



# SBT

## ALLIANCE

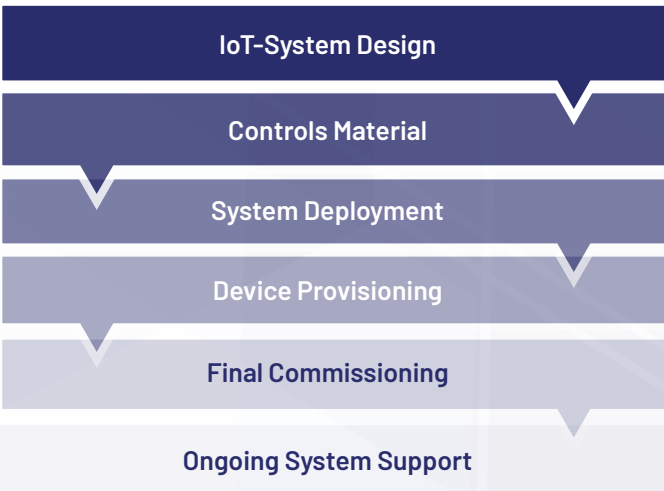
Smarter Building Technologies Alliance



## WHO WE HELP: CHANNEL PARTNERS

### INTRODUCTION

Whether you're an agency or distributor working within the channel, Smarter Building Technologies Alliance is committed to working in partnership to drive your business forward. Our proven approach to engineering, delivery, and ongoing support of energy efficiency, and IoT projects enables you to focus on what's more important to your business: driving more sales.



### DRIVING MORE SALES

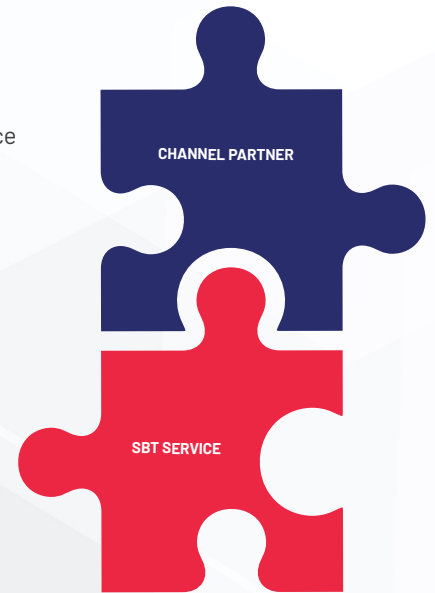
**SBT Alliance helps your organization drive more sales by providing you with:**

- **Flexible smart building solutions:** Our End-to-End and Factory-Based solutions
- Complete IoT system designs, including advanced lighting controls
- Comprehensive smart system provisioning
- Streamlined system device commissioning
- Custom IoT application development
- The industry's latest LED lighting and advanced controls technologies

Working with our channel partners SBT Alliance provides the support required to drive channel sales forward.

When it comes to advanced IoT-based control systems, having a strategic partner to guide you through the complex process of specifying, designing, provisioning, and supporting systems is a must. Smarter Building Alliance division, Glued Solutions (GSI), is your end-to-end support partner. GSI is here to help navigate the deployment of today's advanced wireless networked control systems and support them long term. Having a partner like Glued Solutions in your corner can make the entire process of offering advanced networked controls solutions easier from beginning to end.

Using some of the industry's latest, most cutting-edge technologies, SBT Alliance brings you a variety of tactical solutions that are coupled with the technological know-how to support them long-term. SBT Alliance division, Glued Solutions, brings decades of advanced Internet of Things experience to empower our channel partners.



At SBT Alliance, we know that one size doesn't always fit all. That's why we've crafted our solutions into two straightforward processes – giving you the flexibility you need to best align with the SBT factory of your choice. Choose one or choose them all – whatever fits your needs.



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## ALLIANCE

Smarter Building Technologies Alliance

### HEADQUARTERS

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### REGIONAL OFFICES

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

### MFG / PRODUCTION

Sacramento, CA  
Tijuana, MX

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