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# COMMERCIAL INDOOR

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CECIL THOMAS  
Sr. Product Manager

A topographic map of the West Coast of the United States, showing the coastline and inland terrain in shades of brown and tan. The map is positioned on the right side of the slide, partially overlapping the teal background.

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2023**



# Agenda

- Indoor Product Strategy
- High-level Overview
- New Products & Case Studies
- New Marketing Collateral
- Q & A

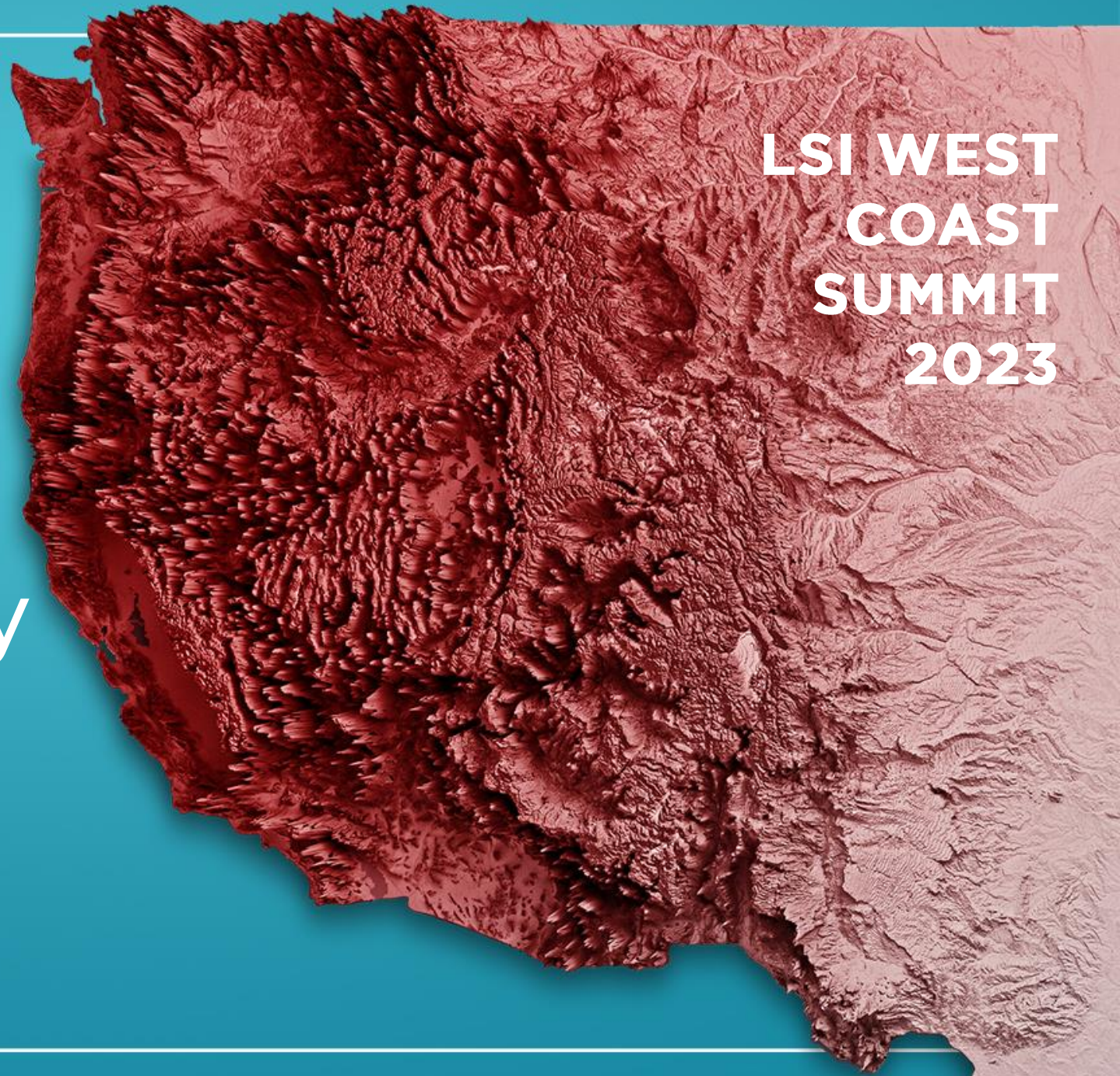




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# Indoor Strategy

What has worked?





# Indoor Product Strategy

- Good – Better – Best Positioning
- Quality, Availability, Affordability & Speed
- Personalized Solutions
- Controls Agnostic





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# High-Level Overview

Major Categories



# Overview



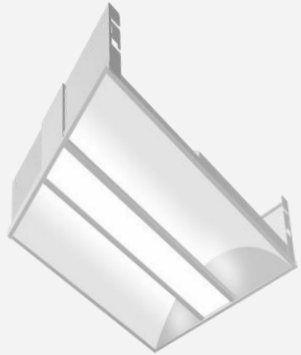
Troffer & Panel

Downlight

Linear

Wraps

Decorative

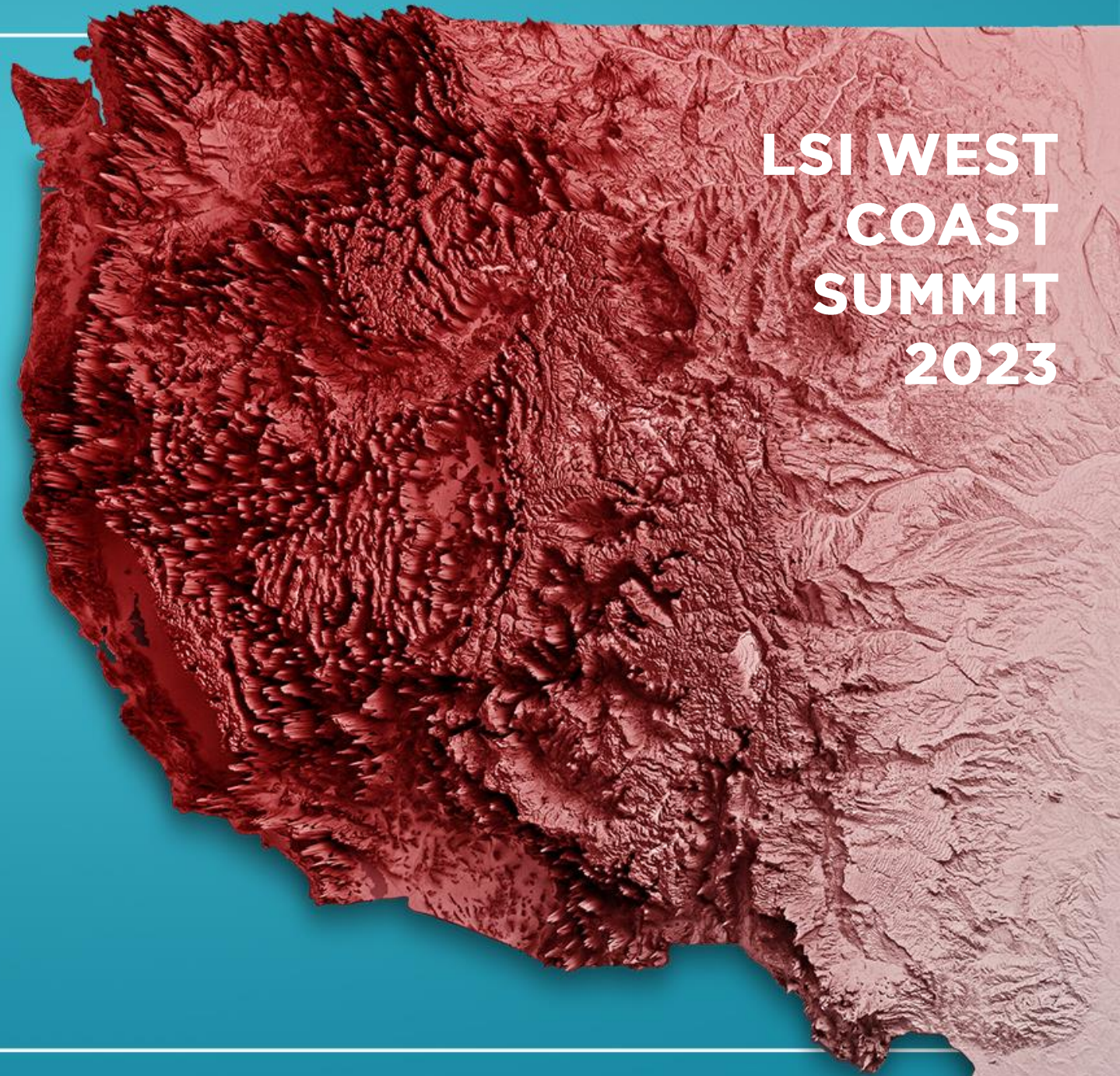




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# New Products

Clarity, Triumph



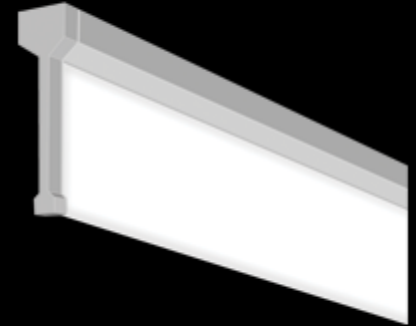
# CLARITY<sup>®</sup>



TROFFER



UP/DOWN LNR.

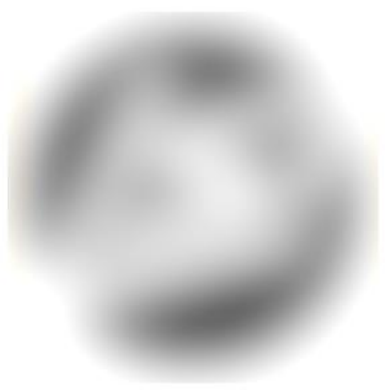


MULTI-PURPOSE  
LNR.





CLARITY®  
Architectural Troffer



# Maintenance





# Clarity<sup>®</sup> Architectural Troffer (CLRT)

- 2x2, 2x4 Form Factors
- Selectable in Lumen output and CCT
- Remote or Factory-Installed EM
- Circuit-level Control
- Quick Ship Ready





# Clarity<sup>®</sup> Direct/Indirect Linear (CLRL)

- Up to 1,200lm/ft.
- Suspended Only
- 4, 8ft. Standard
- Matte White, Black Finish std.
- Remote Control & EM
- Quick Ship Ready



# CLRL Installation



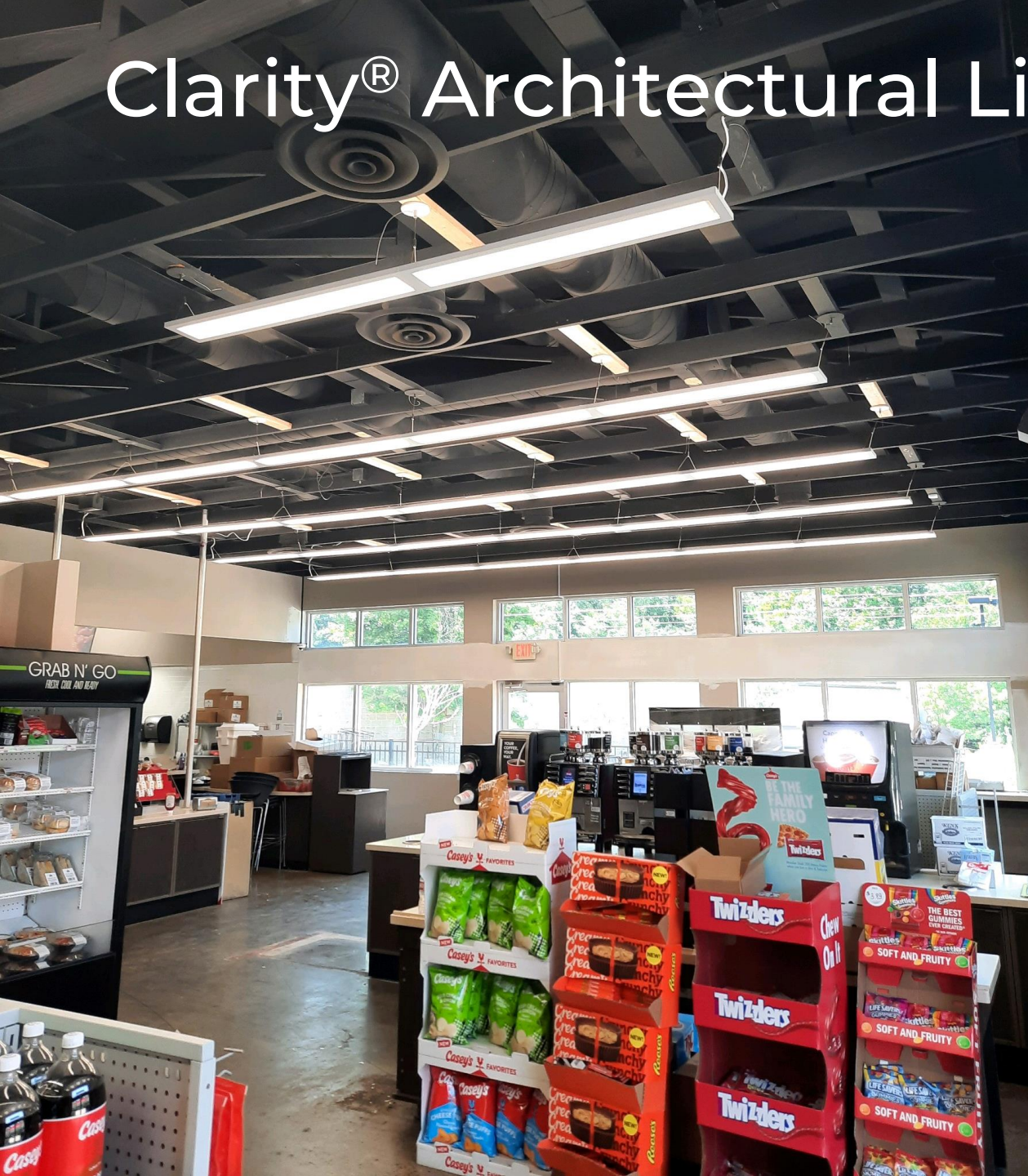
# Clarity<sup>®</sup> Architectural Linear (CLRL)

CLARITY<sup>®</sup>



# Clarity<sup>®</sup> Architectural Linear (CLRL)

CLARITY<sup>®</sup>





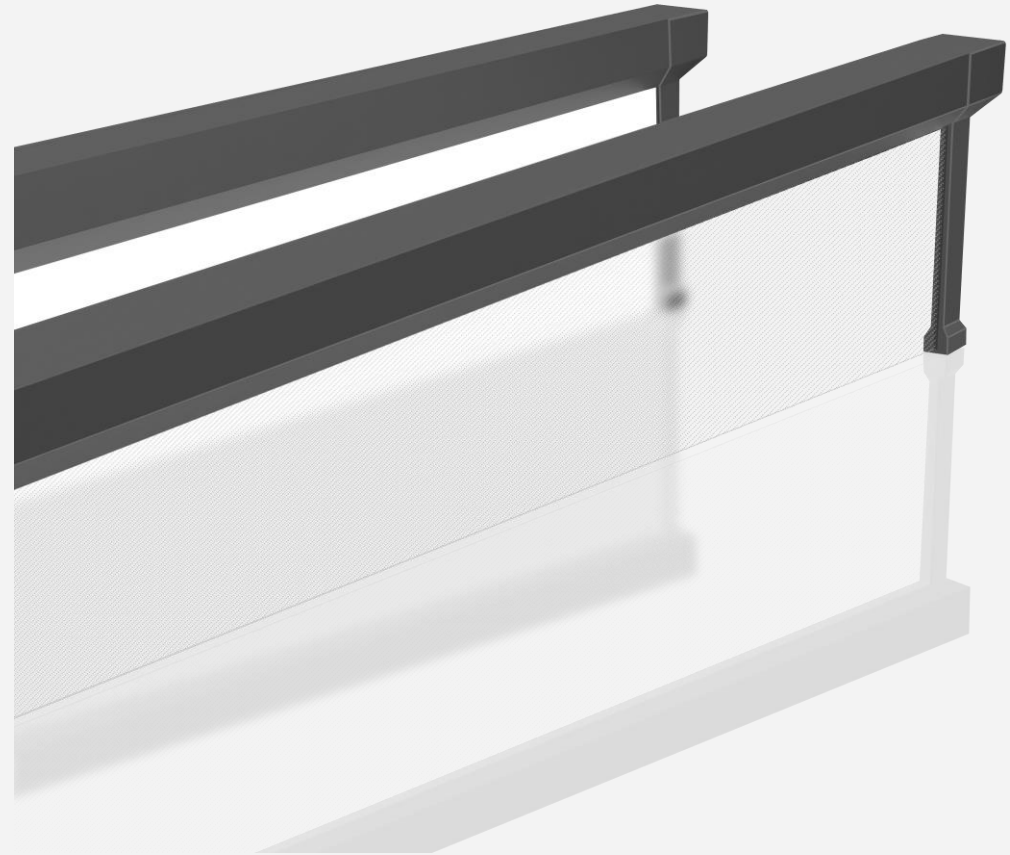
# Clarity<sup>®</sup> Architectural Linear (CLRL)





# Clarity<sup>®</sup> Multi-Purpose Linear (CLRMM)

- Up to 1,000 lm/ft
- Direct to Surface, Suspended
- 2, 4ft. Standard
- Matte White, Black Finish std.
- Remote Control & EM
- Quick Ship Ready



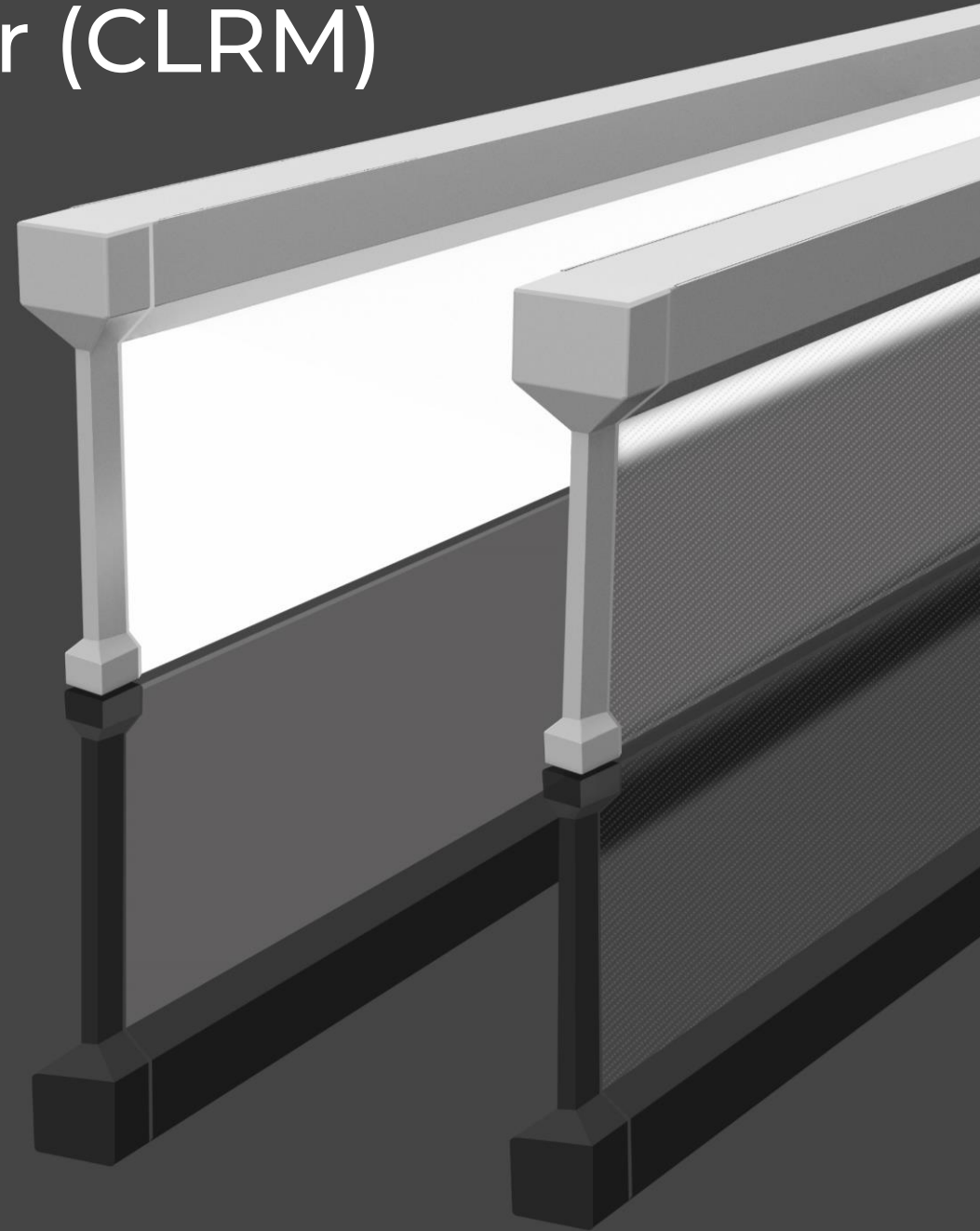
# Clarity® Multi-Purpose Linear (CLRM)



# Clarity<sup>®</sup> Multi-Purpose Linear (CLRML)

Field Selectable

- Laser-Etched Edge-lit Light Guide
- Direct to Surface, Suspended
- Direct/Indirect Illumination (60/40)
- 2ft., 4ft. Length, 5.5" Height
- Field Selectable
- Up to 1,000 lm/ft
- 90 CRI



# Clarity® Multi-Purpose Linear (CLRML)



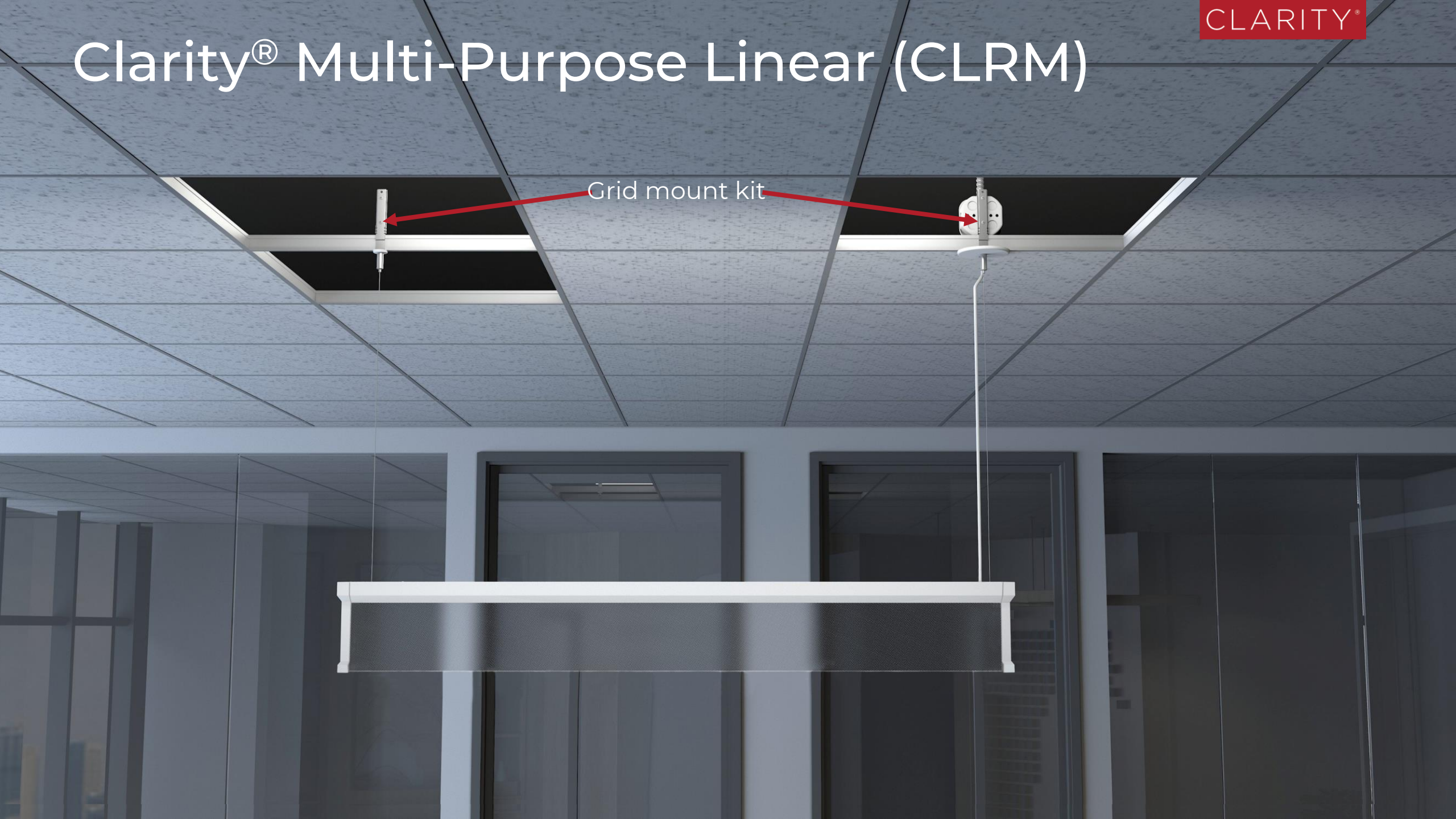
# Clarity® Multi-Purpose Linear (CLRML)



# Clarity® Multi-Purpose Linear (CLRML)



# Clarity® Multi-Purpose Linear (CLRML)



Grid mount kit



CLARITY®

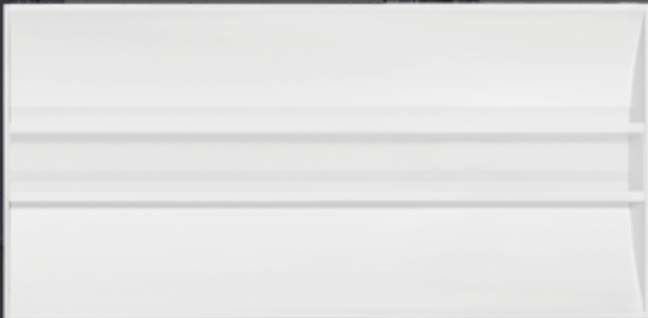


CLARITY® MULTI-PURPOSE



CLARITY® UP/DOWN

# CLARITY®



TROFFER



UP/DOWN



MULTI-PURPOSE

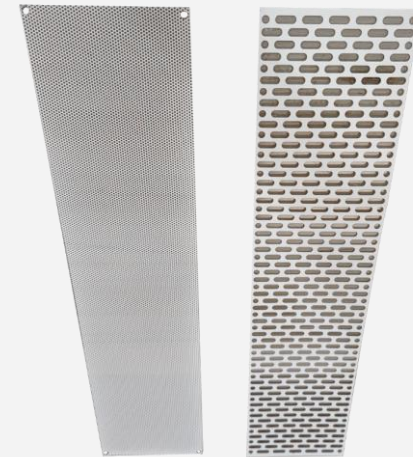


TRIUMPH<sup>®</sup>  
Architectural Troffer



# Triumph<sup>®</sup> Architectural Troffer

- Up to 7,300 lumens (2x4), 6,000 Lumens (2x2)
- Ideal for High Ceilings
- Integral AirLink<sup>®</sup> Blue & 3<sup>rd</sup> Party Control
- Factory-Installed / Remote Mount EM
- Customizable Perf Options
- DLC Listed for Rebates





# Triumph – Factory Locked

## Triumph (TRI) Architectural LED Troffer

Type:

Have questions? Call us at (800) 436-7800

### ORDERING GUIDE

[Back to Quick Links](#)

#### TYPICAL ORDER EXAMPLE: TRI24 FS1 UNV ALBCSD

Prefix	Lumen Package / Color Temperature	Voltage	Controls	Options
TRI22 - Triumph 2x2 <sup>1</sup>	FS - 3,500 - 4,800 - 6,250 lm / 3000 - 3500 - 4000 - 5000K	UNV - Universal Voltage (120-277VAC)	<b>Blank</b> - No Sensor <b>IMS1</b> - Integrated Standalone PIR and Bi-level Daylight Sensor <b>ALBCSD</b> - Integrated AirLink Blue Wireless Motion and Daylight Harvesting sensor <b>ALBC</b> - Integrated AirLink Blue Controller <b>WSCS</b> - Wattstopper LMFS-601 Integrated Wireless PIR Motion/Daylight sensor <sup>1</sup> <b>AVC</b> - Avi-on LVFA Integrated Wireless Controller Single Channel <sup>1</sup> <b>AVCM</b> - Avi-on IFA Integrated Wireless Controller 5 Amp 120-277VAC <sup>1</sup>	<b>Blank</b> - No Options <b>EM</b> - 10W Emergency Battery Backup 120-277VAC <sup>1</sup> <b>FC15D</b> - 6' Cord 3/8" (5 Wire) #18 Leads <b>FC16DEM</b> - 6' Cord 3/8" (6 Wire) #18 Leads <b>PFC22</b> - 2x2 Perf Lens, Circular Aperture <b>PFR22</b> - 2x2 Perf Lens, Rectangular Aperture <b>PFC24</b> - 2X4 Perf Lens, Circular Aperture, Factory Installed <b>PFR24</b> - 2X4 Perf Lens, Rectangular Aperture, Factory Installed <b>WxxCyy</b> - Factory Locked Wattage and CCI (See Performance Table for Available Configurations) <b>Custom Perf Options Available<sup>2</sup></b>
TRI24 - Triumph 2x4	FS - 3,700 - 5,800 - 7,300 lm / 3000 - 3500 - 4000 - 5000K			

Factory  
Locked\*

# School Install





# TRIUMPH **R****G****B**W – DMX

- Coming Soon.....
- Center Panel vs. Sides
- Affordable



# Sculpted Light Form (SLF)







# Light Sculpture (SLF)

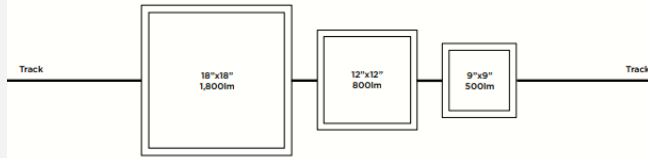
- High-End Retail
- Corporate Office Buildings
- Hospitals & Healthcare Facilities
- Colleges & Universities
- Museums



## Light Sculpture Solutions | Customization & Accessories

### CUSTOMIZABLE CONFIGURATION

The SLF system currently uses three main sculpted light element sizes as part of its customizable structure: SLE9 (9"x9"), SLE12 (12"x12"), and SLE18 (18"x18"). Light output ranges from 500 lumens to 1,800 lumens (see graphic below) at an efficacy of 100 lumens per Watt. These elements can be easily installed and adjusted in various positions along a continuous run of track. Once in place, each element is easily locked into place using a simple lever. Each SLE can be individually switched on or off using the rotary switch on the track adapter and repositioned as needed. Additionally, the track itself can be cut to length in the field as needed.



### ACCESSORIES

**TR6 BLK (6ft. Track)**  
Single circuit track system can be suspended or screwed into hard ceilings using the included hardware.



**TFC (Track Feed Connector)**  
Used to make electrical connection with the track. Power feed cable is not supplied.



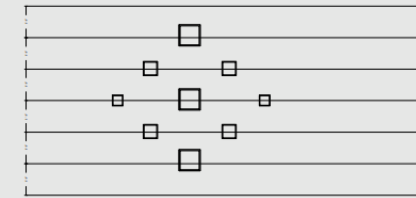
**Track Joiner (TJ)**  
Used to connect tracks end to end for a seamless appearance.



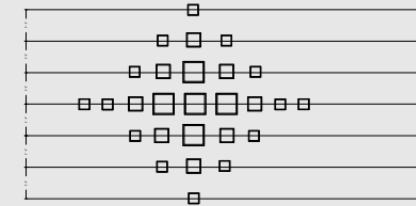
**Aircraft Cable Kit (ACK)**  
Used for suspended mounting, please refer to installation instructions to ensure adequate support is provided.

## Light Sculpture Solutions | Example Layouts

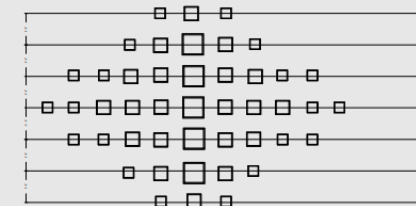
### EXAMPLE LAYOUTS



**SMALL SAMPLE LAYOUT:**  
SLE9 = 2 pieces  
SLE12 = 4 pieces  
SLE18 = 3 pieces  
TR 6 BLK = 6 pieces  
TFC = 5 pieces  
TJ = 1 piece  
ACK = 18 pieces



**MEDIUM SAMPLE LAYOUT:**  
SLE9 = 14 pieces  
SLE12 = 8 pieces  
SLE18 = 5 pieces  
TR 6 BLK = 11 pieces  
TFC = 7 pieces  
TJ = 4 pieces  
ACK = 33 pieces

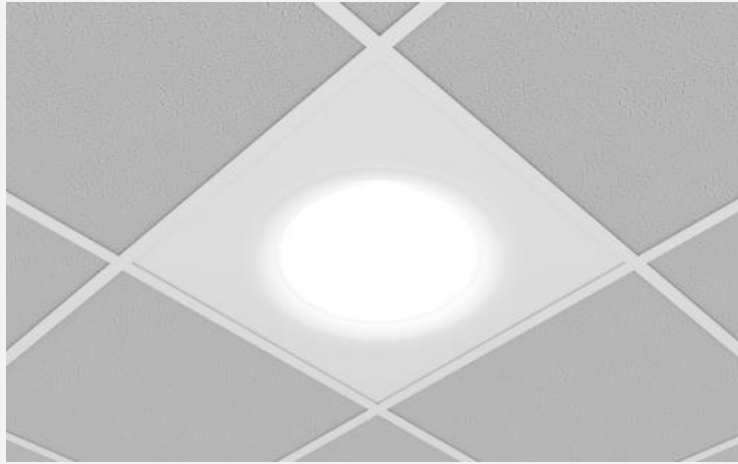


**LARGE SAMPLE LAYOUT:**  
SLE9 = 20 pieces  
SLE12 = 20 pieces  
SLE18 = 5 pieces  
TR 6 BLK = 14 pieces  
TFC = 7 pieces  
TJ = 7 pieces  
ACK = 42 pieces

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# XIRR



DELIVERED LUMENS*				
Output	5000K	4000K	3500K	Wattage
12L	12646	12056	11929	113
18L	18594	17929	17324	168



# Before

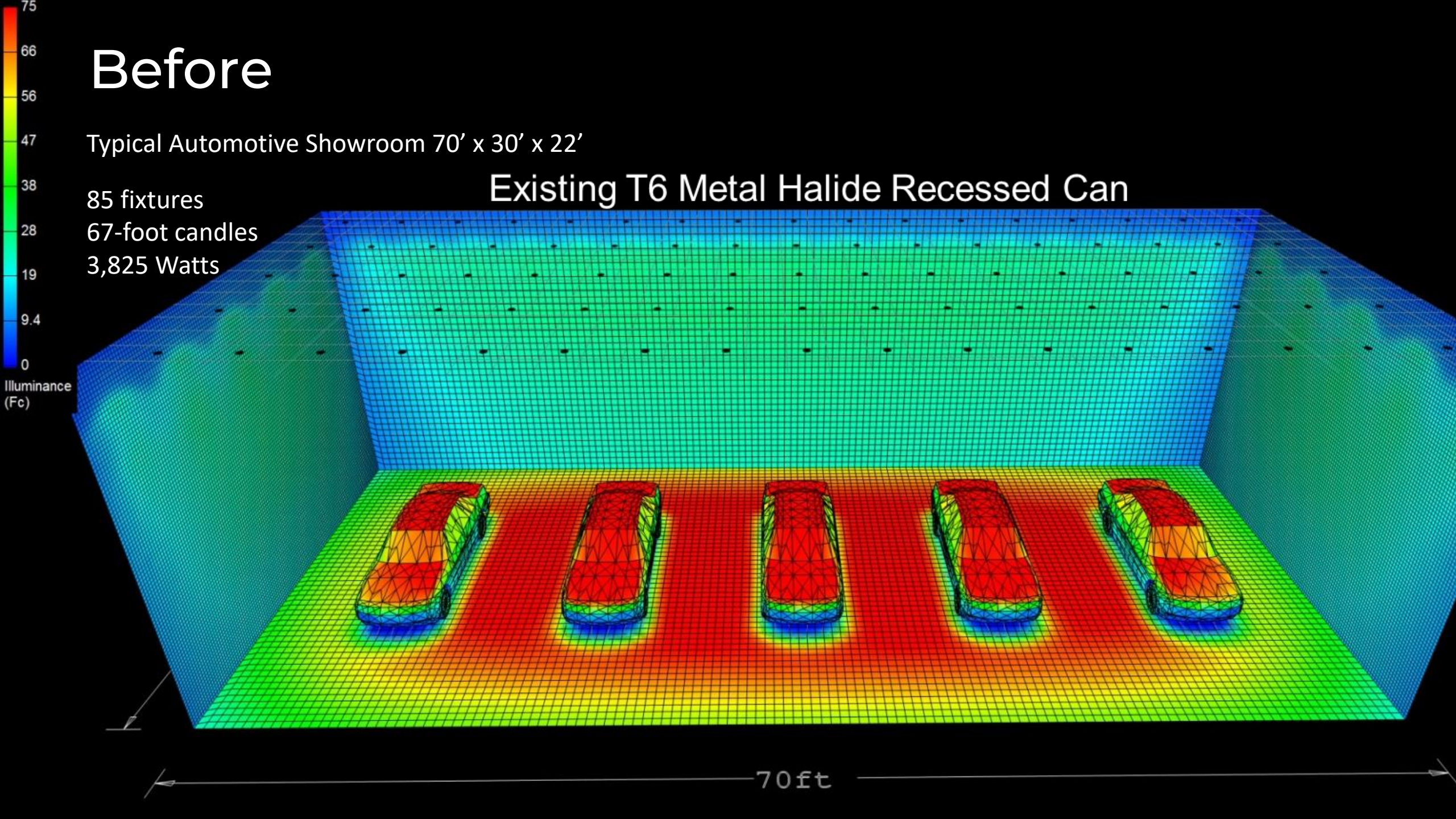
Typical Automotive Showroom 70' x 30' x 22'

85 fixtures

67-foot candles

3,825 Watts

## Existing T6 Metal Halide Recessed Can



Illuminance  
(Fc)

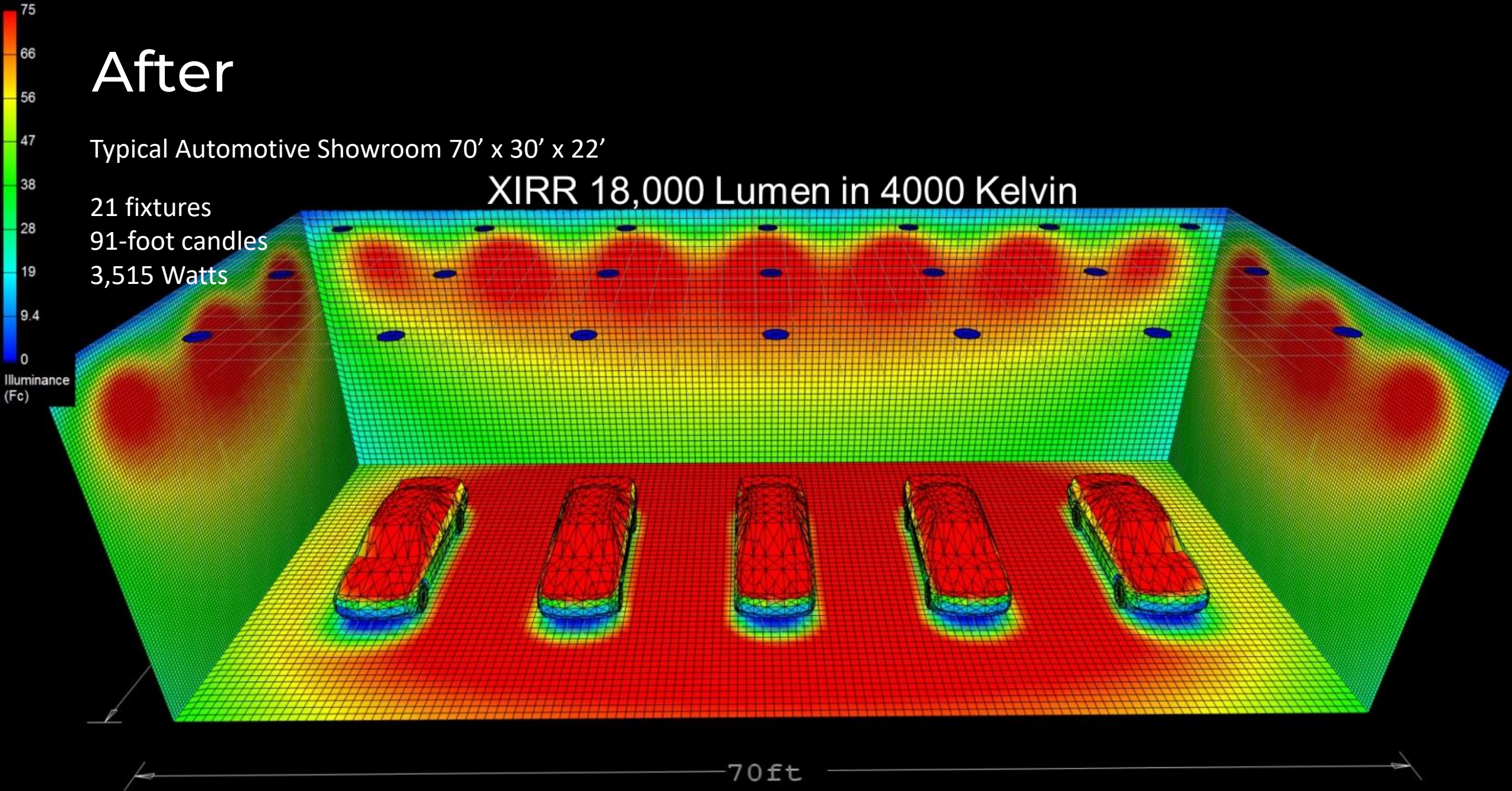
70ft

# After

Typical Automotive Showroom 70' x 30' x 22'

XIRR 18,000 Lumen in 4000 Kelvin

21 fixtures  
91-foot candles  
3,515 Watts



# Quick Control – Flat Panels



# Advantage Series

- Value Engineering
- **Good** – Better - Best
- Price – Features Trade-off

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# ADVANTAGE SERIES

## Contractor Friendly Solutions

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What do you do when your project demands are high? You need the best contractor grade with superior quality. The right features, but nothing too extravagant. That's when you reach for the Advantage series. Contractor grade solutions meet premier design and functionality. With a wide selection of indoor and outdoor solutions for nearly every application, the Advantage series delivers the features that matter most.

INDUSTRIAL COMMERCIAL INDOOR COMMERCIAL OUTDOOR

#### Industrial

ADVANTAGE LED STRIP LIGHT (AST) ADVANTAGE HIGH BAY (AHB) ADVANTAGE ENCLOSED & GASKETED (EGA) ROUND HIGH BAY (RHB)

#### Commercial Indoor

ADVANTAGE LINEAR (ALK) ADVANTAGE WRAP (AW) ADVANTAGE DOWNLIGHT (ADL) FIELD-SELECTABLE TROFFER - (OPT)

<https://www.lsicorp.com/lsi-product-families/advantage-series/>

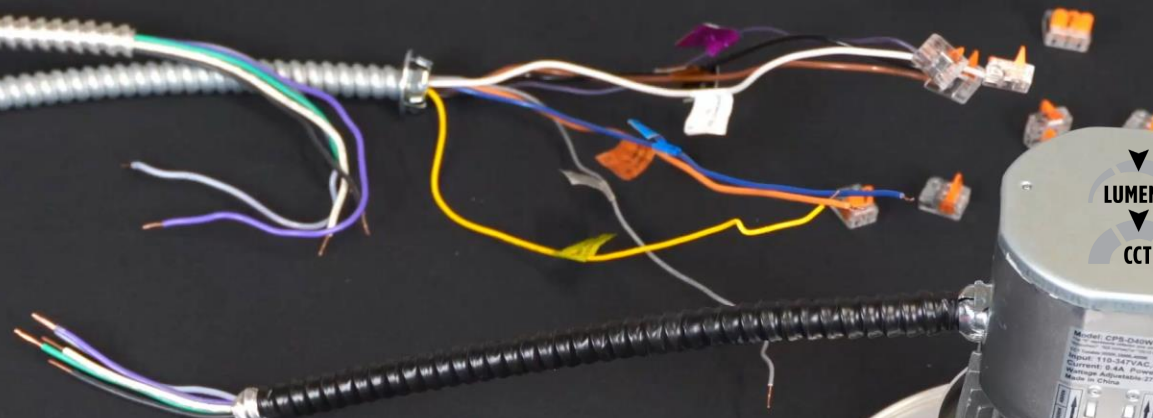
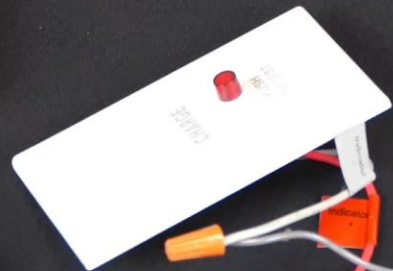


# Advantage Downlight (ADL)

- Twist & Lock Install
- Spring Loaded Clips
- Integrated J-box
- 2x Light Engines, 7x Trim Options
- White/Haze Flange Self-Flanged
- Remote Micro-Inverter EM



00:00:00:00







# Advantage Linear (ALN)

- 4, 8 ft.
- 1000lm/ft.
- 3500K, 4000K
- Networked (ALB)
- Recessed
- Surface
- Suspended
- Stem

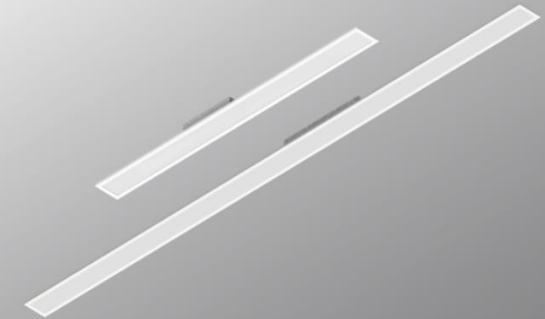
## Advantage Linear (ALN)

Affordable and efficient -  
Contractor friendly



OVERVIEW	
Lumen Package	3,900-7,800
Wattage Range	34-68
Efficacy Range (LPW)	112-116
Weight lbs(kg)	4ft. - 3.5 (1.6) 8ft. - 8.5 (3.9)

### QUICK LINKS

[Ordering Guide](#)[Performance](#)[Photometrics](#)[Dimensions](#)



# Advantage Wrap (AW)

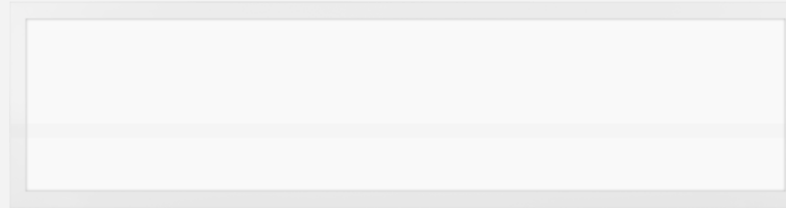
- 4ft. Length
- Surface, Stem, Cable & Hook
- 5,000 Lumens, 125 LPW
- Integrated Standalone Microwave Sensor
- External Control (ALB)
- Factory-Installed EM (4W) / 8W Remote



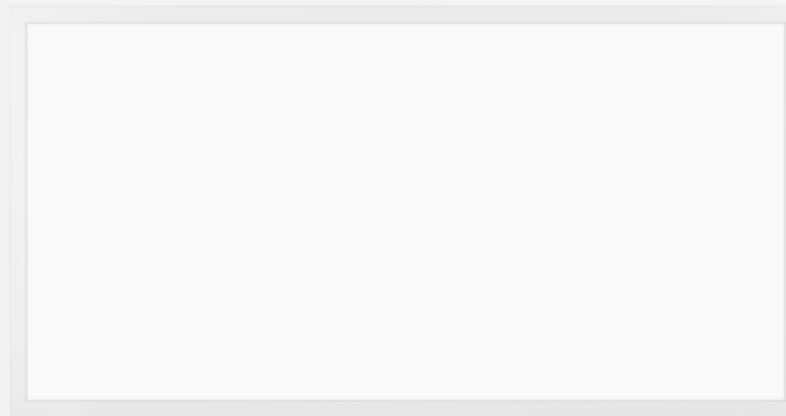


# Advantage Backlit Panel (ABP FS)

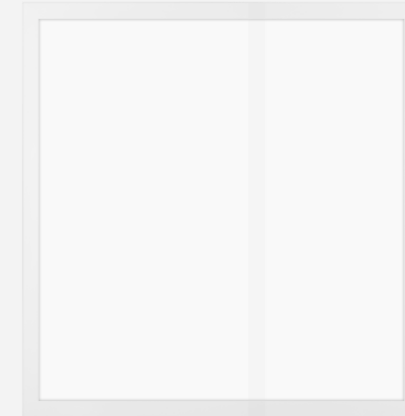
- Back-lit Design
- Field Selectable
- Up to 125 LPW
- Battery Backup
  - Factory / Remote
- AirLink Blue



1x4



2x4



2x2



# ABOLITE

- Decorative Luminaire Series
- New Shapes
- Dynamic Product Builder





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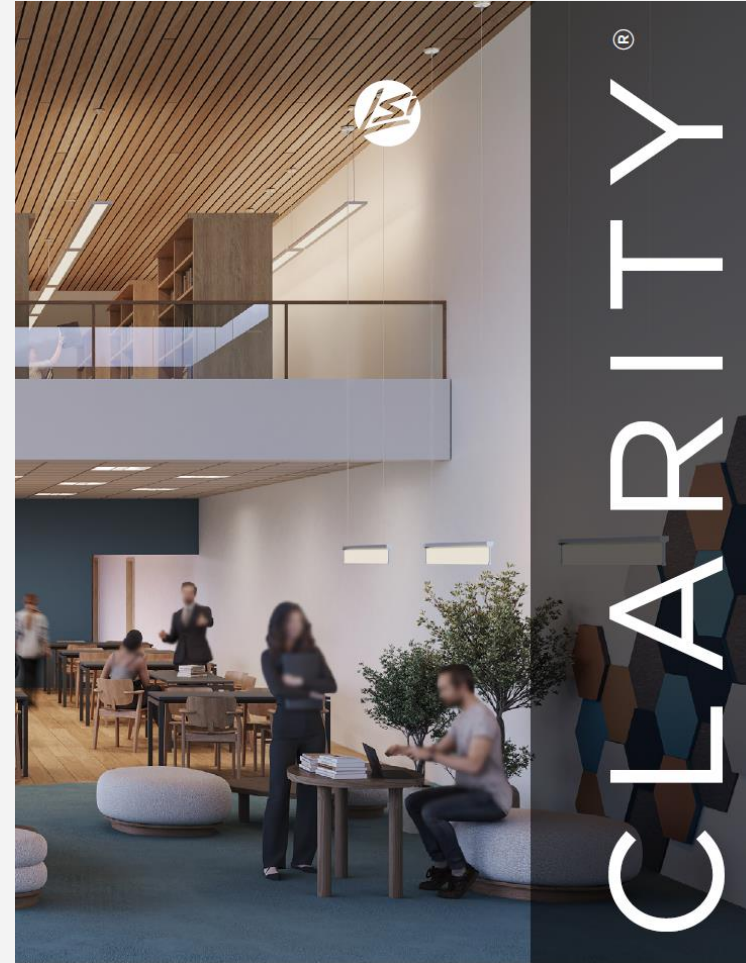
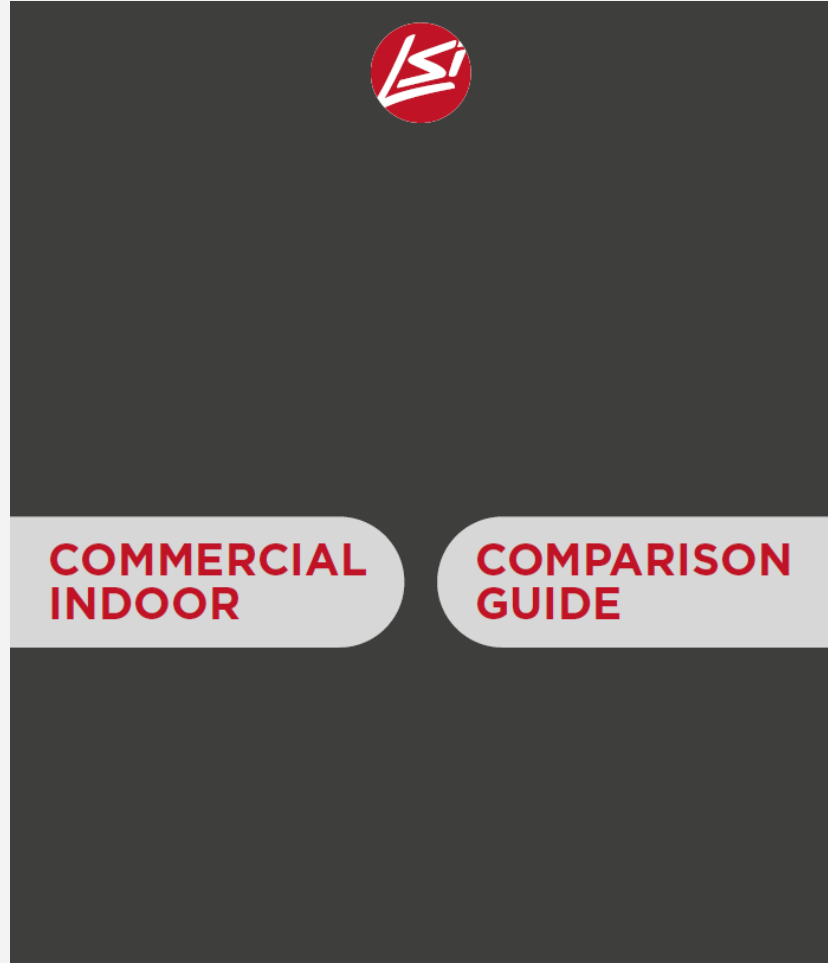
# New Marketing Collateral

Print on Demand





# New Marketing Collateral





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**Q & A**

