



## WHO WE HELP: ADVANCED CONTROLS MANUFACTURERS

### INCREASING MARKET ACCESS TO YOUR CONTROLS SOLUTIONS

As an advanced controls manufacturer, you're on the cutting-edge of technological innovation. The challenge comes when navigating the often convoluted channels of how to get your advanced networked controls into the industry's leading LED luminaires.

Smarter Building Technologies (SBT) Alliance lends a hand navigating these choppy waters by calling on our intimate knowledge of the market. SBT provides controls manufacturers

a vehicle to streamline your go-to-market strategy, through our internal divisions, Integrated Advanced Controls (IAC) and Glued Solutions (GSI).

Integrated Advanced Controls and Glued Solutions help our controls partners solve problems, not create them. By providing resolutions to some critical challenges when dealing with the fixture channel, SBT and our internal divisions help you answer the following questions:

CHALLENGE:	SOLUTION:
How do I get my advanced controls into more fixture lines?	SBT Alliance division, Integrated Advanced Controls, provides our manufacturing partners a unique vehicle to fixture-embed any IoT control device into any LED luminaire. This provides you and your fixture partners the flexibility you need without either of you taking on additional risk.
How do I support my fixture manufacturer partners with sales and technical support?	SBT Alliance division, Glued Solutions, is the industry's foremost expert on wireless control technologies. Our GSI team provides you with the technical support arm you need to service your fixture manufacturer partners.
Systems Design: How do I support additional system design requests from my fixture manufacturer partners?	GSI's highly trained and qualified engineers provide cutting-edge system designs for a variety of clients and will act as your extended system design resource.
How do I provide training to ensure our controls are correctly installed, provisioned, and commissioned?	Integrated Advanced Controls provides factory-direct fixture-embedding and pre-commissioning services to ensure systems are provisioned correctly before installation. Shipped directly from our manufacturing facility, Glued Solutions takes it from there to provide all final commissioning and ongoing technical support from our remote operations center in Sacramento, CA.
How are all stakeholders compensated?	SBT Alliance has established a creative compensation program that ensures all channel partners receive equitable compensation.

#### HEADQUARTERS

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#### REGIONAL OFFICES

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

#### MFG / PRODUCTION

Sacramento, CA  
Tijuana, MX