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# Gary Trott

VP of Product Strategy

Cree

# CR Troffer with CCT Changing

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**CREE** ™  
**SMARTCAST**® TECHNOLOGY

# Lighting Revolutions

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First Revolution

Convert incumbent  
tech to LED

Second Revolution

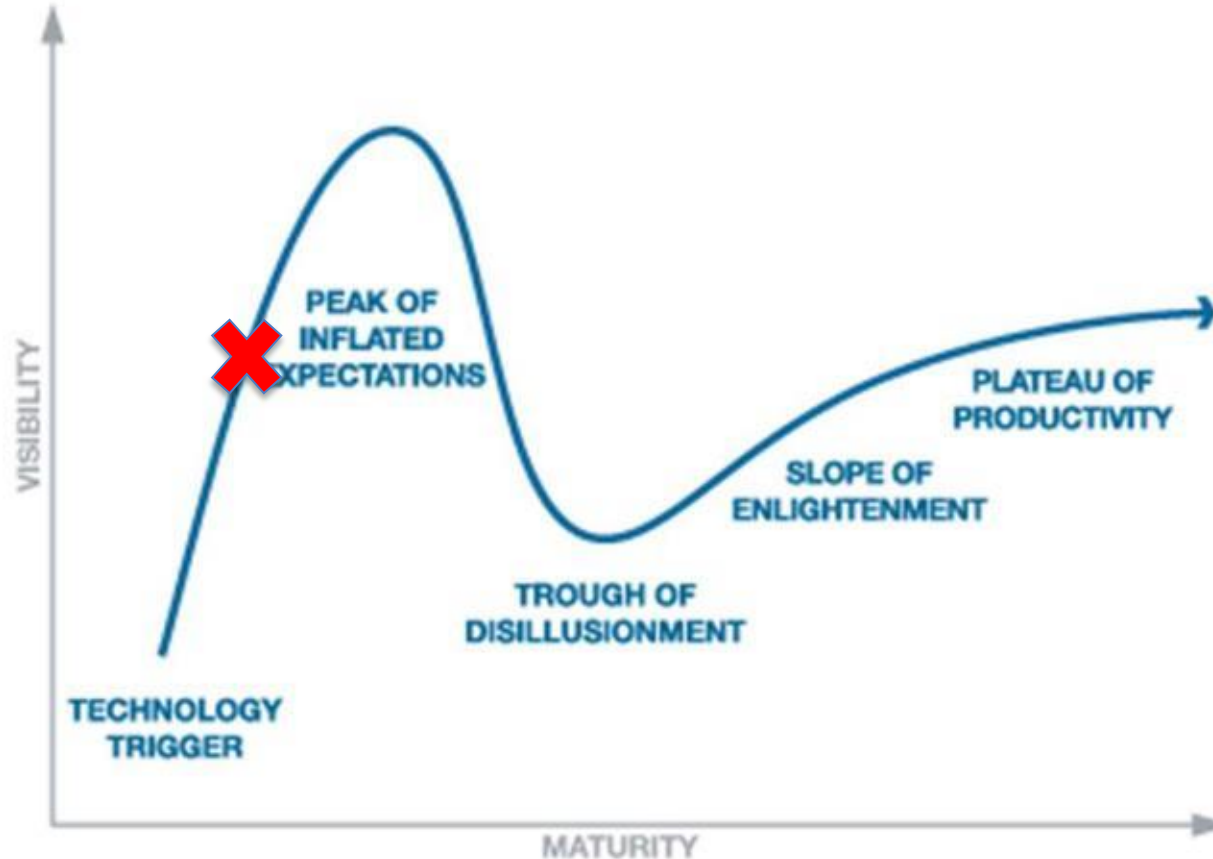
Lights do FAR more  
than deliver light



This is a HUGE leap

Basic lighting intelligence  
remains a challenge

# Gartner Hype Cycle



Significant Foundational  
Work is Required

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**SIMPLICITY** is the Key to the  
Second Lighting Revolution

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# ENTROPY

Lighting Controls are not Simple

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“Simplicity is the ultimate  
sophistication.”

*- Leonardo Da Vinci*

# Lighting Controls – Switched

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## Design

Layout fixture locations

Layout switch locations & zones

## Installation

Install fixtures

Install switches

Pull line voltage to fxt & switches

## Commissioning

Energize lgt. circuits at panel



# Lighting Controls – Basic Code Compliant System

## Design

Layout fixture locations

Layout switch locations & zones

Select control protocol/approach

Determine daylight zones

Select daylight sensors

Locate daylight sensors

Select occupancy sensors

Locate occupancy sensors

Create one-line for submittal

Create/review controls submittal

## Installation

Install fixtures

Install switches

Pull line voltage to fxt & switches

Install occupancy sensors

Install daylight sensors

Connect fixtures to control bus

Connect sensors to control bus

Connect sensors to power

Connect control bus to hub

## Commissioning

Energize lgt. circuits at panel

Address all fixtures

Group fixtures in zones

Associate zones with switch

Associate zones w/dlight sensor

Associate zones w/occ sensor

Verify occ sensor placement

Calibrate daylight sensors

# Lighting Controls

## Design

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# Lighting Controls – Cree SmartCast Technology

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## Design

Layout fixture locations

Layout switch locations & zones

## Installation

Install fixtures

Install switches

Pull line voltage to fxt & switches

## Commissioning

Energize lgt. circuits at panel

**Automatic OneButton™ Setup**

Full network commission with the press of one button. Not room by room.

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# **SIMPLICITY** is the Key to the Second Lighting Revolution

Hardware + Software + Intuitive UX =  
**INTUITIVE LIGHTING**

... along with a fanatical focus on ease of use

# Why Simplicity Will Drive the Second Revolution

The most effective technology gets installed and used...



**Salesperson:**  
Easy to understand and sell

**Engineer:**  
Simple design that just works

**Contractor:**  
Easy to install and commission

**Owner:**  
Intuitive use with high value benefits

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