

LEDVANCE.COM



**READY  
TO TAKE OFF  
WITH CONNECTED  
LIGHTING?**

**GET STARTED NOW.  
WITH LEDVANCE.**

**PRODUCT HIGHLIGHTS MARCH 2020**





**EROL KIRILMAZ,**  
Chief Sales and Marketing  
Officer (CSMO)

Dear readers,

also in 2020 we are setting yet another milestone in LEDVANCE's success story. While back in 2016 – having just emerged from OSRAM's general lighting division – we only offered a limited selection of luminaires, in 2018 we went in with a bang and launched a very extensive portfolio under our own brand.

2020 we will be showing how we translate 100 years of professional lighting expertise into complete lighting solutions for various applications. Our range of luminaires, lamps, light management systems and the LED Strip System makes us your “full-range supplier”. This is once again testimony that we are rightly regarded as one of the two global champions of general lighting and are already among the big five of luminaire providers in Europe.

However, we are aware that this success was possible not only thanks to systematic development of innovative technologies, an attractive comprehensive product portfolio and strengthening of our customer teams. It was also thanks to you, our customers and partners, who help us to recognize trends time and time again and to respond to the needs of the market with innovative and smart lighting solutions. We would therefore like to take this opportunity to record our appreciation for all that you do – you are part of the LEDVANCE success story. With your confidence in us, we are doing everything we can to continue to offer you innovative lighting and service solutions.

I cordially invite you to carry on shaping the future of light together with us.

Yours

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Interview with the new regional manager in Garching, Dr. Oliver Vogler

## PROFILE

Strategic thinking at a global level is one of Dr. Oliver Vogler's great strengths. His many years of experience and extensive industry knowledge have been instrumental in shaping LEDVANCE's strategic direction for years. His career took him from McKinsey to OSRAM where his last role was as Head of Global Sales Marketing. At LEDVANCE, he has held various positions in the areas of strategy, sales, marketing and corporate development since the carve-out. Starting in January 2020, he took over as Managing Director for Western Europe.

# “WE WANT TO ADD MORE VALUE AGAIN TO THE LIGHTING INDUSTRY.”

## INTERVIEW WITH DR. OLIVER VOGLER, MANAGING DIRECTOR WESTERN EUROPE

**EDITOR:** *Dr. Vogler, you can look back on more than 10 years of experience in the lighting industry. Now, as Managing Director of Western Europe at LEDVANCE, what is your long-term vision?*

**DR. VOGLER:** Our goal is to be one of the top five luminaire providers in Europe by the end of the year. But I also have a longer-term vision: I see ourselves as a leader in sustainable lighting solutions, with the aim of improving everyone's productivity, health and well-being.

**EDITOR:** *Can you explain this in more detail?*

**DR. VOGLER:** In the broader sense, we already offer many sustainable lighting solutions with our energy-saving and long-lasting LED products. But more specifically, we are also developing products for a sustainable circular economy. Most of our major competitors are focusing on integrated LED products. We, on the other hand, are already able to offer numerous replacement and retrofit solutions thanks to our leading position in the fields of lamps and drivers. This puts us in a good position to contribute to the European Green Deal – and to support our partners in successfully meeting the challenges of a sustainable economy.

**EDITOR:** *But sustainability is not just about the economy and the environment ...*

**DR. VOGLER:** Correct. For example, the megatrend toward a better work-health balance, as I like to call it. That's also a major sustainability issue. Our new BIOLUX® human centric lighting system aims to improve people's sleep, health and performance. We want to share the fascinating opportunities that open up here with our partners in 2020.

**EDITOR:** *The lighting market continues to change. How is LEDVANCE dealing with this change?*

**DR. VOGLER:** In terms of our claim to be a leader in work-health balance, I see three areas in particular that we will be proactively addressing:

1. Expanding our project expertise: We already have a really strong position in professional luminaires. To offer complete lighting projects from a single source in the future, we will significantly expand our product portfolio and service offering. This is how we want to make our mark as the brand of choice for electrical installers and planners, but also designers and architects – and at the

same time pursue our best-partner approach with electrical wholesalers.

2. Digital transformation: We invest heavily in research and development to improve the usability of our products and to connect them with each other. And we're stepping up our partnerships with leading players such as Google, Apple and Amazon. At the same time, sales channels are becoming more digital.

3. Changing awareness: We want to add more value again to the lighting industry. Especially on the consumer side, we still have a product category with low price expectations and low interest. At the same time, people are striving for a better work-health balance – but are forgetting the importance of good quality light. That's exactly where I see a great opportunity for us and our professional partners. ■

# NEW OPPORTUNITIES THROUGH BETTER LIGHT

## SHAPING THE FUTURE WITH LEDVANCE

With more than 100 years of experience in general lighting, LEDVANCE combines traditional lighting technology with pioneering lighting innovations. In addition to this unique know-how, we particularly rely on long-term customer relationships and a strong global sales network.

As technology trend experts, we are leading the way in meeting the rapidly changing demands for high-quality and long-lasting light. And as a strong local partner, we are always reliably at your side in over 140 countries.

Whether it's luminaires, lamps, our LED strip system or state-of-the-art light management solutions, our teams of specialists are focused on the specific needs of our customers. We are making a decisive contribution to increasing your competitiveness with easy-to-use, intelligent lighting solutions and technical innovations.

Take off with us – and discover the new worlds of better light.



## GOOD REASONS FOR CHOOSING LEDVANCE



**COMPREHENSIVE PORTFOLIO**  
OF LIGHTING PRODUCTS IN OUT-  
STANDING QUALITY (SEE P. 8–24)



**ACTIVE SUPPORT**  
FROM OUR EXPERIENCED  
LIGHTING EXPERTS



**GLOBAL AVAILABILITY**  
WITH A STRONG PRESENCE  
IN OVER 140 COUNTRIES



**TAILOR-MADE CUSTOMER  
SOLUTIONS**  
THANKS TO AN INNOVATIVE  
ASSEMBLE-TO-ORDER CONCEPT  
(SEE P. 25)



**PROFESSIONAL TRAINING**  
FOR MARKET REQUIREMENTS  
OF THE FUTURE (SEE P. 25)



**VERSATILE SUPPORT TOOLS**  
FOR EFFICIENT, CUSTOMER-  
FOCUSED WORK (SEE P. 27)

# LEDVANCE IN FIGURES

ACTIVE IN MORE THAN

## 140

COUNTRIES

WITH OFFICES IN MORE THAN

## 50

COUNTRIES

WE MANUFACTURE

# WORLDWIDE

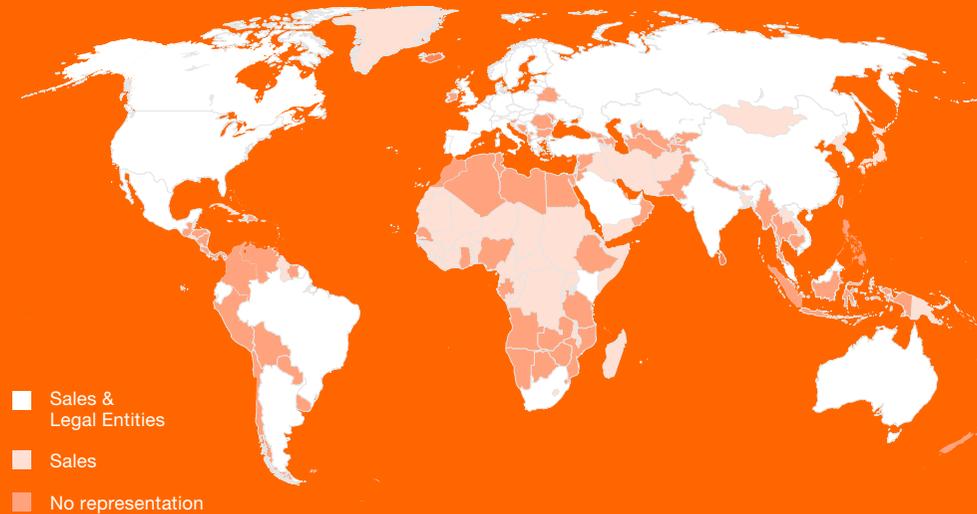
TO THE HIGHEST STANDARDS

AROUND

## 1.8 BILLION

EUROS IN SALES  
IN FISCAL YEAR 2018

# MARKET PRESENCE OUTSTANDING AND GLOBAL



## WHAT YOU CAN ALWAYS RELY ON

### INNOVATION IS OUR TRADITION



We stand for progress and the ambition to play a pioneering role in the future of light. And we combine our 100 years of lighting expertise with the courage to explore new paths.

### MUCH MORE THAN LAMPS



Everything from a single source: luminaires, lamps, strips, light management systems, components from “Basic to Premium” and a clear focus on LED technology. And continually innovative products and solutions for application-specific lighting requirements.

### FIRST-CHOICE PARTNER



With our broad portfolio, powerful sales network and outstanding global access to markets, we are the strategic partner for reaching your objectives.



## SCALE – AWARD-WINNING LUMINAIRE DESIGN

With courage, energy and flexibility, we are embarking on new paths in the world of light. This attitude has now taken an innovative form by the name of SCALE.

SCALE translates our brand identity into a modern design language that can be implemented in a variety of lighting applications. Always individual, always aesthetic, always functional – and always with tangible value.

This fascinating combination of form and function not only excites our customers. SCALE also picked up the 2019 German Design Award.



# CASE STUDY: TIROL KLINIKEN

## MODERN LED LIGHTING AS AN IMPORTANT PILLAR OF SUSTAINABLE ENERGY MANAGEMENT

The Tirol Kliniken are committed to sustainability – especially in energy management. The lighting at Innsbruck hospital has consequently been upgraded step-by-step to LED technology since 2016.

As of today, around 6,000 modern LED luminaires from LEDVANCE have been installed there. Not only do patients, visitors and employees now benefit from better quality of light, but the LED luminaires also achieve energy savings of up to 50 % in terms of lighting.

Other advantages are simple installation, a longer life (up to 50,000 hours) and as a result, reduced installation and maintenance costs.

**PROJECT:** Upgrade to LED lighting at Innsbruck hospital

**APPLICATION:** Healthcare, lighting for hospitals and clinics

**TECHNOLOGY:** LED technology

### LEDVANCE PRODUCTS:



LED Panel 625



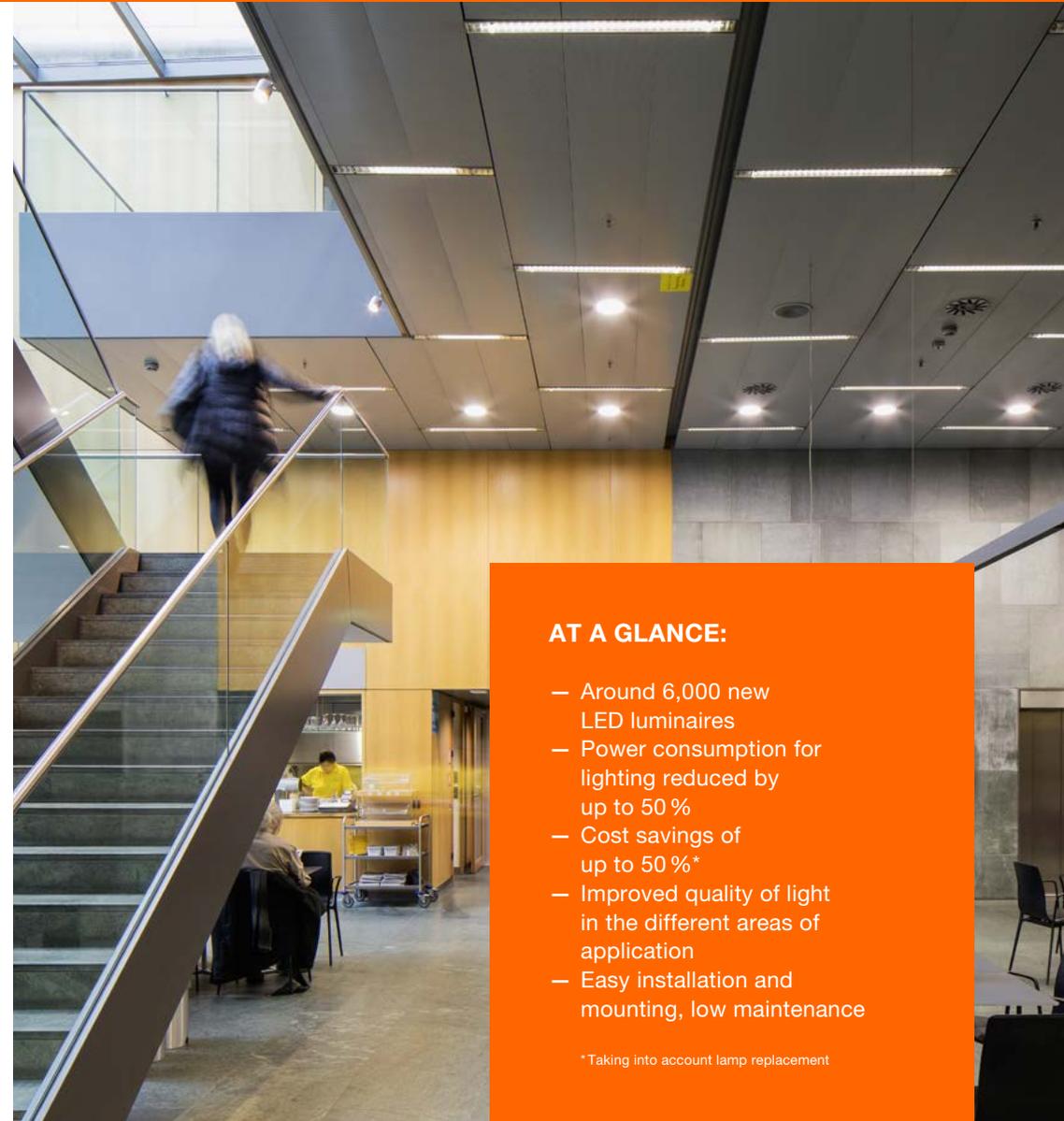
LED Panel 1200



LED Damp Proof



LED Downlight



### AT A GLANCE:

- Around 6,000 new LED luminaires
- Power consumption for lighting reduced by up to 50 %
- Cost savings of up to 50 %\*
- Improved quality of light in the different areas of application
- Easy installation and mounting, low maintenance

\* Taking into account lamp replacement

# CUSTOMER FOCUS COMES IN THREES: OUR PRODUCT SEGMENTATION



Sample packaging\*

A clear color coding system on packaging ensures that you always go for the right product.

Some of your customers are looking for the best value for money. Others are looking for high-quality, demand-oriented solutions. And others are only satisfied with the optimum. With our product segmentation for luminaires and LED strips, we help you to precisely meet these different customer requirements – very clearly and immediately visible.

## SEGMENTATION CLASSES:



**SUPERIOR CLASS**

Sometimes only the best will do. The LEDVANCE Superior Class range comprises premium products that set standards in technology, quality and design. These top-of-the-line products are impressive in every respect and are the right choice for realizing particularly demanding, prestigious projects with special lighting requirements.



**PERFORMANCE CLASS**

In the LEDVANCE Performance Class you will find a reliable solution for the majority of your lighting tasks. Our core portfolio includes a wide range of high-quality, demand-oriented products with excellent performance in terms of lifetime, efficiency, material and quality of light. Features such as easy installation, DALI versions and comprehensive guarantees add value.



**VALUE CLASS**

High performance at an attractive price – that's what the LEDVANCE Value Class is about. The products in this range are characterized by a standard lifetime, efficiency and quality of light, making them the right choice for everyday installation needs and projects where, in addition to reliability, the focus is on cost-effectiveness in particular. Additional features such as DALI extend the range of applications in this class.

\*From September 2020

# HUMAN CENTRIC LIGHTING

## LEDVANCE BIOLUX® FOCUSING ON PEOPLE IN LIGHTING DESIGN

NOMINATED FOR  
THE GERMAN  
INNOVATION AWARD



Light is essential – for our well-being, happiness and performance. Human centric lighting (HCL) is closely linked to this biological effect of light. And with our BIOLUX® system, we are opening up completely new opportunities for companies and their employees.

Staying focused at work, an extra boost for special tasks, supporting creative processes, creating relaxing moments, increasing well-being through a natural atmosphere – BIOLUX® promotes and maintains the most valuable resource companies have: their employees.

The system supports the highest scientific and regulatory requirements. It was developed following the guidelines of the German Social Accident Insurance (DGUV) and the International Commission on illumination (CIE).



### FAST & EASY – BIOLUX®: THE SMART ENTRY-LEVEL HCL SYSTEM

Benefits for installers and users  
at a glance:

#### 1. SIMPLE INSTALLATION

No additional wiring and  
no configuration.



#### 2. INTUITIVE OPERATION

Simple and convenient using  
a rotary switch and display.  
No prior knowledge required.



#### 3. BIOLOGICALLY EFFECTIVE LIGHT

Changing color temperatures and illuminance  
levels support the human biorhythm, performance  
and well-being.

# BIOLUX® (HCL) – OUR HIGHLIGHTS FOR YOUR SUCCESS

Lighting solutions for modern work environ-  
ments must be designed to promote creative  
thinking and high levels of concentration  
at desks, in service sectors and in factories.  
Human centric lighting places the focus  
on people and their need for natural light.  
Flexible, stimulating and effective.



BIOLUX® control unit



BIOLUX® HCL downlight



BIOLUX® HCL panel

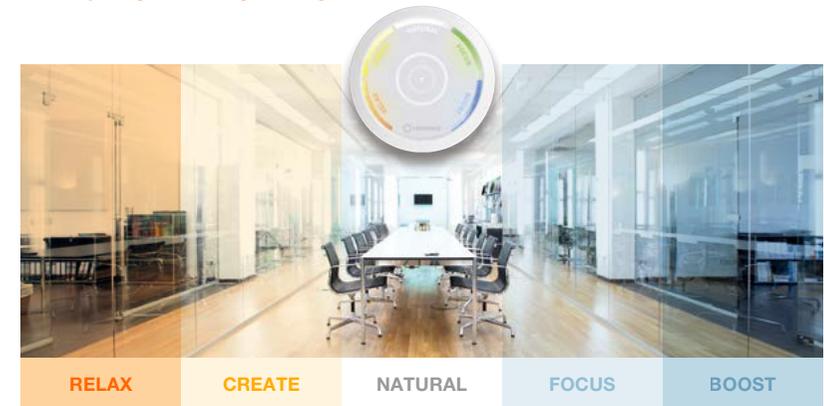
### BIOLUX® HCL-SYSTEM

The BIOLUX® HCL system from LEDVANCE  
automatically adapts artificial light to changes  
in daylight thanks to an intelligent, patent-  
pending algorithm – accurate for the day  
and location and for the best possible  
biological effect. It consists of two compo-  
nents: the BIOLUX® control unit and the  
BIOLUX® LED luminaires which communi-  
cate with each other wirelessly via the  
ZigBee protocol. Operation is intuitive,  
with preprogrammed lighting profiles being  
selected via a rotary switch on the control  
unit.

BIOLUX® is ideal for single room solutions  
with up to 20 luminaires<sup>1</sup> such as meeting  
rooms or offices with little or no daylight.

For more information go to  
[hcl.ledvance.com](http://hcl.ledvance.com)

### THE 5 LIGHT PROFILES:

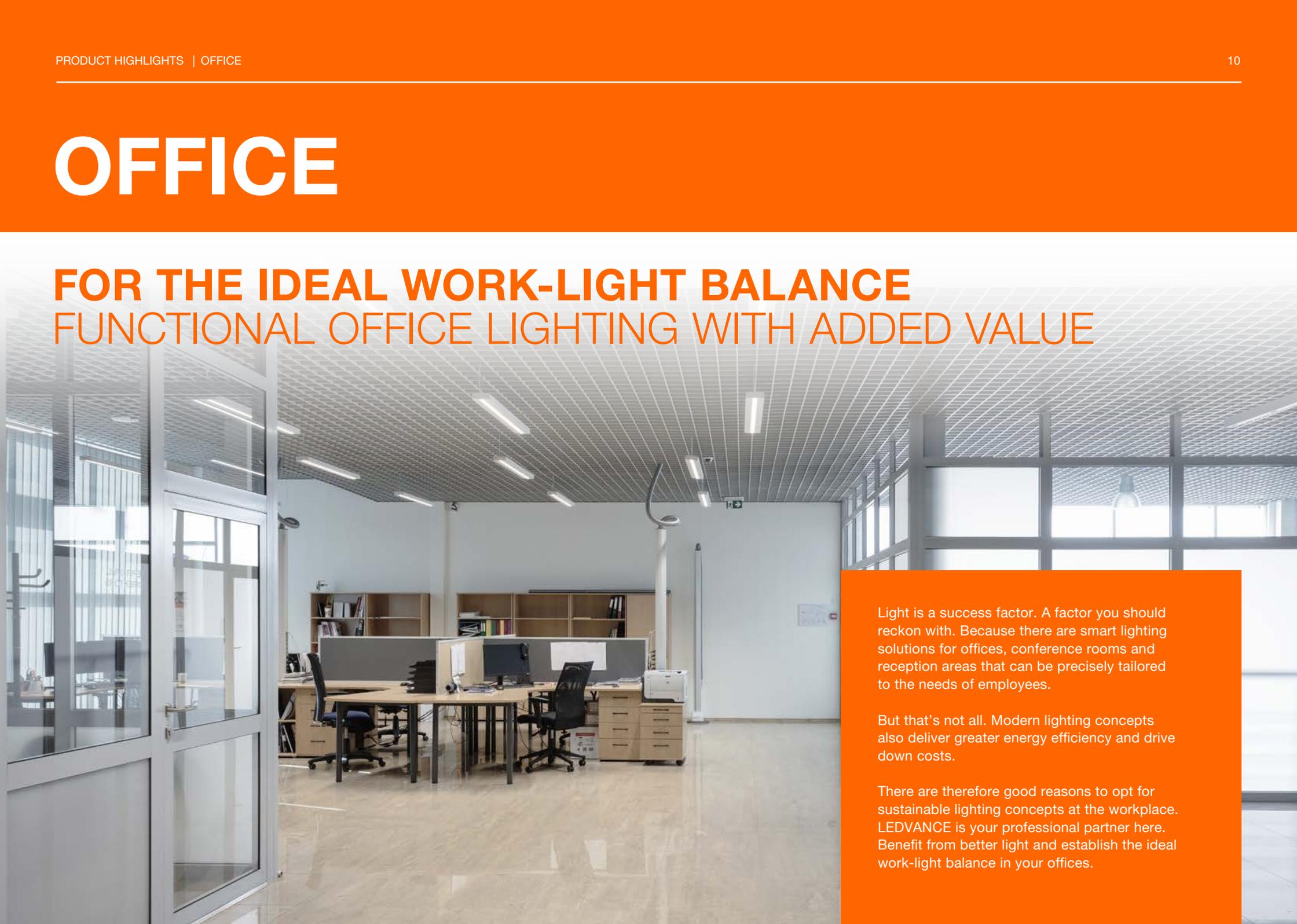


- RELAX: E. g. during breaks in meetings
- CREATE: For creative activities, e. g. in workshops or brainstorming sessions
- NATURAL: Default setting
- FOCUS: Enhanced concentration, e. g. in meetings
- BOOST: Highest concentration for highly detailed and particularly demanding tasks

<sup>1</sup> Higher number of luminaires on request

# OFFICE

## FOR THE IDEAL WORK-LIGHT BALANCE FUNCTIONAL OFFICE LIGHTING WITH ADDED VALUE

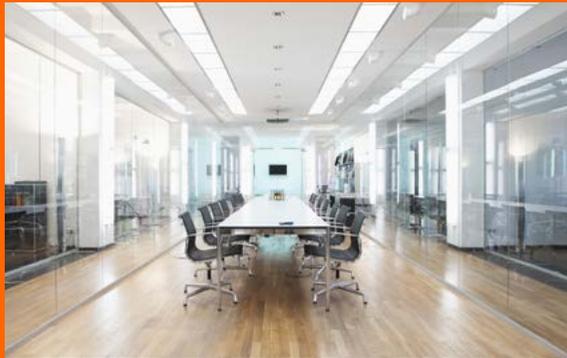


Light is a success factor. A factor you should reckon with. Because there are smart lighting solutions for offices, conference rooms and reception areas that can be precisely tailored to the needs of employees.

But that's not all. Modern lighting concepts also deliver greater energy efficiency and drive down costs.

There are therefore good reasons to opt for sustainable lighting concepts at the workplace. LEDVANCE is your professional partner here. Benefit from better light and establish the ideal work-light balance in your offices.

# OFFICE – OUR HIGHLIGHTS FOR YOUR SUCCESS



In our Office segment we offer luminaires in a wide range of forms – including panel, linear and downlight – to suit all room types. Their high comfort levels reduce eye strain and make it easier to concentrate. Thanks to automated lighting control with sensors, DALI and ZigBee connectivity,

the already high efficiency of LED lighting can be further increased. And what you can always expect is that our products very quickly pay for themselves thanks to rapid installation, low operating costs and minimal maintenance.

## YOUR EXPECTATIONS

Modern office lighting should do more than just illuminate workplaces. It has to create an atmosphere in which employees feel comfortable and can concentrate fully on the task at hand. As a cost factor, the lighting also needs smart and efficient control. In other words, light has to be a worthwhile investment in every respect.



### LEDVANCE PANEL IndiviLED® DALI

- Homogeneous light distribution and reduced glare ( $UGR \leq 16$ ) thanks to IndiviLED® optics
- Robust casing with IK08
- High energy savings through efficiency of up to 120 lm/W
- Low-flicker light thanks to special electronic control gear



### LEDVANCE LINEAR IndiviLED® DIRECT DALI

- Sensor, emergency lighting and through-wired versions available
- Various mounting options
- Low-flicker light
- Energy savings of up to 50 % (compared with T5 batten luminaires)



### LEDVANCE DOWNLIGHT UGR19

- Perfect LED replacement for CFL downlights
- Cut-off angle (up to 30 %) for comfortable office lighting
- Anti-glare ( $UGR \leq 19$ ) and low-flicker ( $\leq 10 \%$ )
- Energy savings of up to 60 % (compared with luminaires featuring standard technology)
- Simple installation
- IP54 type of protection



### LEDVANCE SF BULKHEAD – LEDVANCE LED STRIP TUNABLE WHITE

- Ideal for use in stairwells and corridors
- Also suitable for use outdoors
- SF BULKHEAD: extremely robust, with excellent impact resistance (IK10) and UV stability
- LED STRIP TUNABLE WHITE: dynamically adjustable color temperature from cold white to warm white

# SHOP



**MAKING CUSTOMERS' EYES SHINE**  
OUR SHOP LIGHTING TURNS  
SHOPPING INTO AN EXPERIENCE

Successful retailers offer more than things to buy. They offer an experience. Lighting plays a crucial in this.

The right light turns a product into an attraction. An attraction not only to be admired but also to be purchased. Retailers who use innovative concepts to present their showrooms in the right light can count on more customers and higher sales.

LEDVANCE offers a wide variety of lighting solutions for all areas of a shop – the facade, the shop window and the interior, from small shops to large supermarkets. Solutions with vibrant colors and clear design that translate into radiant sales.

# SHOP – OUR HIGHLIGHTS FOR YOUR SUCCESS



Displaying merchandise to best effect, our shop solutions can transform sales rooms into appealing worlds of experience thanks to excellent color rendering and high light output. Attention is drawn to the illuminated products, with the aesthetic design of the luminaires perfectly blending into

the shop ambience. High energy savings, easy installation and low maintenance ensure particularly economical use. And thanks to our track systems, the lighting can be tailored to your needs with great flexibility.

## YOUR EXPECTATIONS

Every shop needs a tailor-made lighting concept because only optimum light can display merchandise at its best. It's also important for luminaire design to underline the aesthetics of the merchandise on display. And of course the lighting costs have to be offset as soon as possible through rapid installation, low operating costs and minimal maintenance.



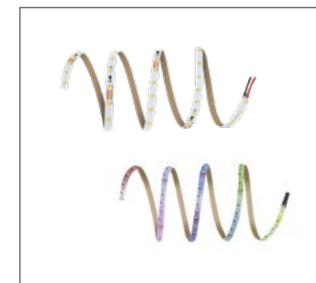
### LEDVANCE TRACKLIGHT SPOT ZOOM DIM

- Dimmable 3-phase track-mounted spotlight with mechanical zoom optics integrated in the housing; beam angle: 15°–55°
- Dimmable (7% – 100%) by means of a slider on the housing
- 3-phase adapter compatible with common tracks included
- Excellent color rendering: CRI 97 and  $R_g \geq 90$



### LEDVANCE TruSys®

- High-quality aluminum design with internal mounting clips
- Very simple and time-saving installation
- Luminous efficacy of up to 135 lm/W and a lifetime of up to 50,000 h
- Available in 4 beam angles for perfect illumination of merchandise in shops
- Available as a DALI version



### LEDVANCE LED STRIP SYSTEM<sup>1</sup>

- Easy to combine thanks to perfectly matched modular system with LED strips, profiles, covers, drivers and other accessories
- Easy to plan thanks to the LED Strip System Configurator
- Easy to install thanks to prewiring and optimized strip lengths



### OSRAM SubstiTUBE® FOOD LED

- For fresh and appetizing food presentation
- No sagging thanks to glass technology
- Splinter protection through special PET coating
- Simple lamp replacement without rewiring
- Energy savings of up to 60% (compared with T8 fluorescent lamps)

<sup>1</sup> Available as Superior Class, Performance Class & Value Class

# HOSPITALITY

## NEW DIMENSIONS IN WELL-BEING HOSPITALITY LIGHTING IN ITS MOST INVITING FORM

Lighting for the hospitality sector is much more than a necessary technical installation. As a design element, light is an important element for the well-being of guests and employees.

LEDVANCE's hospitality portfolio shows how this feel-good atmosphere can be achieved despite the ever-present cost pressures. As experts in general lighting, we offer a wide selection of LED lighting solutions as part of atmospheric and energy-efficient room designs as well as smart lighting controls to cover all demands. Whatever the function – from gala dinners to conferences – your rooms will always appear in the best light.

# HOSPITALITY – OUR HIGHLIGHTS FOR YOUR SUCCESS



Our wide range of lighting solutions help hoteliers and caterers to present hospitality in its best light and to adapt perfectly to the needs of their guests. Elegant and representative with our LED strips, stylishly accentuated with our LED spotlights, cozy and intimate with our GLOWdim

products – better light welcomes people and invites them to linger. In all this, finance managers will also appreciate the LEDVANCE hospitality solutions because of their energy efficiency, simple installation and low maintenance costs.

## YOUR EXPECTATIONS

Light in hotels and restaurants should create a pleasant atmosphere – and much more. Hospitality lighting should also save energy, be easy to integrate in light management systems and innovative lighting control concepts, and provide security and emergency functions.



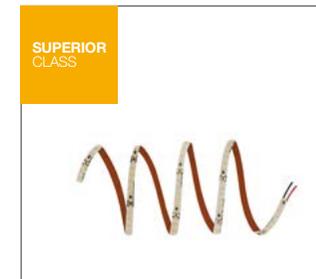
### LEDVANCE SPOT SQUARE ADJUST

- Cut-off angle for good glare reduction and high visual comfort
- High luminous efficacy
- Housing made of die-cast aluminum for improved heat dissipation
- Energy savings of up to 90 % (compared with halogen spotlights)
- External driver for enhanced flexibility<sup>1</sup>



### LEDVANCE TRACKLIGHT SPOT COMPACT

- 3-phase tracklight in modern shape and attractive color
- Ideal for high-quality room layouts through aesthetic SCALE design and built-in driver
- Made in Germany
- CRI ≥ 90 and SDCM ≤ 3



### LEDVANCE LED STRIPS SUPERIOR CLASS

- Life of up to 60,000 h<sup>2</sup>
- Color rendering index CRI 90
- Color consistency SDCM ≤ 3
- Luminous fluxes from 500 to 2,000 lm/m – for ambient, cove and general lighting
- 5 color temperatures: 2,700 K, 3,000 K, 4,000 K, 6,000 K, 6,500 K
- Salt mist/UV resistant (IP67)



### VINTAGE EDITION 1906

- Efficient LED technology in a trendy retro design
- Subtle atmospheric light – ideal for the hospitality industry
- Energy savings of up to 80 % (compared with conventional technologies)
- Comprehensive portfolio of LED lamps and luminaires

<sup>1</sup> Compatible with selected DALI drivers

<sup>2</sup> L80/B10 at T<sub>p</sub>: 45°C

# INDUSTRY

**OUR RAW MATERIAL  
FOR YOUR SUCCESS**  
A CONVEYOR BELT  
OF INNOVATIVE SOLUTIONS

Light is a crucial raw material in industry – in large factories, in agricultural production and in quality control labs.

The right light in the right environment can boost concentration, eliminate errors and improve efficiency.

LEDVANCE therefore offers a broad spectrum of innovative lighting solutions for industry. We stand for highly efficient products that meet the highest demands. Products that take the raw material of light and refine it perfectly for industry.



## YOUR EXPECTATIONS

Lighting in industrial facilities has to meet very special requirements. It has to function reliably and at best automatically even in dusty, damp or vibrating environments. It also has to comply with the demands of various sectors, such as fire protection, and also meet the most stringent cost management requirements.



# INDUSTRY – OUR HIGHLIGHTS FOR YOUR SUCCESS

Extremely robust, functional, powerful, reliable and safe, our LED lighting solutions for industry have been specifically developed for use in this demanding environment. To boost their efficiency still further, many of them have sensors, or DALI or ZigBee connectivity.

And in terms of economy, our industrial products meet the highest demands. Significant energy savings, easy assembly and very low maintenance mean they soon pay for themselves.



### LEDVANCE TruSys® PERFORMANCE

- High system efficiency of up to 160 lm/W and a life-time of up to 60,000 h<sup>1</sup>
- DALI and safety lighting available
- 5 beam angles and 3 different lumen packages
- More comfort and safety thanks to a clever push-button solution for installing the luminaire modules

### OSRAM SubstiTUBE® T5 UNIVERSAL

- Operation with ECG and mains voltage
- High luminous flux of up to 5,600 lm
- High luminous efficacy of up to 156 lm/W
- Long life of up to 60,000 h<sup>1</sup>
- No bending thanks to glass technology
- Splinter protection
- Use in temperatures from -20 to +50 °C

### LEDVANCE DAMP PROOF DALI

- High compatibility thanks to DALI-2 certification
- Easy installation and flexible use thanks to extensive mounting and suspension accessories (included)
- Energy savings of up to 50 %<sup>2</sup>
- Homogeneous light distribution and high luminous efficacy (up to 115 lm/W)
- Type of protection: IP65

### LEDVANCE HIGH BAY DALI CONSTANT LUMEN OUTPUT

- Constant luminous flux throughout its lifetime thanks to constant lumen output
- High compatibility with LMS dimmers and sensors thanks to DALI 2.0 interface
- Attractive system efficiency of up to 140 lm/W
- Simplified installation and through-wiring with push button terminal

<sup>1</sup> L70/B50

<sup>2</sup> Compared to luminaires with fluorescent lamps

# OUTDOOR & PARKING



**LOWER ELECTRICITY COSTS, MORE LIGHT**  
OUTDOOR AND CAR PARK LIGHTING SHOWS THE WAY FORWARD

Modern lighting technologies significantly increase the feeling of safety – and do much more on top of that.

A holistic lighting system manages to balance all application-specific requirements. The right light distribution, long lifetimes and the robustness of the products come first in outdoor lighting. With its extensive portfolio of luminaires and lamps and its outstanding consulting expertise, LEDVANCE is a strong and reliable partner for countless companies and authorities.



## YOUR EXPECTATIONS

Outdoor lighting in the public or private sector needs to meet a wide range of requirements. For example, the light sources have to offer high brightness and – depending on the application – particularly wide beam angles. They also need to cope with enormous fluctuations in temperature and with dust, dirt and water while maintaining a high degree of reliability and minimal maintenance. Across all applications, the demand for particularly robust, versatile and efficient solutions is increasing.



# OUTDOOR & PARKING – OUR HIGHLIGHTS FOR YOUR SUCCESS

Whether it's illuminating car parks, industrial outdoor areas, roads or parks, LED luminaires and LED lamps from LEDVANCE offer a combination of reliability, value and attractive design in all these applications. As a replacement for traditional lighting technologies,

they stand out for their high energy efficiency, their luminous intensity and their excellent durability. These properties are particularly useful if maintenance can only be carried out under difficult conditions.



### LEDVANCE FLOODLIGHT PERFORMANCE

- Very robust and durable, perfect for demanding projects
- LED single lens concept for highly efficient light distribution in open-space and sports lighting
- Easy installation due to low weight and particularly flexible mounting bracket
- Energy savings of up to 45%<sup>1</sup>



### OSRAM SubstiTUBE® T8 CONNECTED

- For CCG/LLG-controlled luminaires or 230V mains voltage
- Glass design with splinter protection foil
- Control via LEDVANCE Connected Sensor
- Innovative motion detector: passive infrared (PIR) sensor
- Easy installation: wireless connection with ZigBee



### OSRAM HQL LED LAMPS

- Direct LED replacement for mercury vapor lamps with IP65 degree of protection
- New design with glass cover for 2,000, 3,000 and 4,000 lm types
- High luminous efficacy of up to 140 lm/W
- Approved for horizontal and vertical burning positions



### LEDVANCE DAMP PROOF SPECIAL

- Usable in high humidity (up to 95%) and changing temperature ranges – also in uncovered outdoor areas
- Extremely robust; stainless steel housing and UV-resistant PMMA; resistance to chemical cleaning agents and oils
- Easy installation and tool-free connection

<sup>1</sup> Compared to luminaires with discharge lamps

# RESIDENTIAL

## PROFESSIONAL SMART FOR RESIDENTIAL SMARTER LIGHT FOR A BETTER LIFE

More and more people are making their homes smart. And connected light is playing a central role here because it opens up numerous ways in which a home can be made more comfortable and more secure.

With LEDVANCE at your side, you're now ready to take the next step. The new Professional Smart for Residential portfolio offers you a comprehensive range of products to serve a wide variety of customer requirements and applications – from the living room to the garden.



## YOUR OPPORTUNITIES

The market volume for Smart Home products is projected to grow rapidly over the next few years. Our own study shows that over 60 % of Europeans already possess a smart product, and around 40 % already own a smart lighting product or plan to buy one in the near future. And nearly half of those surveyed asked a specialist to install Smart Home products. With Professional Smart for Residential we can help you maximize this considerable potential.



# RESIDENTIAL – OUR HIGHLIGHTS FOR YOUR SUCCESS



Lamps in many different shapes, smart luminaires, indoor and outdoor products, and plugs for integrating conventional light sources – Professional Smart offers you an outstanding combination of variety, innovation, quality, reliability and ease-of-use.

A key benefit is that products are available with either the ZigBee or the Bluetooth transmission standard, depending on customer requirements.

ZigBee products can be controlled by means of an app or voice commands via a gateway or a smart speaker in which a gateway is integrated. Mobile control is also possible here.

Bluetooth products, on the other hand, are controlled by the LEDVANCE SMART<sup>+</sup> app, Apple Home app or via voice commands and a smart speaker. A gateway is not required. For you, this technology means flexibility. You are ideally equipped to deal with any customer request.

<sup>1</sup> With Android device and LEDVANCE SMART<sup>+</sup> app

## YOUR BENEFITS

### HIGH FLEXIBILITY

Professional Smart for Residential can be controlled by voice command or app. Your customer has the choice.

### FAMILIAR SYSTEM

Technology that's right for your customer. Professional Smart products are available with either ZigBee 3.0 or Bluetooth technology. Setup and control are very easy via a familiar interface (see below "Compatible control systems ...").

### ATTRACTIVE PRODUCTS

Our products have been developed specifically for the residential sector and are perfectly tailored to the needs of your customers: simple installation, convenient operation and exciting features such as dimming function, tunable white and RGB mode.

### COMPATIBLE CONTROL SYSTEMS VIA BLUETOOTH

Google Home, Amazon Alexa<sup>1</sup>, LEDVANCE SMART<sup>+</sup> App, Apple Home

### COMPATIBLE CONTROL SYSTEMS VIA ZIGBEE

Philips Hue Bridge, Deutsche Telekom, Qivicon, Smart Hub, Schwaiger Gateway, Amazon Echo Plus, Amazon Echo Show 2, Samsung SmartThings, SMART HOME by hornbach, homee, Cozify

# LIGHT MANAGEMENT SYSTEMS

## PRESENTING VIVARES LIGHTING CONTROL – SO SIMPLE AND FLEXIBLE

Strong performance requires good management. What's true for business is also true for lighting. VIVARES is a great example. Because with our new wireless light management system, intelligently connected lighting control is easier, more convenient and more flexible than ever.

With VIVARES you can fully leverage the benefits and possibilities of modern LED lighting. For example, the lighting adapts to the most diverse requirements in the simplest possible way. By integrating daylight and motion sensors, further significant increases in energy savings can be achieved. And cloud-based monitoring ensures even greater reliability and security, among other things.

Major benefits for lighting professionals include simple, convenient and user-friendly installation, operation and maintenance of VIVARES.

## GOOD REASONS FOR CHOOSING VIVARES

### SETUP & HANDLING

- Simple installation
- Fast initialization with QR code commissioning
- No “flashing” needed for identification, unlike with other systems (e.g. DALI)
- Simple handling with mobile application
- Simple reconfiguration of components

### USABILITY

- Simple and intuitive system programming
- Optional remote access for time-saving, post-installation adjustments
- Real-time energy and status monitoring from anywhere
- Efficient maintenance online or on-site

### CONNECTIVITY & TECHNOLOGY

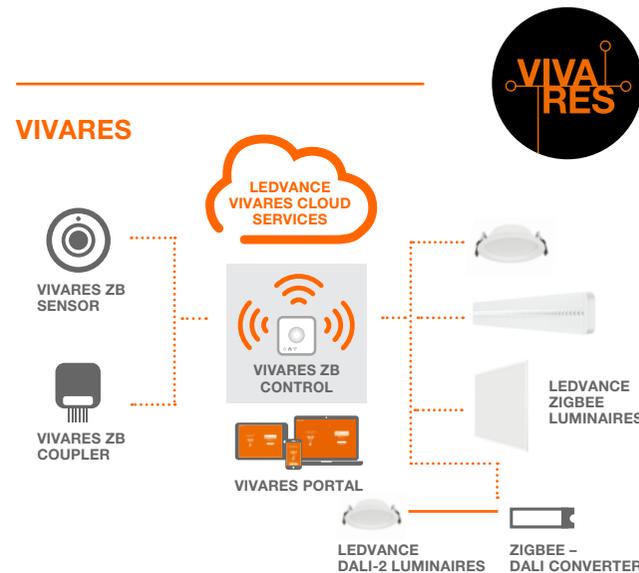
- Based on the leading ZigBee 3.0 standard
- Easy integration of third-party devices
- Offline operation possible
- Separation of lighting communication from wifi networks for maximum security
- No control cables for unrestricted luminaire placement
- Scalable for major projects

Conclusion: In addition to easy handling, VIVARES is impressive above all for its sustainability and cost savings. The system is ideal, among other things, for existing buildings and flexible office space solutions.

# VIVARES – THE SYSTEM APPROACH TO MODERN LIGHT MANAGEMENT

Lighting today has to do so much more than simply switching on and off. Key concepts here include sustainability, dynamic human centric lighting, and customization. VIVARES enables you to open up completely new possibilities for your customers.

- Future-proof and flexible thanks to the open ZigBee 3.0 communication standard and a fully scalable system.
- Simple and convenient thanks to user-friendly installation/control and cloud-based monitoring.
- Sustainable and cost-saving through optimized use of lighting – for example, with integrated sensors.



## HOW VIVARES WORKS

The key component of VIVARES is the VIVARES ZB Control, a controller with gateway functionality that enables IoT services. The VIVARES portal enables the system and its components to be configured, commissioned and maintained.

The VIVARES ZB Control communicates wirelessly with up to 200 ZigBee-ready devices via ZigBee 3.0. These include VIVARES components such as sensors, pushbutton couplers, ZigBee-DALI converters and luminaires (VIVARES Ready). As an option, it can be connected to a cloud application to allow a variety of mobile monitoring and maintenance functions.

Here’s a tip: Many of our luminaires are already VIVARES and ZigBee ready.

## GOOD REASONS FOR CHOOSING OSRAM DALI PRO 2 IOT



### IMPROVED ENERGY EFFICIENCY

Accurate tracking of energy consumption can lead to further significant increases in energy savings (also relevant in terms of energy management in accordance with EN ISO 50001).

### OPTIMIZED MAINTENANCE CYCLES

With remote monitoring you always know which lighting component will need to be serviced or replaced in the near future. This effectively reduces travel time, maintenance work and maintenance costs.

### GREATER PLANNING RELIABILITY

Tracking the operating data makes planning for any modernization much more precise. For example, you will be able to offer extended guarantees.

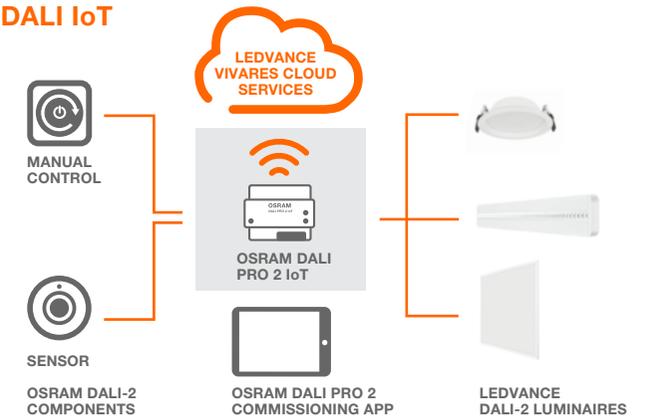
# OSRAM DALI PRO 2 IOT – READY FOR THE INTERNET OF THINGS

DALI has proven itself as an excellent standard for the automated control of lighting equipment. With OSRAM DALI Pro 2 IoT you are now ready to take the next step: modern, energy-efficient light management combined with the Internet of Things (IoT).

OSRAM DALI Pro 2 IoT not only enables a further, systematic reduction in energy consumption, but also, as an IoT-ready system, puts you in a position to exploit the potential offered by the targeted tracking and monitoring of lighting systems (see “Good reasons for choosing OSRAM DALI Pro 2 IoT”).

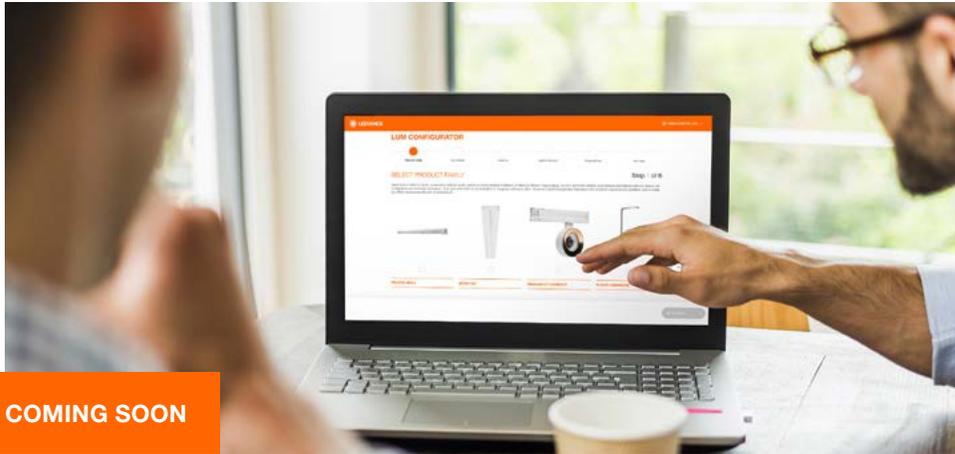
Its user-friendly credentials are particularly impressive. Commissioning, for example, is self-explanatory and browser-based – no need for special software, and available anywhere on any smart device.

## DALI IoT



## THE MOST IMPORTANT FEATURES AT A GLANCE:

- Fully DALI-2 certified
- Browser-based commissioning via wifi on a PC, tablet or smartphone – without any additional software
- IoT ready: thanks to DALI-2 LED drivers, tracking and monitoring functions can be fully utilized
- State-of-the-art security concept with encrypted data transmission



COMING SOON

## ASSEMBLE-TO-ORDER RAPID TO REALIZE

Assemble-to-Order (ATO) lets you meet many professional requirements with much greater accuracy and speed.

Modular designs that are quick and easy to assemble are the key to this concept. As a result, we are already able to tailor certain special solutions – for example, when it comes to the color, the interfaces, the type of connection type and the output of our luminaires.

### STARTING WITH THESE PRODUCT FAMILIES:

- Tracklight Spot Compact
- TruSys® (Generation I)
- IndiviLED®

### CONFIGURE AND GO

So how can you benefit from ATO? Simple. With the help of our new ATO Configurator you can define a whole range of individual parameters – for results that go well beyond our standard products

[www.ledvance.com/professional/services](http://www.ledvance.com/professional/services)

## TRAIN HARD, REAP THE REWARDS

In our online training center you can develop your lighting knowledge in a targeted and practical way – entertaining, interactive and fun.

You will deepen your knowledge in short, application-related training modules. The modules cover the Office, Industry, Outdoor & Parking, Hospitality, HCL and LMS sectors and much more. All the training sessions are free of charge, available in 15 languages and have been developed specifically for lighting professionals.

### GIVE IT A TRY. AND SEE FOR YOURSELF.

Training is fun – and adds to your skillset. You can find our training center at [www.ledvance.com/professional/services/training](http://www.ledvance.com/professional/services/training)



### CURRENT ONLINE TRAINING COURSES AT A GLANCE

2020: QUARTER 1	2020: QUARTER 2	2020: QUARTER 3	2020: QUARTER 4
Parking (indoor/outdoor)	LED replacements for fluorescent tubes	Office lighting	LMS ZigBee
Outdoor sports facilities	Strip lighting systems	Industrial lighting	
BIOLUX® (HCL)	Hospitality		
BIOLUX® (HCL)			
Commissioning			



### LEDVANCE: PIONEERING BETTER LIGHT

LEDVANCE is committed to playing a decisive role in shaping better light. In doing so, we are consistently focused on the protection of our environment as well as on comfort, health and consumer safety.

We have also actively accompanied and supported discussions on EU directives, for example as a member of the German Electrical and Electronic Manufacturers' Association (ZVEI) and the LightingEurope initiative.

# ALWAYS ONE STEP AHEAD WITH LEDVANCE

## EU ECODESIGN DIRECTIVE

The EU ecodesign directive coincides with fundamental changes in the world of lighting: light is becoming more and more sustainable, efficient, connected and individual.

As one of the leading suppliers of traditional and innovative lighting solutions, LEDVANCE is instrumental in driving this development. And as a strong partner, we actively support you in finding your way through these changes and in making them successful in your sector as well.

We have long been offering you a comprehensive portfolio of efficient, long-lasting and attractive LED alternatives for almost all conventional lamps and luminaires. At the same time, we continue to support you with a wide range of offerings to help you provide your customers with authorized traditional products. And also from a service point of view, we are always here for you and provide you with extensive and easy-to-understand updates on current developments.

### AT YOUR SIDE: NOW AND IN THE FUTURE

As usual, LEDVANCE will support you at an early stage during upcoming phase-outs with perfect LED replacements. Here is an overview of the next few steps:

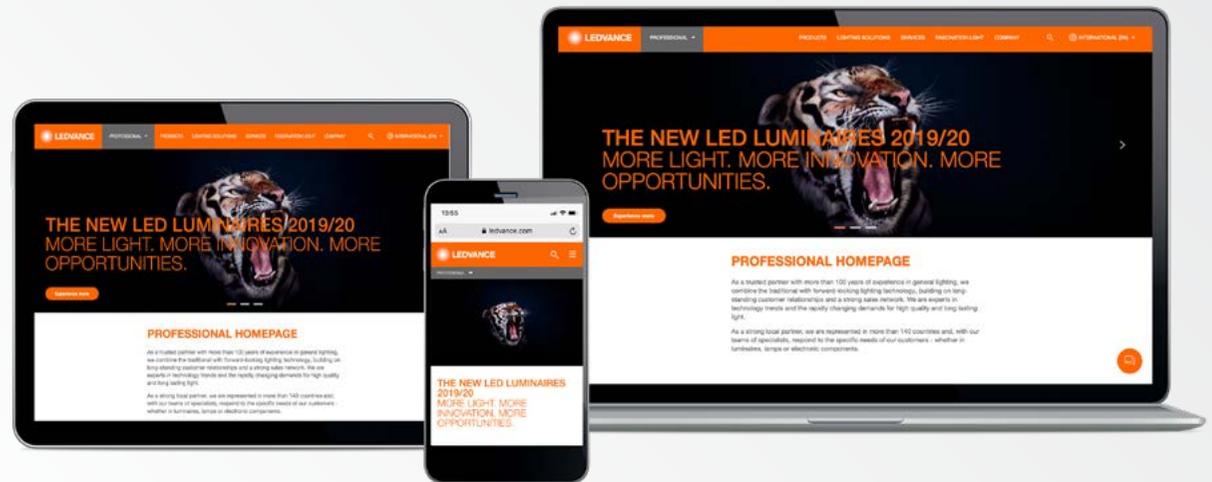
#### KEY DEADLINES FOR PHASE-OUTS

Date	Phased-out products	LED replacements from LEDVANCE
Sept. 1, 2021	T12 fluorescent tubes Halogen lamps R7s $\geq 2,700$ lm Compact fluorescent lamps with integrated control gear	✓ ✓ ✓
Sept. 1, 2023	T8 fluorescent tubes G9, G4, GY6.35 halogen lamps	✓ ✓

Always up-to-date, also when it comes to the EU directive. On our website you will find comprehensive and constantly updated information: [www.ledvance.com/professional/services](http://www.ledvance.com/professional/services)

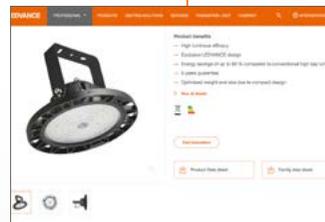
# WHERE CAN I FIND ...? OUR INFORMATION SERVICES FOR YOU

LEDVANCE is delighted to provide you with further information on our products and services – either at PoS in wholesalers, from our LEDVANCE sales staff or through our Customer Service Center (email: kundenservice@ledvance.com). And of course all the information can also be found on our website: [www.ledvance.com](http://www.ledvance.com)

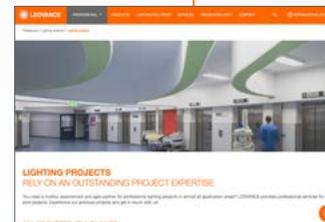


## LIGHT PLANNING WITH DIALUX AND RELUX

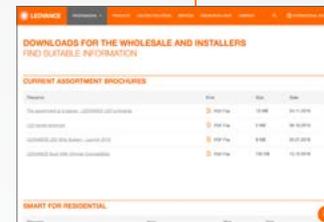
Good news for DIALux and RELUX users: since 2018, LEDVANCE has been working with the software producers. DIALUX and RELUX users can easily integrate LEDVANCE products in their lighting plans. Our luminaire data will also be BIM-compatible. We also offer users assistance with their projects in the form of consultation, computation and after-sales support.



**EVERYTHING AT A GLANCE**  
Our website provides a wealth of Information on products, technical data and installation: [ledvance.com](http://ledvance.com)



**BEST REFERENCES**  
You can read about some of our top lighting projects at [ledvance.com/projects](http://ledvance.com/projects)



**DOWNLOAD CENTER**  
Catalogs, brochures and much more are available in our Download Center: [ledvance.com/download](http://ledvance.com/download)



**OUR TOOLS FOR YOU**  
From the mobile app to the energy-savings calculator, there are many tools that can be found at [ledvance.com/tools](http://ledvance.com/tools)



**SERVICE COMPACT**  
Our service packages are listed at [ledvance.com/professional/services](http://ledvance.com/professional/services)



**FAST LIGHT CALCULATION TOOL**  
Quick and easy lighting design: [ledvance.com/professional/services/fast-light-calculation-tool](http://ledvance.com/professional/services/fast-light-calculation-tool)



**ASSEMBLE-TO-ORDER CONFIGURATOR**  
This is where you can define many individual parameters: [ledvance.com/professional/services](http://ledvance.com/professional/services)



**PERFECTLY CONFIGURED**  
Configuring lighting systems with flexible LED strips: [ledvance.com/professional/services/led-strip-system-configurator](http://ledvance.com/professional/services/led-strip-system-configurator)

## ABOUT LEDVANCE

With offices in more than 50 countries and business activities in more than 140 countries, LEDVANCE is one of the world's leading general lighting providers for professional users and end consumers. Having emerged from the general lighting business of OSRAM GmbH, LEDVANCE offers a wide ranging assortment of LED luminaires for a broad spectrum of application areas, intelligent lighting products for Smart Homes and Buildings. The company offers one of the largest LED lamps portfolios in the industry, traditional light sources, LED Strip system and light management systems.



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LEDVANCE is licensee of product trademark  
OSRAM for lamps products in general lighting

