



# SBT

## ALLIANCE

Smarter Building Technologies Alliance



## WHO WE HELP: END USERS

### INTRODUCTION

Considering an upgrade to a more efficient LED lighting and smart Internet of Things (IoT) solution can be a daunting process. With so much product information around, making sense of it all is no simple task. That's why Smarter Building Technologies (SBT) Alliance has taken the guesswork out of the equation.

SBT Alliance modernizes the antiquated market process of how energy efficiency and IoT control projects are engineered, delivered, and supported long term – making the process of creating a smarter building less complicated while saving you money along the way.

### WHERE DO YOU START?

Your space is essential and unique to you, so why shouldn't your lighting and controls be just as unique? Taking the typical market path to a lighting upgrade is asking for confusion. SBT takes the guesswork out of the entire process by drawing on our decades of experience working with end-user clients of all shapes and sizes, from commercial and industrial to university, small business, and government. So, where do you start in creating a smarter facility?



**FIRST:** The first step in any successful project is to identify and understand your facility's unique needs and challenges. Having serviced the industry for over twenty years, SBT Alliance team members know full well the importance

of this critical first step. Since there isn't a "one-size-fits-all" approach that works well, SBT Alliance first works with you to perform a feasibility study and energy audit to identify areas for improvement.

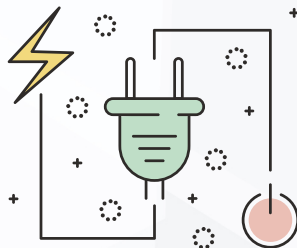


**SECOND:** Leveraging end-to-end support of SBT's three divisions. Sifting your way through the concentrated market of LED fixtures and the complex world of the Internet of Things is no easy task.

What kind of LED technology should your facility use? Do you need advanced controls? How is the control system programmed and supported? What about warranties? The list is long and can be quite tedious to go through.

### Understanding Specialized Applications

Smarter Building Technologies Alliance works with our end-user clients from a vast array of specialized areas, including food processing, defense contracting, government agencies, manufacturing, and more. Each specialized application requires attention to detail that only our past experiences in deploying successful projects can provide.



SBT project engineers work with each end-user clients to meet all specialized requirements.

SBT has the market and product knowledge that's required to help our end-user clients through the process painlessly. With dedicated divisions that are laser-focused on their markets, each SBT Alliance division plays a critical role in creating a smarter solution for your facility.

## SBT ALLIANCE DIVISIONS



### Direct Discount Lighting

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



### Integrated Advanced Controls

**IAC** is an industry pioneer that provides innovative services that include fixture-embedding IoT technologies directly into LED your luminaires and system pre-commissioning.



### Glued Solutions, Inc.

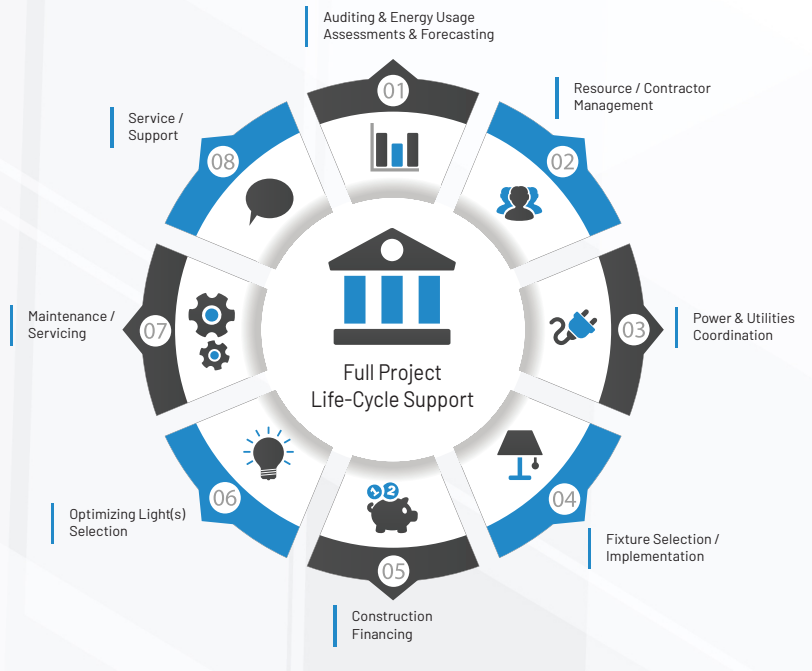
**GSI** is the industry's foremost expert on wireless networked control system technologies and leading provider of IoT control system designs, provisioning, support, and app development services.

## STANDING BY CLIENTS POST CONSTRUCTION

In the traditional market model, once a vendor finished with a project, they take off, and you're often left to your own devices to address any issues that might come up over time. Not with Smarter Building Technologies Alliance.

SBT Alliance division, Glued Solutions, remains connected to you and your system long into the future to provide you with the technical support and system service you need. GSI ensures your system remains optimized, and you hit your project ROI as fast as humanly possible.

Smarter Building Technologies Alliance stands by our clients from end-to-end. We're here for you at the beginning of a project, through the deployment, and long after installation. Working together, we help you continually create smarter infrastructures that drive business value and intelligent spaces.



### HEADQUARTERS

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

### REGIONAL OFFICES

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

### MFG / PRODUCTION

Sacramento, CA  
Tijuana, MX