



SBT ALLIANCE

Smarter Building Technologies Alliance



WHO WE HELP: LED FIXTURE MANUFACTURERS

INTRODUCTION

As an LED fixture manufacturer, you're on the cutting-edge of technological innovation. The challenge comes when navigating the often-convoluted channels of advanced networked control manufacturers. Moreover, how do you get the latest control solutions embedded into your fixture lines?

Smarter Building Technologies Alliance lends a hand navigating these choppy waters by calling on its intimate knowledge of

the market and providing you a vehicle to streamline your go-to-market strategy through SBT Alliance divisions, Integrated Advanced Controls (IAC) and Glued Solutions (GSI).

Integrated Advanced Controls and Glued Solutions help our fixture manufacturer partners solve problems, not create them, by providing resolutions to some critical challenges:

CHALLENGE:	SOLUTION:
How do I providing a controls solution to the market without the liability of "owning" a software system indefinitely	By partnering with the industry's leading wireless networked controls experts, SBT Alliance assumes responsibility leaving you free to focus on your business.
Who is going to provide my team with sales and technical support as inquiries come in from our clients?	SBT Alliance division, Glued Solutions, is the industry's foremost expert on wireless control technologies. Our GSI team provides you with much-needed sales and technical support backup to service your clients.
Systems Design: How do I support system design requests from my clients?	GSI's highly trained and qualified engineers provide cutting-edge system design for a variety of clients and will act as your extended system design resource.
How do I provide training to ensure these new controls are correctly installed, provisioned, and commissioned?	Integrated Advanced Controls provides pre-commissioning services within the factory to ensure systems are provisioned correctly, and Glued Solutions will take it from there, providing all final commissioning and ongoing technical support.
How are all stakeholders compensated?	SBT Alliance has established a creative compensation program that ensures all channel partners receive equitable compensation.

CLOSING

SBT Alliance division, Glued Solutions, is the industry's foremost expert on networked wireless control technologies. These technologies include ZigBee, Bluetooth Mesh, Thread, WiFi, and more.

Working with our LED fixture manufacturer partners, Glued Solutions, and Integrated Advanced Controls, bring the technological know-how and manufacturing processes that are required to add advanced networked controls to your fixture line. Taking you off the hook and allowing you to focus on what's important to you and your team, creating more innovative technologies.



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

For more information, contact SBT Alliance today! 833-SBT-4IOT | info@sbt-alliance.com | sbt-alliance.com