# LED LIGHT TECHNOLOGY–TALKING POINTS FOR SALES GENERATION

These are all things that customers are looking for and would benefit from. Controls could be huge for all customers.

- We can handle any scope of work on a National level from providing materials to turnkey projects with installation from large to small scale projects.
- We are very familiar with Datacenters can provide a huge savings for those centers as they burn so much energy.
- Our Executive Team collectively has over 70 years in the lighting business coming from backgrounds such as GE, Philips, and Cree.
- We work with major Fortune 500 companies such as AT&T, Del Monte, CBRE, UPS, FCP Properties and others.
- We specialize in new construction and retrofitting of LED fixtures along with Smart Building Controls. Our company has an extensive line card and is brand agnostic and cover all areas of lighting from decorative to sports lighting.
- We know how important safety is to businesses and can provide wifi security and cameras for interior and exterior buildings, also great for parking lots and decks.
- We also calculate and add utility rebates into our customers projects and put together financials to show the return on investment
- In addition to lighting, which would interest many of your current customers. Even if lighting isn't at the top of their priority, they can integrate our smart control system. Our building IOT control systems can be integrated into the existing BMS (building management system) and act as a united unit. Our controls can remotely monitor facilities via revenue grade meters (electrical, gas, and water) as well as a full suite of environmental sensors, leak detection, space utilization of people, tracks customer or people flow in a space, smart thermostats, wirelessly monitor HVAC components.

Questions:
- How would you promote or connect us with your existing customers?
- Would you be open to holding a Webinar on lighting solutions and controls for your customers?
- What do we need to do on our end to make this a successful partnership?