

ArcheType X™



Variable Distribution Platform



Reliable | Electrical | Solutions

4 Strategic Initiatives

Things we want to do

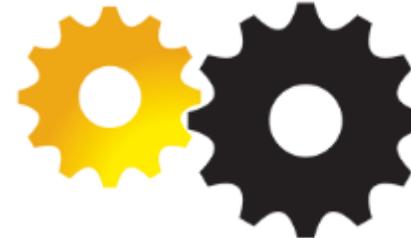


Grow the Enterprise

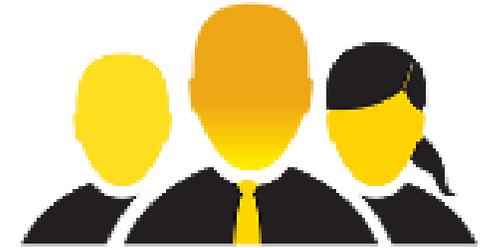
Things we have to do, to get there...



Serve our Customers



Operate with Discipline



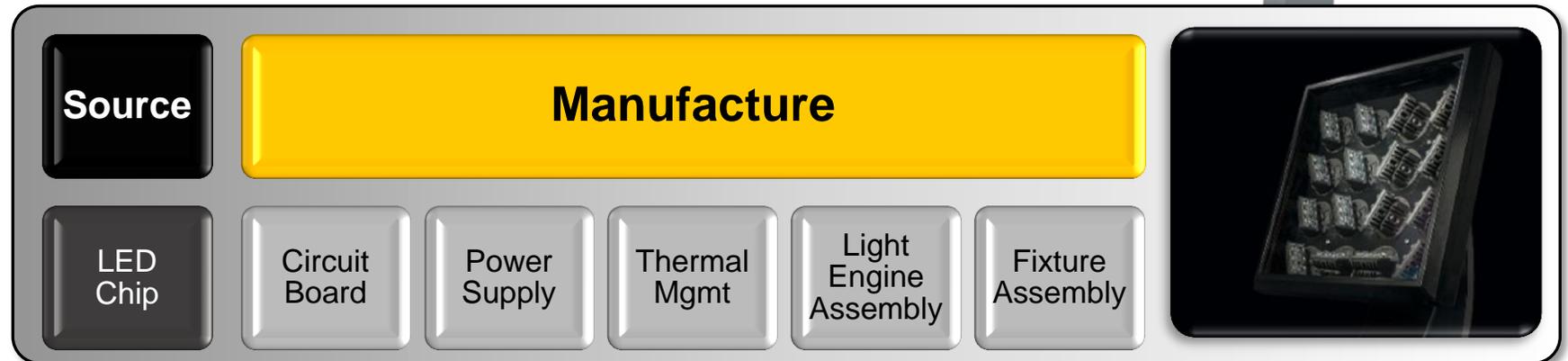
Develop our People

The role of manufacturers...is changing

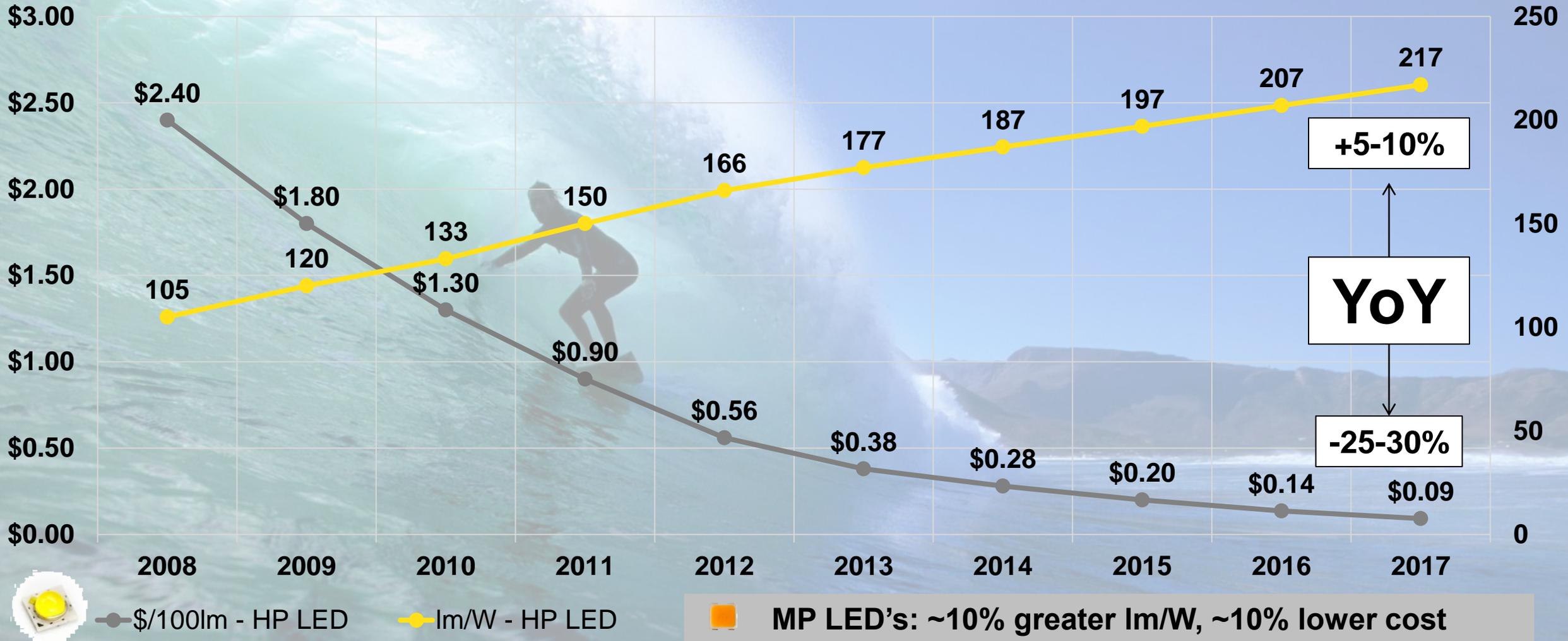
Legacy Technologies – Select and Source



SSL Technology – Create and Innovate



Price & Performance



The Problem Statement

- Where do we direct our resources?
- How do we differentiate?



Serve our Customers



Optical Design

Can we *purposefully* change the way light is delivered?

The Evolution of Outdoor Optical Systems



Market
Transformation



Multifaceted Reflector

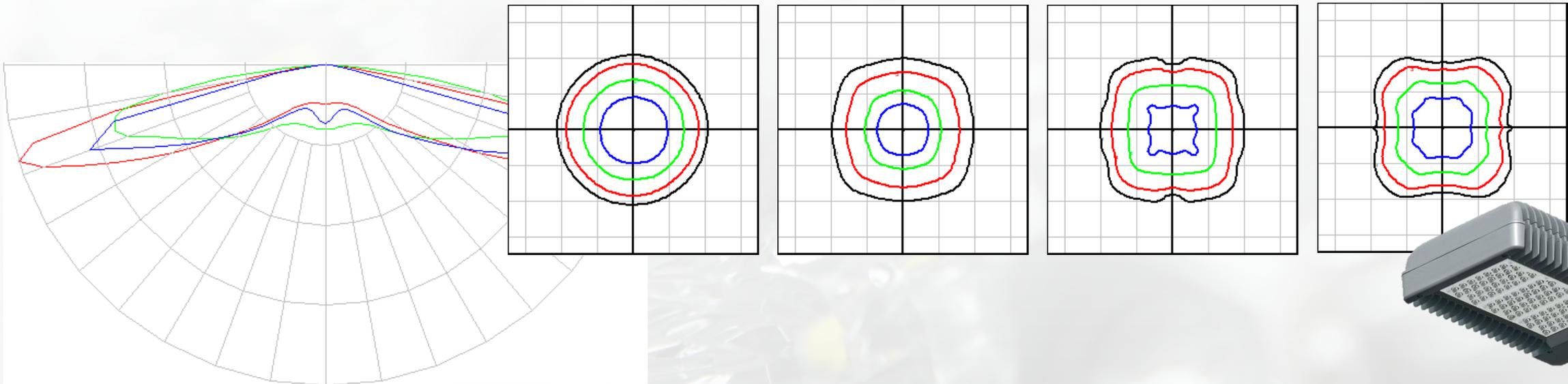


TIR Optics

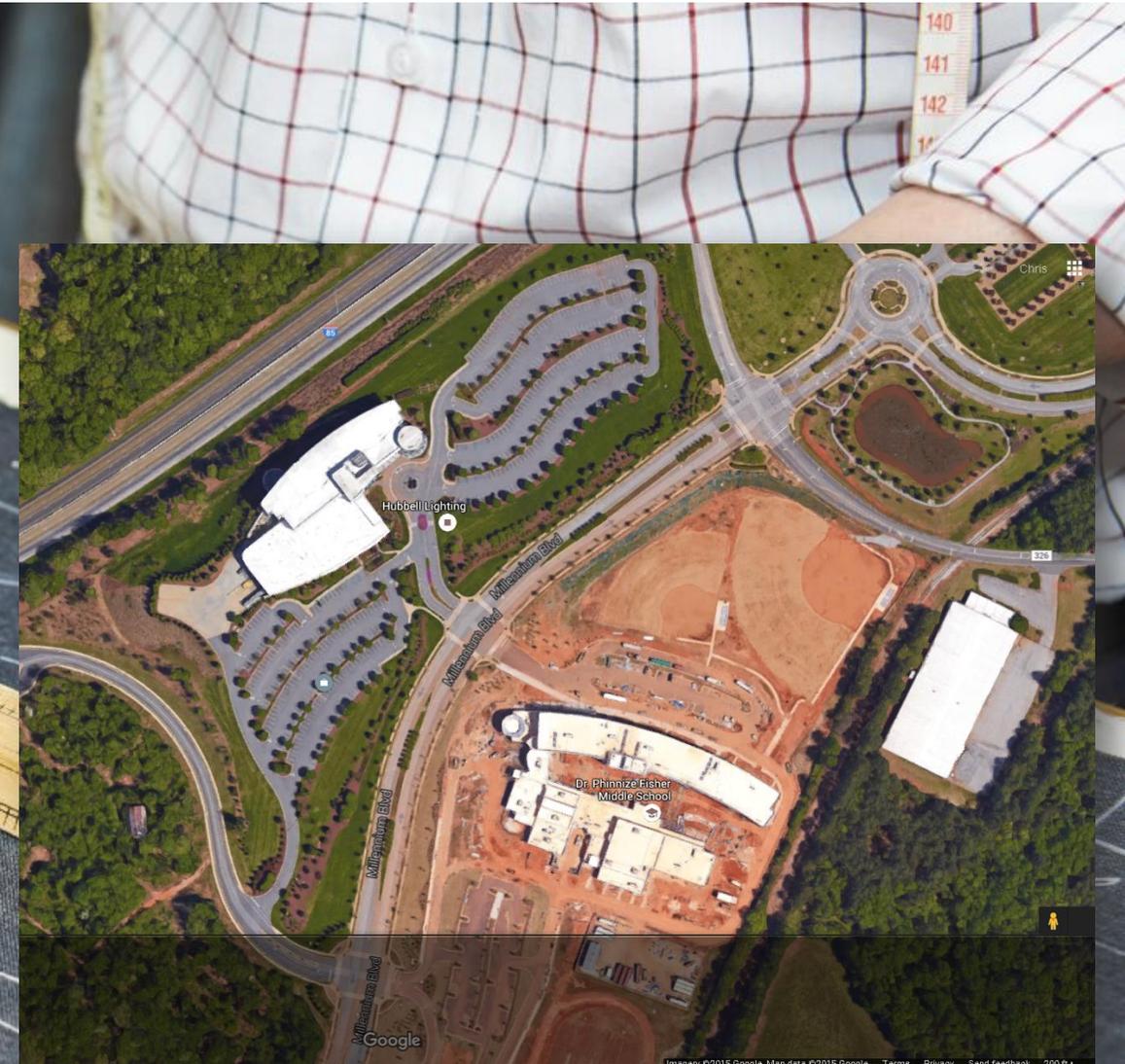


cook·ie cut·ter

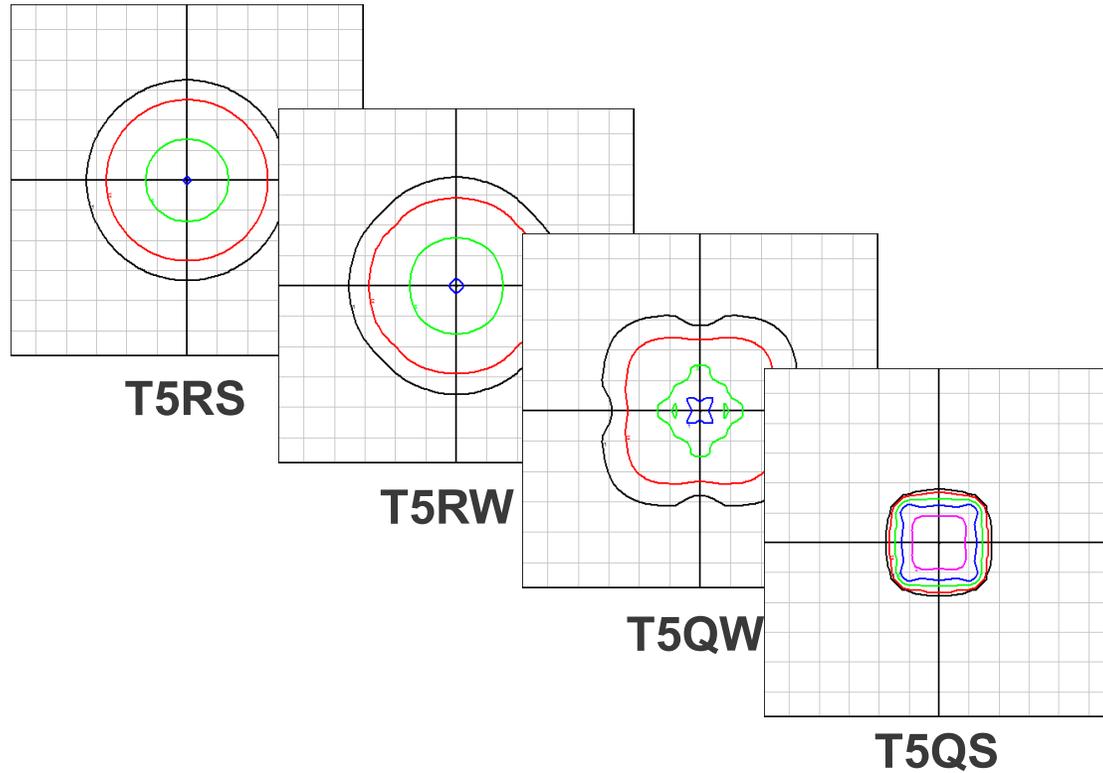
- denoting something mass-produced or lacking any distinguishing characteristics.
modifier noun: **cookie-cutter**
"a cookie-cutter apartment in a high-rise building"



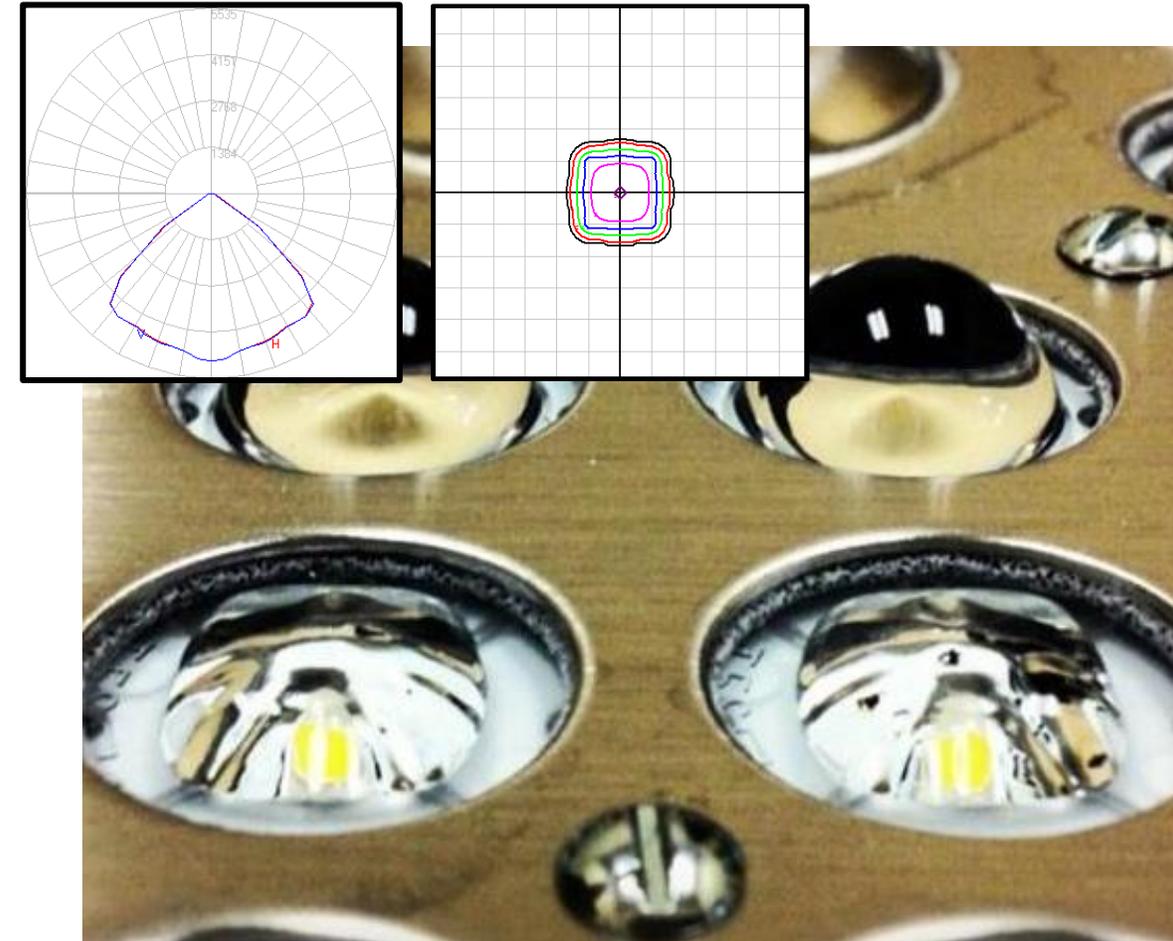
Task Efficiency = Tailored Lighting



Variety of optics



Hybrid Optics





Q: What happens when we **break the mold?**



Our Journey

2010



Faceted LED Array

2011



Faceted TIR Array

2012



Faceted TIR Array+

2013



Rotatable Faceted TIR Array

Type X | Building Block

2015



LEAR

type
DISTRIBUTION



Type X | Building Block

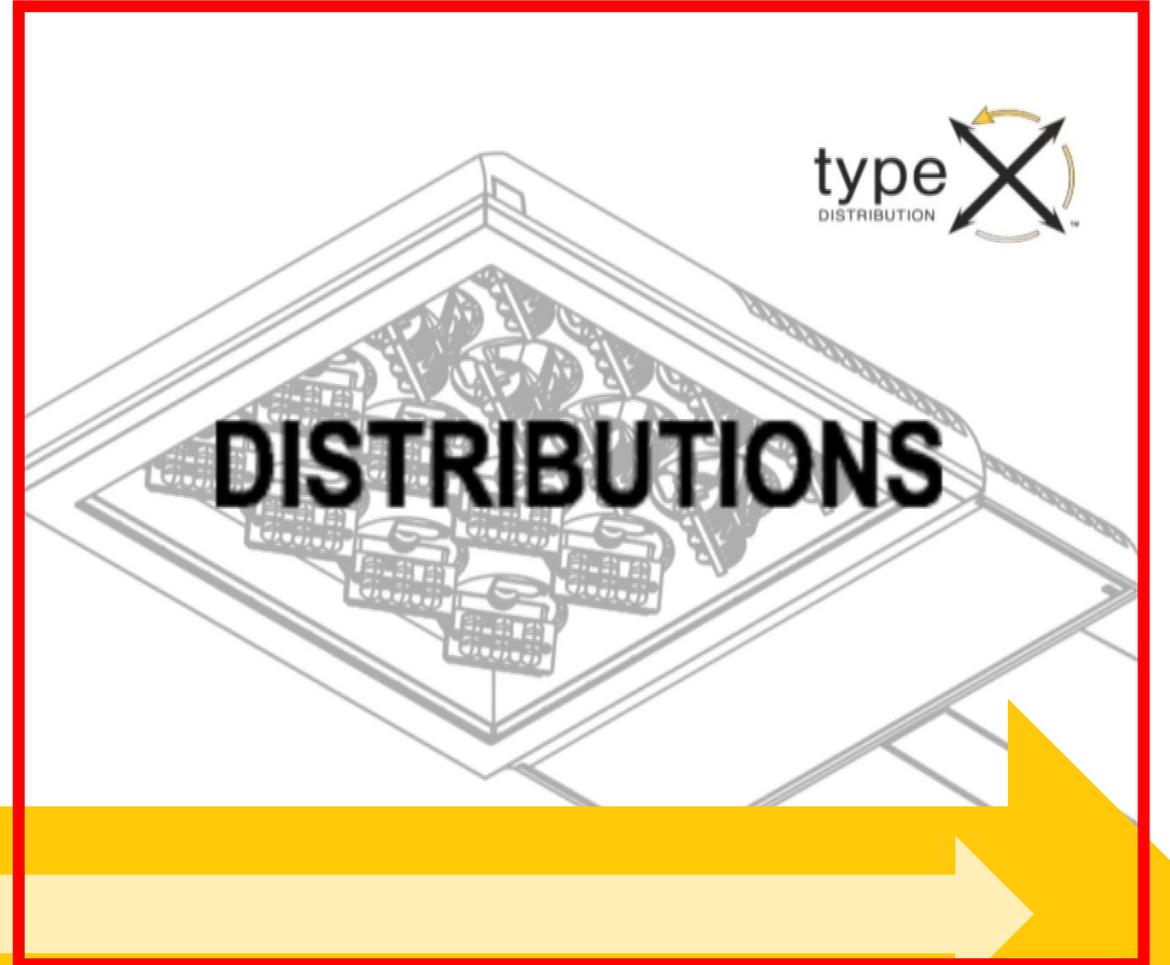


LEAR

type
DISTRIBUTION



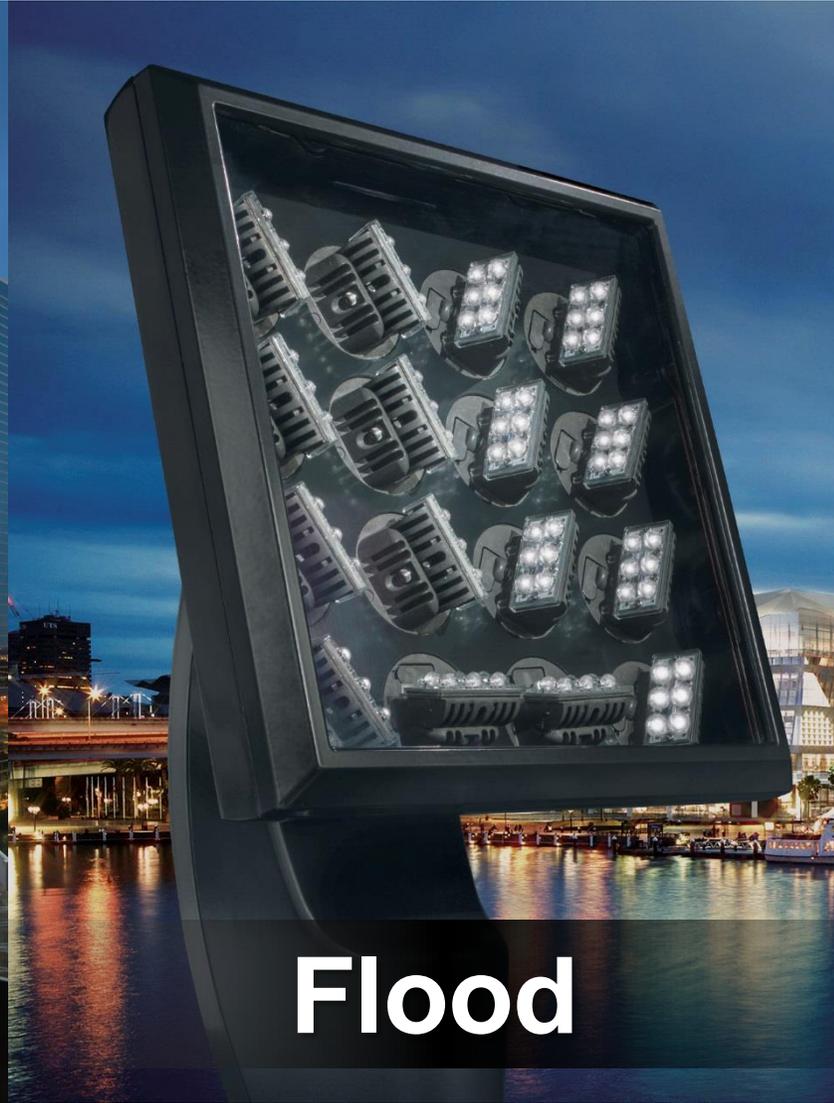
Type X | Configurability



Market Delivery



Area



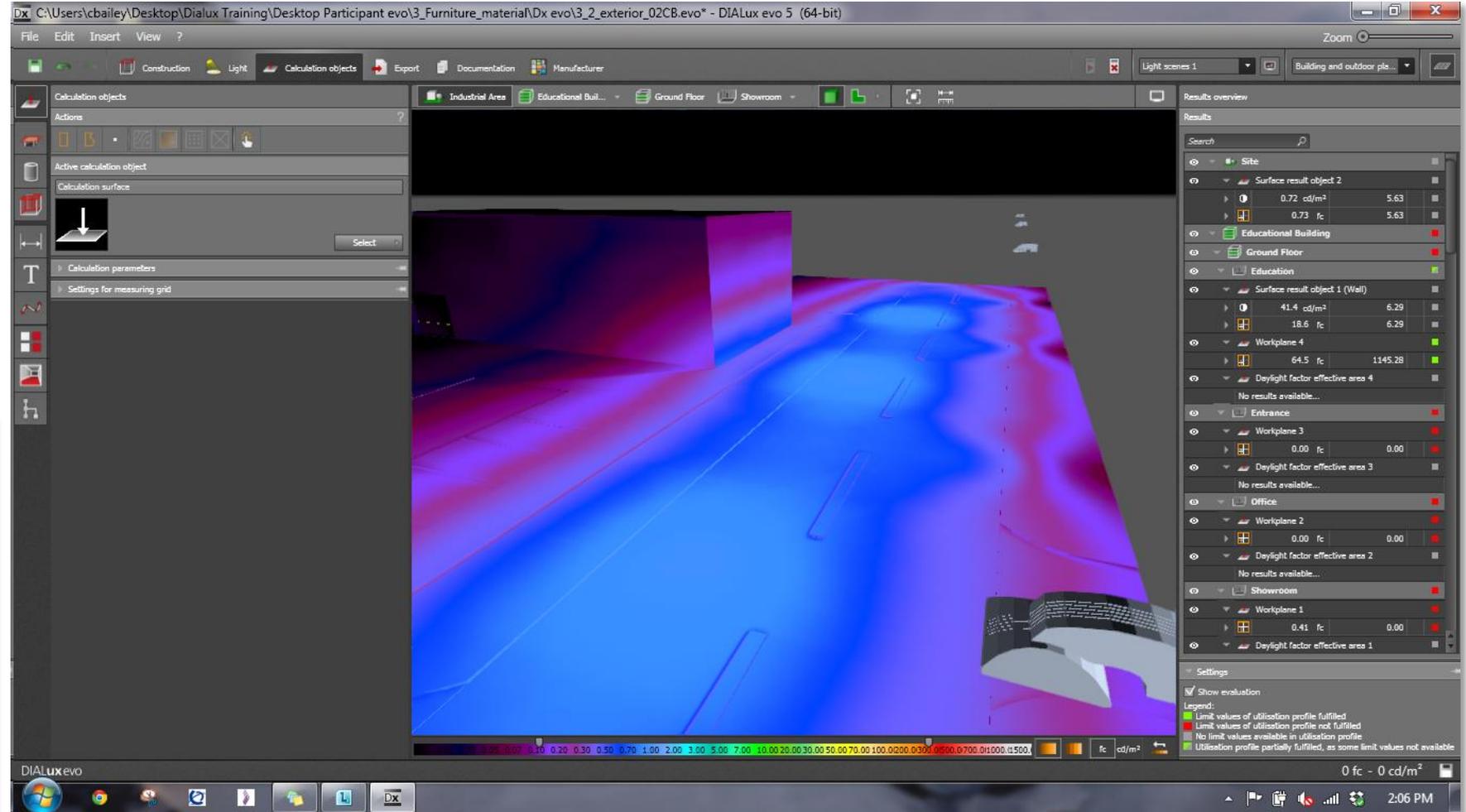
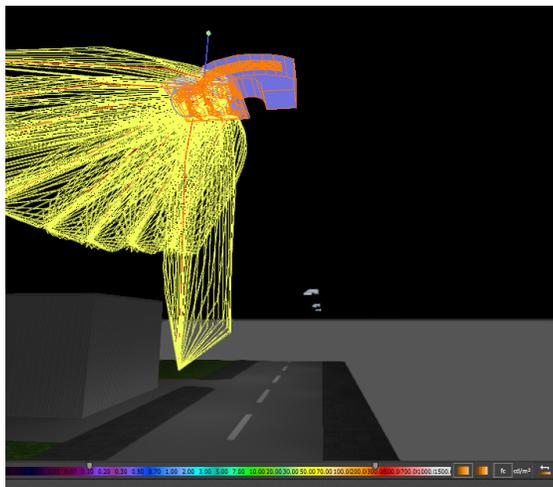
Flood



Wall



But how do I...?



The screenshot shows the DIALux evo software interface. The main window displays a 3D model of a building interior with a color-coded light distribution map. The interface includes a menu bar (File, Edit, Insert, View), a toolbar, and several panels:

- Calculation objects:** Shows the active calculation object and calculation surface.
- Calculation parameters:** Shows settings for measuring grid.
- Results overview:** Shows a list of results for various objects and workplanes.

Object	Value 1	Value 2
Site		
Surface result object 2	0.72 cd/m ²	5.63
	0.73 fc	5.63
Educational Building		
Ground Floor		
Education		
Surface result object 1 (Wall)	41.4 cd/m ²	6.29
	18.6 fc	6.29
Workplane 4	64.5 fc	1145.28
Daylight factor effective area 4		
No results available...		
Entrance		
Workplane 3	0.00 fc	0.00
Daylight factor effective area 3		
No results available...		
Office		
Workplane 2	0.00 fc	0.00
Daylight factor effective area 2		
No results available...		
Showroom		
Workplane 1	0.41 fc	0.00
Daylight factor effective area 1		

Legend:

- Limit values of utilisation profile fulfilled
- Limit values of utilisation profile not fulfilled
- No limit values available in utilisation profile
- Utilisation profile partially fulfilled, as some limit values not available

0 fc - 0 cd/m²

Before



Type 3

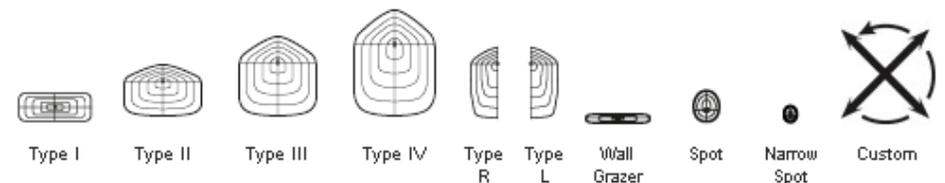
After



Type X

AGI32 – Design Isolines

- A:**
- ~10-30% **reduction in energy**
 - **Greater utilization** of energy for asymmetric distributions
 - Increased **pole spacing**
 - **Reduced poles & luminaires**
 - **Simplified conformance** to trespass requirements
 - **Application specific** distributions
 - **Site specific** distributions
 - **User defined** performance



Type X – Machine Vision Inspection



Thank you.



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