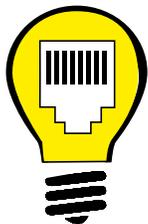




►► **Siemon Digital Lighting
Partner (DLP) Certification.**

Bringing low-voltage opportunities to light.



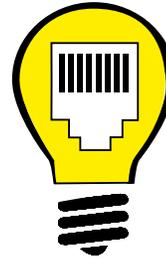
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Illuminating the Way to Savings



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In today's digital world, buildings depend on a wide range of technologies to make them smarter, more energy efficient and valuable to the people that live, study and work in them. As an integral component of an intelligent building, digital lighting where LED lights are controlled, monitored and powered over one centralized network offer significant cost, safety and comfort benefits for building owners and occupants alike. In fact, studies show that over a 10-year period, digital lighting has the potential to reduce total lighting costs by up to 30% compared to traditional AC-powered fluorescent systems.

Low-voltage installers understand the nuances of properly deploying network infrastructures to support intelligent building devices and remote powering applications like power over Ethernet (PoE). Part of Siemon's ConvergeIT™ Solutions for Intelligent Buildings, Siemon's Digital Lighting Partner (DLP) Certification was specifically developed to arm our certified installers with the training, partner network and sales support they need to deploy high-performance, quality network infrastructures that will enable the cost savings and health benefits organizations are seeking to achieve through digital lighting.



Reduced Energy Consumption

LED lights use 30 to 70% less power and put off 20 to 50% less heat than traditional sources.



Lower CAPEX Deployments

LED lights can be powered using PoE with a deployment cost at 75% less than AC power runs.



Lower Maintenance Costs

LED lights are more durable and last up to eight times longer than traditional fluorescent sources.



Integration with IoT

LED lights connect to the network to facilitate control and communication with other building systems.



Earth and Tenant Friendly

LED lights feature safe low-voltage operation, no hazardous materials and half the carbon emissions.



Improved Health Benefits

LED lights can be controlled to improve light quality for better circadian rhythm and reduced eye strain.



A Strong Partner Network

Siemon's ConvergeIT Intelligent Building Ecosystem brings together Siemon's advanced cabling systems and intelligent building program expertise with a team of like-minded certified DLPs and innovative Smart Sales Partners (SSPs) with intelligent building design and integration expertise to help customers around the world build profitable intelligent buildings. Along with other intelligent building experts, Siemon is a founding partner and the only end-to-end solution partner within the Cisco Digital Building Ecosystem that promotes converging previously disparate systems on a single IP network with a keen focus on PoE lighting.

Siemon DLPs Are The Go-To Experts

Through Siemon's strategic alliances with world-leading PoE equipment and lighting manufacturers, as well as experienced building industry consultants and system integrators, DLPs have the support they need to deliver innovative turnkey solutions and high-performance, quality infrastructures that ensure alignment with business goals and ensure maximum savings over the life of a facility.

- **Thoroughly Trained and Educated** via Siemon's custom digital lighting training program, growing library of educational resources and exclusive continuing education webinar series.
- **Backed by Comprehensive Sales Support** that includes a digital lighting showcase at DLP locations and bid proposal coordination.
- **Strategically Aligned** with Siemon Smart Sales Partners (SSPs) and design experts to ensure customers receive the right PoE equipment and digital lighting solution.

When it comes to capitalizing on digital lighting opportunities, Siemon DLPs let organizations around the world install with confidence.



What is the industry saying about Siemon's DLP Program?



"PoE powering our future has become a realistic goal thanks in part to the minds at Siemon, who have a proven track record of delivering performance and a quality infrastructure second to none. The DLP program answers the question of who will install and support this new lighting technology. We are looking forward to the future of lighting."

– Mark Higgason, Executive Vice President, Encompass Audio Visual, Chicago, Illinois.



"When we embarked on a new 75,000 square-foot building project on campus, Siemon was instrumental in getting us to think differently in terms of lighting solutions, including giving serious consideration to the benefits of a converged infrastructure and intelligent building strategy that included LED lighting. It was through our partnership with Siemon that Rice was able to connect with one of Siemon's complementary manufacturers to procure LED lighting fixtures and work with a Digital Lighting Partner to ensure proper implementation. This partnership continues to move us toward significant cost reduction and enhanced environmental benefits when compared to traditional lighting technology. "

– Brian Soika, Director of Procurement, Rice University, Houston, Texas.



"PoE continues to grow as the preferred method of power delivery over the network, and we have all seen the flexibility and cost savings offered by PoE for IP telephony and high performance WiFi networks. The next step to extend the benefits of PoE is to incorporate other building services such as lighting. For structured cabling services, it is imperative that we have a strong product offering to take advantage of this PoE growth potential. Siemon's DLP program has been the obvious choice as it builds upon our existing CI relationship with Siemon and allows our installation teams to work with the high-quality products they are already familiar with coupled with the backing of industry experts. The DLP program ensures we can bid with confidence on any lighting project, safe in the knowledge that Siemon, allied with major lighting manufacturers, have a solution to address every need."

– Brian Forde, owner of Structured Cabling Services Limited, Birmingham, United Kingdom.

Bringing your low-voltage opportunities to light.

Why wait? Call now to learn more about how the Siemon Digital Lighting Partner (DLP) Certification can help you.



Visit the Siemon.com Digital Lighting Partner (DLP) Certification page:
go.siemon.com/DigitalLightingPartner



24/7 Customer Support: [Customer Service Representatives Global@siemon.com](mailto:Customer_Service_Representatives_Global@siemon.com)



Siemon Headquarters: (1) 860 945 4200
North America Customer Service: (1) 866 548 5814 (toll-free US)
Worldwide Office Numbers Listed Below



View our distributor locator: go.siemon.com/DigitalLightingPartnerDistributor

Because we continuously improve our products, Siemon reserves the right to change specifications and availability without prior notice.

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