



# SBT ALLIANCE

Smarter Building Technologies Alliance



## DELIVERING SMARTER IOT SOLUTIONS

### WHO WE ARE

Smarter Building Technologies Alliance redefines how energy efficiency and IoT-based control projects are engineered, deployed, and supported long term.

At the core of SBT Alliance are three internal divisions that streamline a smart building deployment from end to end. These divisions include Direct Discount Lighting (DDL), Integrated Advanced Controls (IAC), and Glued Solutions (GSI).



**Direct Discount Lighting** is the industry's leading value-added supplier of cutting-edge LED luminaires brought to you at market-leading prices.



**Integrated Advanced Controls** is an industry pioneer that provides innovative services that bring together lighting and advanced controls manufacturers to fixture-embed IoT technologies directly into LED luminaires and pre-commission systems.



**Glued Solutions** is the industry's foremost expert on wireless networked control system technologies and leading provider of IoT control system designs, provisioning, support, and app development services.

### WHAT WE DO

Smarter Building Technologies Alliance is committed to redefining how energy efficiency and connected IoT solutions are engineered, deployed, and supported long term.

By pooling the strengths of our internal factories and ecosystem of IoT partners, we deploy smart building systems faster and with fewer headaches, thereby empowering our industry partners and end-user clients.

#### We Help

- Channel Partners
- Controls Manufacturers
- Electrical Contractors
- Fixtures Manufacturers
- End Users



#### Industries We Serve

- Commercial & Industrial
- Roadway & Smart Cities
- Retail
- Municipalities & Hospitals
- Schools & Universities



#### Specialized Service Areas

- Auto Dealerships
- Retro-Commissioning
- Retail Bank Branches
- Island-based Municipalities



## CUSTOMIZED SOLUTIONS FOR EVERY PROJECT

SBT team members have been in this industry in a wide variety of different roles, capacities, services and functions. We know first-hand that there is no such thing as a "one size fits all" solution. The growing needs of clients who want to become more energy efficient are endless, but where do you start? Due to the range of complexities in infrastructure, information technology, networks and security protocols, there is a lot of apprehension in adopting new technologies. The early to mid-90s saw the introduction to the internet and the versatility and functionality of what internal and external networks provided; that was over 20 years ago!

Now we're able to take the same power that comes with all of those previously connected devices but eliminate the need for miles worth of wiring and cables. This feat alone dramatically reduces labor and installation costs and minifies maintenance costs while delivering deeper data-driven insights than ever thought possible. Wi-fi and Bluetooth, with the addition of controls, have not only allowed us to transform buildings into Smarter Spaces; but entire cities!

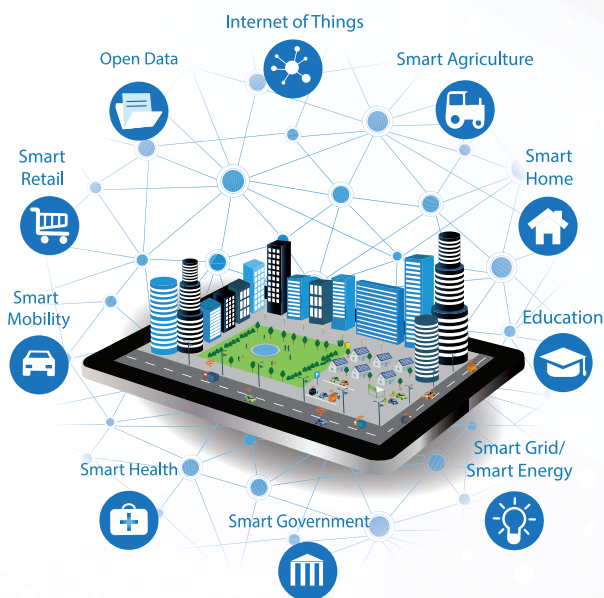
Transforming your facility into a Smarter Space may seem like a daunting task at first. For this reason, we've developed a couple of starter solutions to simplify, streamline and explain how we craft and deploy projects. When bundling our services together, we've found a couple of solutions that will help you gain better control of your energy costs but also take advantage of the savings from adopting a more intelligent infrastructure.

## END TO END SOLUTION (EES)

Our efficient End-to-End Solution offers the unique products and services of each SBT Alliance division. This provides you with a single streamlined solution that covers everything required for a smarter IoT project, including LED fixtures, advanced controls, programming, and ongoing system support.

## FACTORY-BASED SOLUTION (FBS)

Our flexible Factory-Based Solution allows you to mix and match the various products and services from one or more SBT Alliance division to create a customized solution that best fits your specific needs. This includes cutting-edge LEDs with controls or custom app development.



### HEADQUARTERS

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### REGIONAL OFFICES

Atlanta, GA      Nashville, TN  
Boston, MA      Scranton, PA  
Cleveland, OH

### MFG / PRODUCTION

Sacramento, CA  
Tijuana, MX