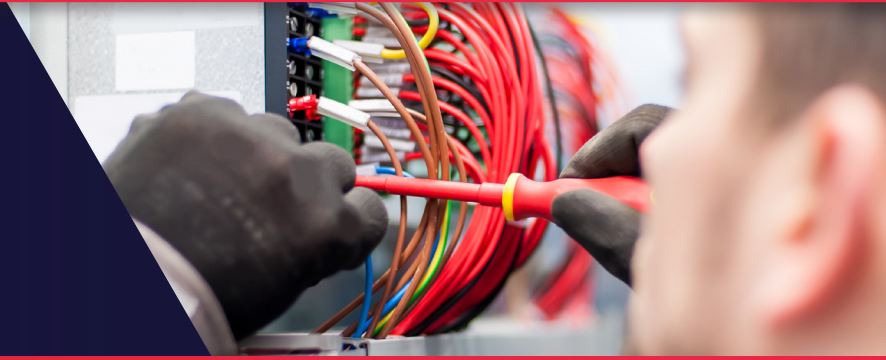




SBT

ALLIANCE

Smarter Building Technologies Alliance



WHO WE HELP: ELECTRICAL CONTRACTORS

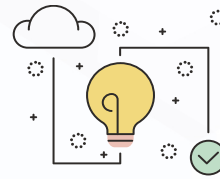
INTRODUCTION

Smarter Building Technologies (SBT) Alliance helps our Electrical Contractor partners streamline turn-key energy efficiency and advanced control system projects. By redefining how energy efficiency and IoT-based control projects are engineered, delivered, and supported over time, SBT Alliance helps you save time, resources, and significant amounts of frustration when dealing with wireless networked control systems.

IMPROVING ENERGY EFFICIENCY PROJECTS

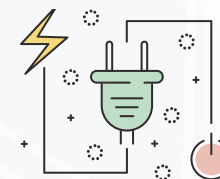
SBT Alliance is committed to helping our Electrical Contracting partners streamline and enhance energy efficiency project sales. SBT achieves this by drawing on our decades of industry experience and pooling together our three pioneering divisions: Direct Discount Lighting (DDL), Integrated Advanced Controls (IAC), and Glued Solutions (GSI).

By combining these products and services under one roof, we're able to provide you with everything that's required for a successful energy efficiency and smart controls project. Making your life easier and projects more profitable.



Cutting Edge LED Luminaires

SBT Alliance division, Direct Discount Lighting, works directly with each of our Electrical Contractor partners to source and provide highly-engineered solutions for any given energy efficiency project. Having direct relationships with both foreign and domestic manufacturers, Direct Discount Lighting brings you the industry's most cutting-edge LED technologies at market-leading prices.



IoT-Controls Ecosystem

We get it, LEDs are still at the forefront of every energy efficiency project. But not far behind them is the Internet of Things (IoT). Technology that you're going to have to deal with sooner rather than later. SBT Alliance can help you get the jump on all of the latest technology trends. As the industry's leading authority on networked wireless control system technologies, Glued Solutions handles the entire process of remotely configuring, commissioning, provisioning, and supporting advanced IoT systems by working together with our Electrical Contractor partners.



CREATING SMARTER FACILITIES TOGETHER

In the traditional market model, many manufacturers and vendors simply provide you with the materials and clean their hands of a project. Add in complex IoT controls, and you're typically left to your own devices to fixture things out as issues come up over time. Not with Smarter Building Technologies Alliance.

SBT Alliance division, Glued Solutions, remains connected to you and your client's system long into the future. Providing you and your end-user client with the technical support and system service needed to ensure systems remain optimized, and you achieve project ROIs. Smarter Building Technologies Alliance is here for you from the beginning to the end of the project, though it, and long after.

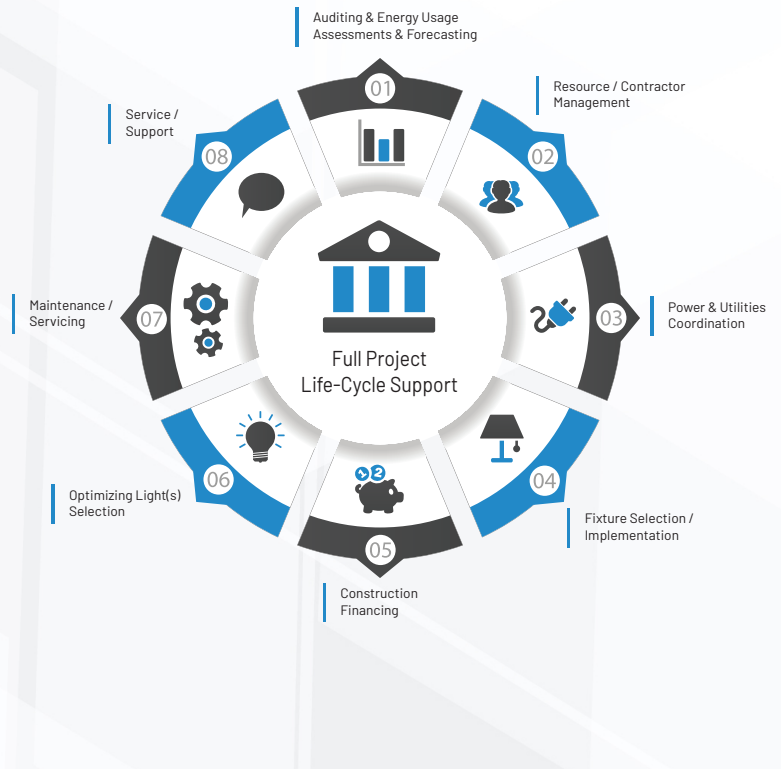
LONG-TERM PARTNERSHIP

SBT Alliance takes things a step further. We guarantee that we will support you and your client long after the project is installed to ensure the system is adequately provisioned, programmed, and supported. We act as your support mechanism to keep customers happy and your business moving forward.

IOT-CONTROLS ECOSYSTEM

Smarter Building Technologies Alliance has established a vibrant IoT Controls Ecosystem that enables our Electrical Contractor partners to supercharge your energy efficiency projects. All without the hassle of having to learn multiple technologies on your own.

With SBT Alliance's in-depth market knowledge and technological know-how, we provide you with direct access to the industry's leading IoT-enabled technologies, help you deploy and program them with maximum efficiency, and support them long-term. It's our goal to free you up to do what you do best: Get the lighting installed, grab more business, and move on to the next project.



HEADQUARTERS

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