

# Connected Buildings

Sales positioning guide



*Powering Business Worldwide*



# We make connected buildings work.\*

\* **Make your workspace work for you.** Eaton's connected lighting systems take the guesswork out of managing your facility, seamlessly adapting to patterns and preferences. With solutions that let you easily manage comfort, productivity and energy savings, it pays to be connected.

Lighting the spaces where we congregate - whether for work, for entertainment, education or services - is fundamental to our experience and performance. Maximizing those interactions requires specific design, cost and efficiency considerations.



Commercial Office



Healthcare



Industrial



Education



Hospitality & Retail

# Systems comparison chart

Eaton provides many lighting system solutions designed to satisfy code requirements and meet the unique needs of any project.

Lighting controls	Room Controller	Distributed Low-Voltage Power System	WaveLinx	iLumin Plus	Fifth Light	PoE	LumaWatt Pro
<b>Space type</b>	Interior	Interior	Interior / Outdoor	Interior	Interior	Interior	Any
<b>Stand-alone or Network</b>	Both	Stand-alone	Both	Network	Network	Network	Network
<b>Need-based feature progression</b>							
<b>Basic compliance only</b>	●	●	●	●	●	●	●
<i>Occupancy sensing</i>	●	●	●	●	●	●	●
<i>Daylight harvesting</i>	●	●	●	●	●	●	●
<i>Zone control</i>	●	●	●	●	●	●	●
<i>Scheduling</i>	●	●	●	●	●	●	●
<i>0-10V dimming</i>	●	●	●	●	●	●	●
<i>Individual fixture control</i>	●	●	●	●	●	●	●
<b>Retrofit+Building Integration</b>		●	●	●	●	●	●
<i>Total wireless connectivity</i>			●				●
<i>AV integration</i>			●	●	●	●	●
<i>BMS integration</i>	●		●	●	●	●	●
<i>UI options (touchscreen, apps, etc.)</i>			●	●	●	●	●
<b>Enterprise level building integration</b>			●	●	●	● (IT based)	●
<i>Facility management &amp; tools</i>			●	●	●	●	●
<i>Floor plan &amp; reporting tools</i>					●	●	●
<b>Value-added services</b>							●
<i>Asset tracking</i>							●
<i>API integration</i>			●		●		●
<i>Analytics/higher problem solving</i>							●
<b>Cost progression</b>							
<i>Installation cost (controls &amp; fixtures)*</i>	\$\$	\$	\$\$	\$\$	\$\$	\$\$\$	\$\$\$
<i>Commissioning cost*</i>	\$	\$	\$\$	\$\$\$	\$\$\$	\$\$\$	\$\$\$
<b>Return on investment*</b>	\$	\$\$	\$\$	\$\$\$	\$\$\$	\$\$\$	\$\$\$\$

\* Based on same coverage area installed with Eaton fixtures.

† Price above is only for comparison. For actual pricing, contact your local sales representative.

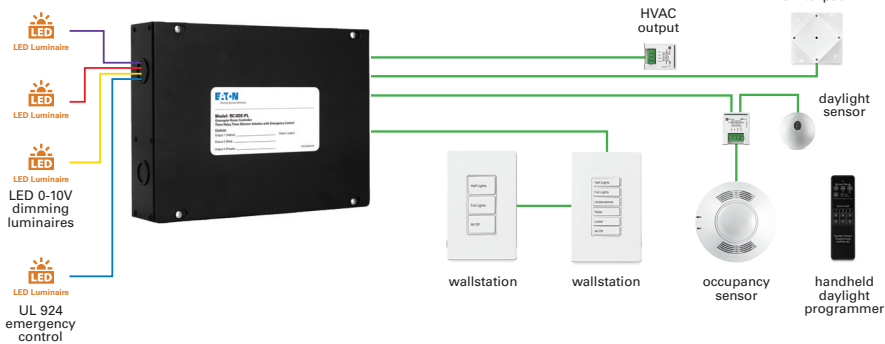
# Room Controller

Wired system

**When all you need is simple code-compliance; look no further than Room Controllers.**

- Save time and cost with out of the box functionality. No programming needed!
- Easily meet latest energy codes
- Rack and stack solution with networkable option
- Stay flexible. Use with light fixtures from almost any manufacturer

RC3DE-PL with receptacle and emergency control



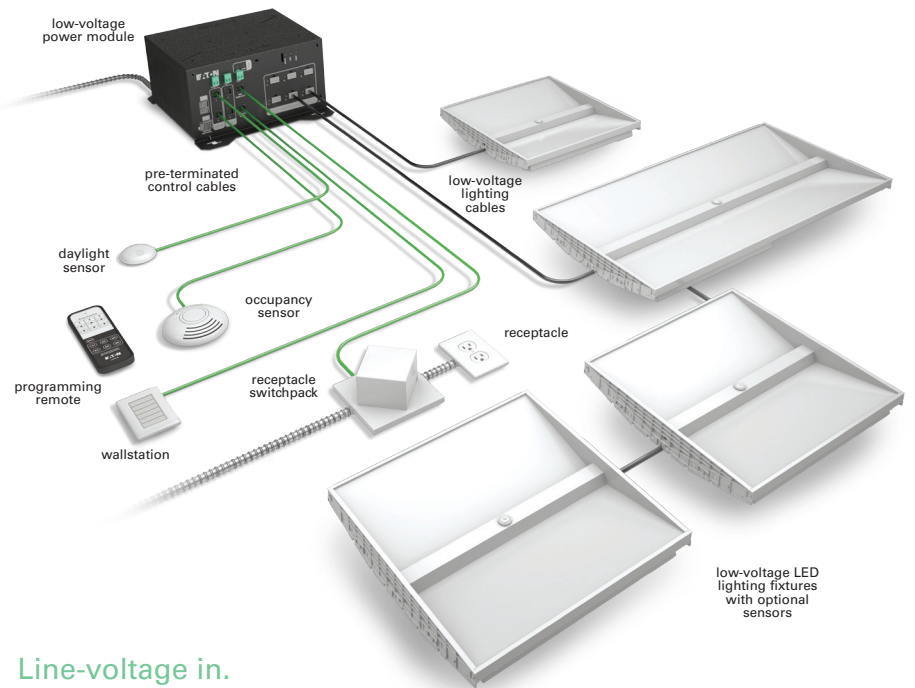
Target Audience	Applications
<i>primary:</i> Specifiers	Schools
<i>secondary:</i> Electrical contractors	Small office buildings

# Distributed Low-Voltage Power System

Wired Low-voltage system

**Get the lowest total installed cost of a lighting project with lower labor and faster install.**

- Up to 20% savings in total installed cost compared to conventional systems
- Code compliance out-of-the-box
- Simple plug and play installation
- No system commissioning required



Line-voltage in.  
Low-voltage out.

Target Audience	Applications
<i>primary:</i> Design build contractors	Schools / classrooms
<i>secondary:</i> Specifiers	Small/mid size retail spaces

# WaveLinx

Wireless system

**Get low cost compliance for both retrofit and new installs.**

- Broadest offering of wireless controls and integrated luminaires
- Multi-tier network security
- Easy to retrofit lighting and controls



**Simple.  
Secure.  
Complete System.**

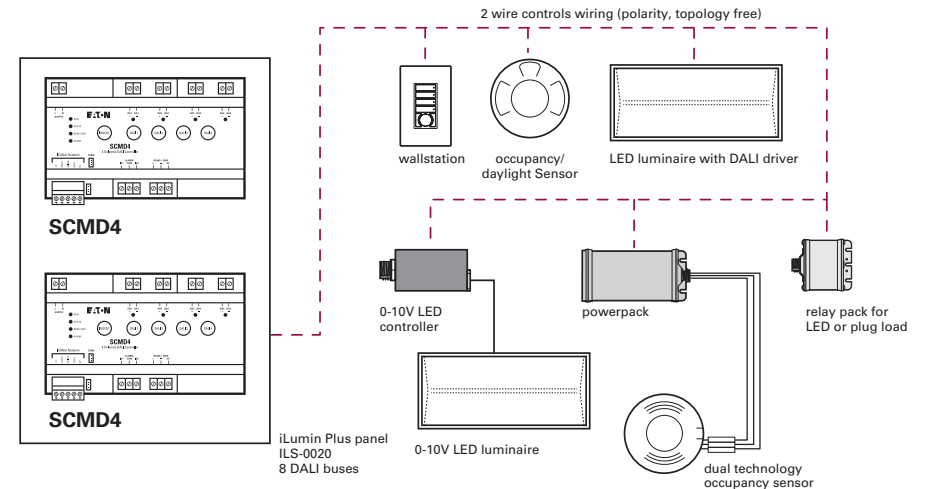
Target Audience	Applications
<i>primary:</i> Contractors	All types of offices
<i>secondary:</i> Specifiers	All types of healthcare

# iLumin Plus

Wired system

**Your solution for high complexity lighting control specifications.**

- Individual fixture control
- Broadest DALI offering
- Intuitive mobile control for user and facility managers
- Complete building integration and control



**Scalable.  
Flexible.  
Adjustable.**

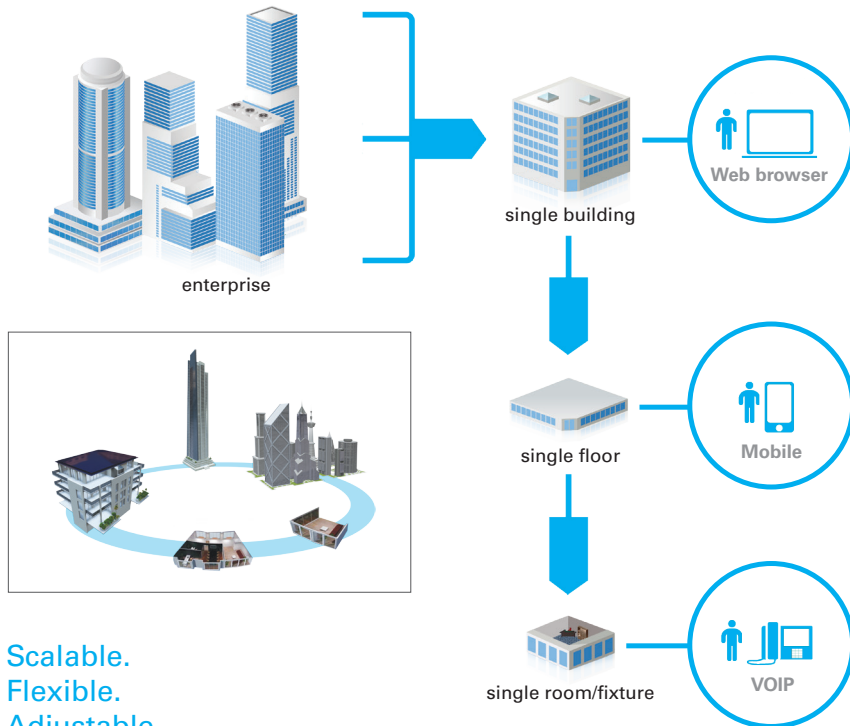
Target Audience	Applications
<i>primary:</i> Specifiers	Flexible office spaces
<i>secondary:</i> Lighting designers	Large commercial buildings

# Fifth Light

Wired system

**Your enterprise solution for multi-building applications requiring individual fixture control, floor plans and reporting.**

- Individual fixture floor plan controls
- Broadest DALI offering
- Facility management, reporting and integration tools
- Multi-building control



Scalable.  
Flexible.  
Adjustable.

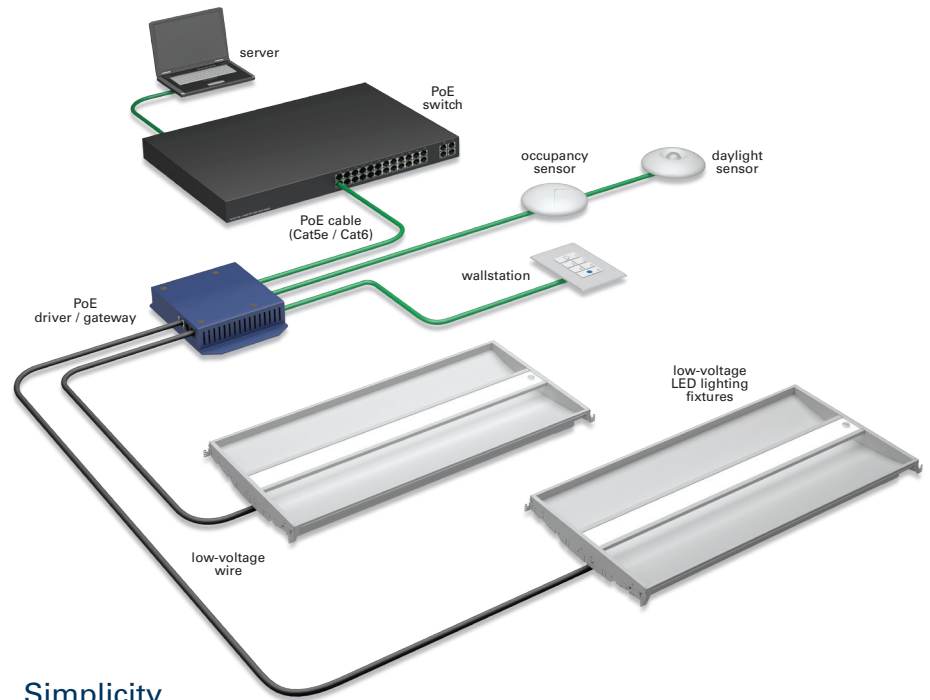
Target Audience	Applications
<i>primary:</i> Specifiers	Flexible spaces requiring reporting
<i>secondary:</i> Lighting designers	Large commercial buildings

# Power over Ethernet (PoE)

Wired Low-voltage system (Cisco PoE)

**Achieve smart connected lighting with smart building integration.**

- Low-voltage, IoT solution
- Easy enterprise management
- Complete building integration



Simplicity.  
Security.  
Savings.

Target Audience	Applications
<i>primary:</i> IT Managers/CTOs (big enterprises)	Large/green office buildings
<i>secondary:</i> IT contractors/VAR	Smart commercial spaces

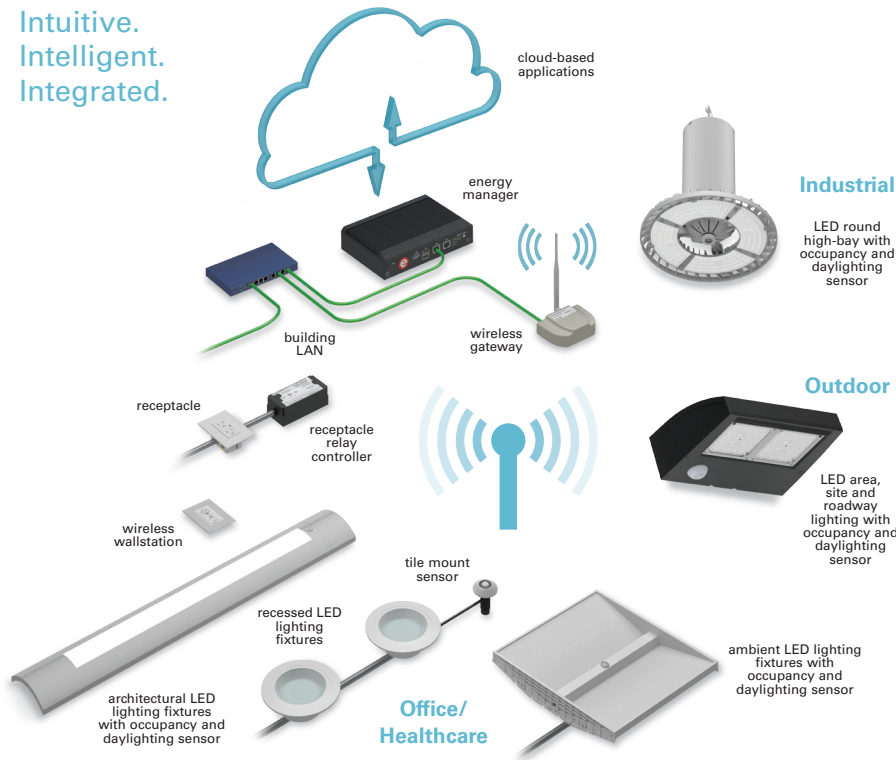
# LumaWatt Pro powered by Enlighted

Wireless system

## Solve high value problems beyond lighting.

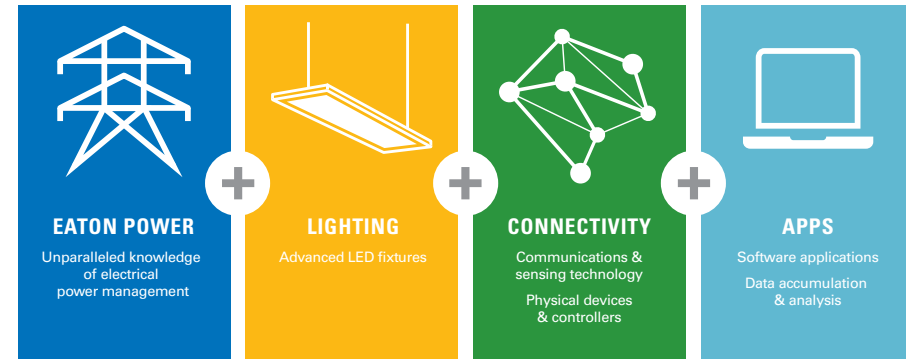
- Space utilization and other value added services
- Asset tracking
- Maximum return on investment

Intuitive.  
Intelligent.  
Integrated.



Target Audience	Applications
<i>primary:</i> Large enterprise owners	Industrial spaces
<i>secondary:</i> Facility managers	Large healthcare facilities and office buildings

# We make connections work\*



## Simplified connected lighting solutions for Buildings, Communities & Homes

Eaton's portfolio of connected lighting solutions leverages the real-estate of the physical light fixture to increase building, business and community operating efficiency through controls and data. With connected lighting solutions, we go beyond controlling light to solve higher complexity problems enabled by sensing and communication capabilities within the light fixture itself.

\* With innovation you can rely on, and connections you can build on; that's how Eaton makes connections work.

[www.Eaton.com/ConnectedLighting](http://www.Eaton.com/ConnectedLighting)

### **Lighting Product Lines**

Halo  
Halo Commercial  
Portfolio  
Iris  
RSA  
Metalux  
Corelite  
Neo-Ray  
Fail-Safe  
MWS  
Ametrix  
Shaper  
io  
Lumark  
McGraw-Edison  
Invue  
Ephesus  
Lumière  
Streetworks  
AtLite  
Sure-Lites

### **Controls Product Lines**

Greengate  
iLumin  
Zero 88  
Fifth Light Technology  
iLight (International Only)

### **Connected Lighting Systems**

LumaWatt Pro  
WaveLinx  
Distributed Low-Voltage Power  
ConnectWorks  
iLumin Plus  
HALO Home



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