



SBT

ALLIANCE

Smarter Building Technologies Alliance



ADVANCED SERVICES IOT DEPLOYMENTS

TOP CONSIDERATIONS FOR A SUCCESSFUL IOT DEPLOYMENT

Identifying the most applicable IoT controls technologies that meet your needs is just the first step in successfully deploying a comprehensive solution. Smarter Building Technologies Alliance has compiled a list of the top considerations that we have uncovered from our hands-on industry experience in designing, deploying, and supporting smart IoT-connected systems. When deploying an advanced IoT-connected solution it is critical for your deployment partner to embody each of the following items.

	SBT	STANDARD CONTRACTORS	
1 FULL SERVICE Is your deployment partner a full service provider of LED luminaires and advanced controls technologies?	✓	✓	<i>Many standard device installers do provide full service turn-key solutions for their clients.</i>
2 IOT CONTROLS EXPERTISE Does your deployment partner have advanced IoT controls expertise (i.e. Bluetooth, ZigBee, LiFi)?	✓	X	<i>This is a mixed bag for many standard device installers. Some may have some IoT controls experience, while others may not.</i>
3 CUSTOM COMMISSIONING TOOLS / APP DEV Does your deployment partner have any custom commissioning and application development tools?	✓	X	<i>In most cases standard contractors will not have custom IoT commissioning tools or app development experience as that's not their main business.</i>
4 IOT PROJECT MANAGEMENT TRACK RECORD Does your deployment partner have a proven track record of deploying and managing IoT solutions?	✓	X	<i>Since IoT controls are not the typical line of work for many standard contractors, many will not have an extensive track record.</i>
5 DAY II TECHNICAL SUPPORT Does your deployment partner provide comprehensive Day II Technical Support post-construction?	✓	X	<i>It's extremely rare for a standard contractor to provide post-construction Day II Technical Support.</i>

SMARTER SPACES. MADE EASY.



SBT

ALLIANCE

Smarter Building Technologies Alliance

HEADQUARTERS

6700 E. Pacific Coast Highway
 Suite 235
 Long Beach, CA 90803

REGIONAL OFFICES

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

MFG / PRODUCTION

Sacramento, CA
 Tijuana, MX