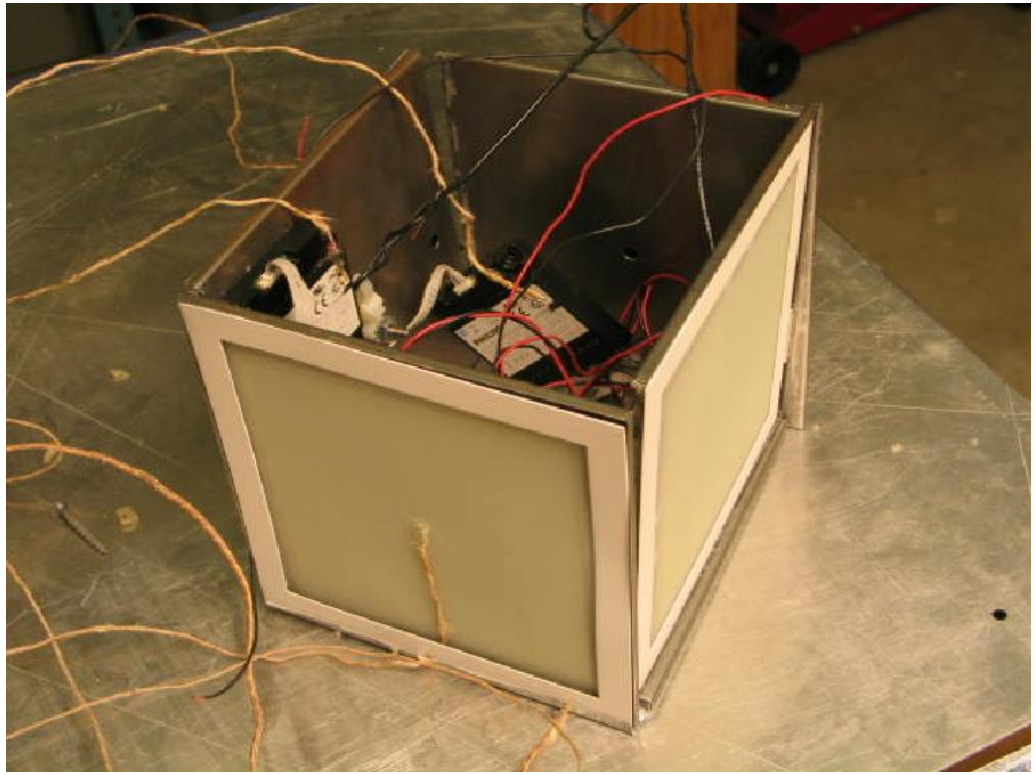




Engineering & Manufacturing

The Good:
Easy heat management
No circuit board needed





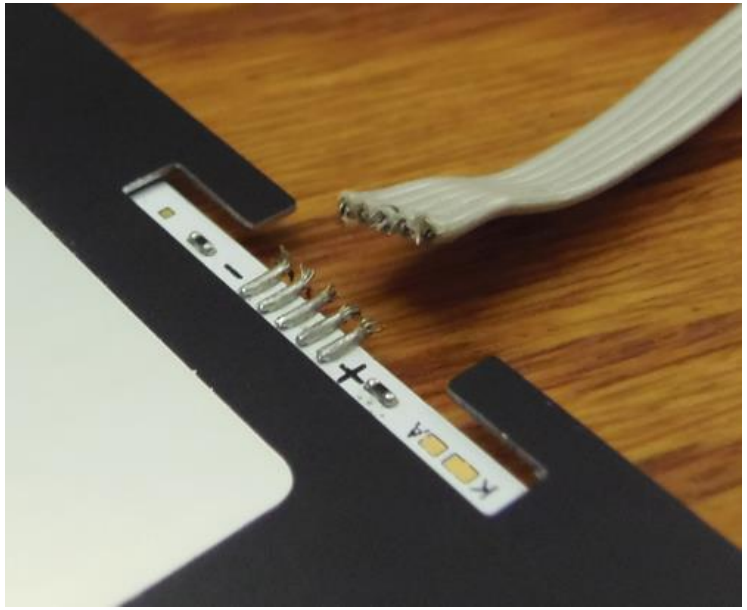
Engineering & Manufacturing

The Challenges:

Not robust for current assembly techniques (4% breakage during assembly)

Early flexible not flexible enough!

High minimum purchase quantities



Engineering & Manufacturing

The Challenges:
Power conversion components are bulky compared to the OLED panel.

Fluctuating voltage (Vf) makes it difficult to combine multiple panels on one driver.

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Culture | Quality | Products | Tools

THANK YOU!