SBT ALLIANCE
Smarter Building Technologies Alliance

ADVANCED SERVICES
SMART SPACE AS A SERVICE (SSaaS) vs. LIGHTING AS A SERVICE (LaaS)

Are You Paying for Dumb Lighting?

Chances are, you are – by a LOT. Even if you are paying out of pocket for a standard LED Lighting upgrade or entering into a Lighting as a Service contact for a new LED lighting system, you need to ask yourself if you're making the right investment. LED Lighting provides excellent energy savings, but if you invest in standalone LED lighting fixtures, you may be throwing your money after dumb technology. So, how does SBT's Smart Space as a Service compare to traditional Lighting as a Service? Let's check it out:

Service Includes:	SMART Space as a Service (SSaaS)	Lighting as a Service (LaaS)	Additional Details
Project funding based on energy savings.	✅	✅	
No out of pocket cost for a lighting upgrade.	✅	✅	
Repair & replacement of failed fixtures.	✅	✅	
Low monthly subscription.	✅	❌	SBT's SSaaS program provides end-user clients with a consistent low subscription rate. Many LaaS provider's rates are based on profit margin, causing their subscription rates to be substantially higher.
Yearly lighting system assessment to test functionality and identify problem areas.	✅	❌	Typical LaaS programs do not perform yearly lighting assessments to identify potential issues and rely on end-user clients to report outages.
Advanced IoT devices embedded into fixtures.	✅	❌	LaaS programs typically only cover LED fixtures, resulting in a low tech luminaire.
Big data drives system analytics.	✅	❌	With advanced IoT devices embedded into each LED, SBT's SSaaS program utilizes big data to provide you with deep system insights.
Real-time on-site analytics and system support tools.	✅	❌	Every SSaaS program comes with a dedicated S|HUB Tablet that provides end-users with direct technical support, system analytics, and access to innovative IoT applications.
System optimization roadmap, including task tuning & scheduling updates.	✅	❌	SSaaS provides you with system optimization roadmaps so you can get more out of your system. Traditional LaaS simply supply you with an LED light that turns on and off.
Increased monthly cashflows.	✅	❌	With capabilities to drive further energy savings through IoT controls, our SSaaS program typically drives higher monthly cashflows over traditional LaaS programs.
Drive new revenue streams and enhanced space analytics through IoT apps.	✅	❌	As part of every SSaaS program, system end-users are furnished with a dedicated S	HUB Tablet that hosts a bevy of IoT applications developed by SBT Alliance and other industry partners.
Ongoing technical support, including chat, phone, video, and email.	✅	❌	Under a LaaS program, you're lucky to get a phone number to call when things go wrong. SSaaS, on the other hand, provides end-users with longterm ongoing technical support through our innovative S	HUB Tablet.
Integration of additional building systems onto a single platform.	✅	❌	Under the SSaaS program, end-users can integrate additional building systems onto SBT's S	HUB Tablet for more streamlined operational management. Under a LaaS program, you get LEDs.

SBT Alliance's Smart Space as a Service goes far beyond simply selling you LED lights. Smarter Building Technologies is committed to providing you with creative funding solutions, IoT analytics, and advanced technical support software through our Smart Space as a Service program.

Easy as One, Two, Three...

SMART Space as a Service Project Funding

LED & IoT Controls Upgrade with Positive Monthly Cashflow

Future-Proof Smart Building

INVEST IN A DIGITAL FUTURE WITHOUT BREAKING THE BANK
Let SBT Alliance's Smart Space as a Service program empower your business.

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