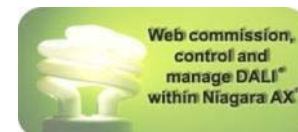


Control Network Solutions

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Introduction to **elitedali Multidrop for Niagara AX®**

Why Lighting Control?



Key Statistics and Considerations

- 19%
- 43%
- 25% - 60%
- 75%
- CO₂, Carbon Tax/CRC, Regulation



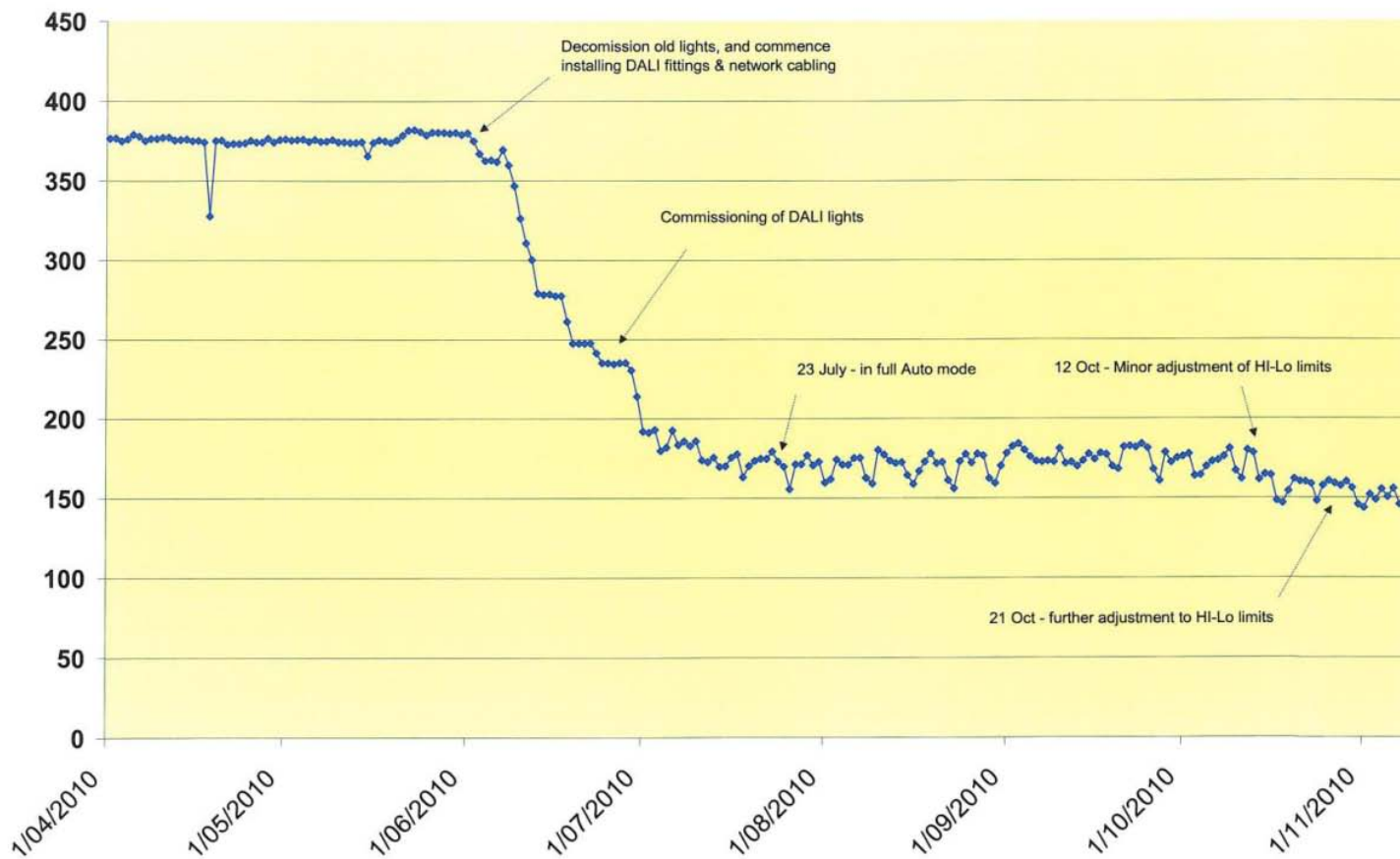
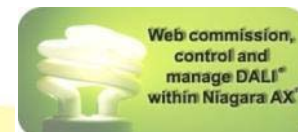
Key Issues

- Rising cost of electricity
- DRM
- Security of Supply
- Operations & Maintenance

Why Intelligent DALI® Lighting Control?

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Electrical Consumption for Data Centre Lighting



Why DALI® Lighting Control?

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- 💡 **The only Global Open standard for intelligent networkable lighting automation, IEC 62386**
- 💡 **Some 1,000,000 DALI devices produced globally every single day**
- 💡 **100's of global DALI device manufacturers**
- 💡 **DALI ballast costs falling fast**
- 💡 **DALI published standard applies to ballasts and inverters**
- 💡 **There is a DALI standard for controls products being worked on (i.e. sensors/ PIRs/ Switches)**
- 💡 **Any Open standard lighting control product can be used (i.e. Remote IO, LonWorks, KNX, BACnet, EnOcean or Web)**

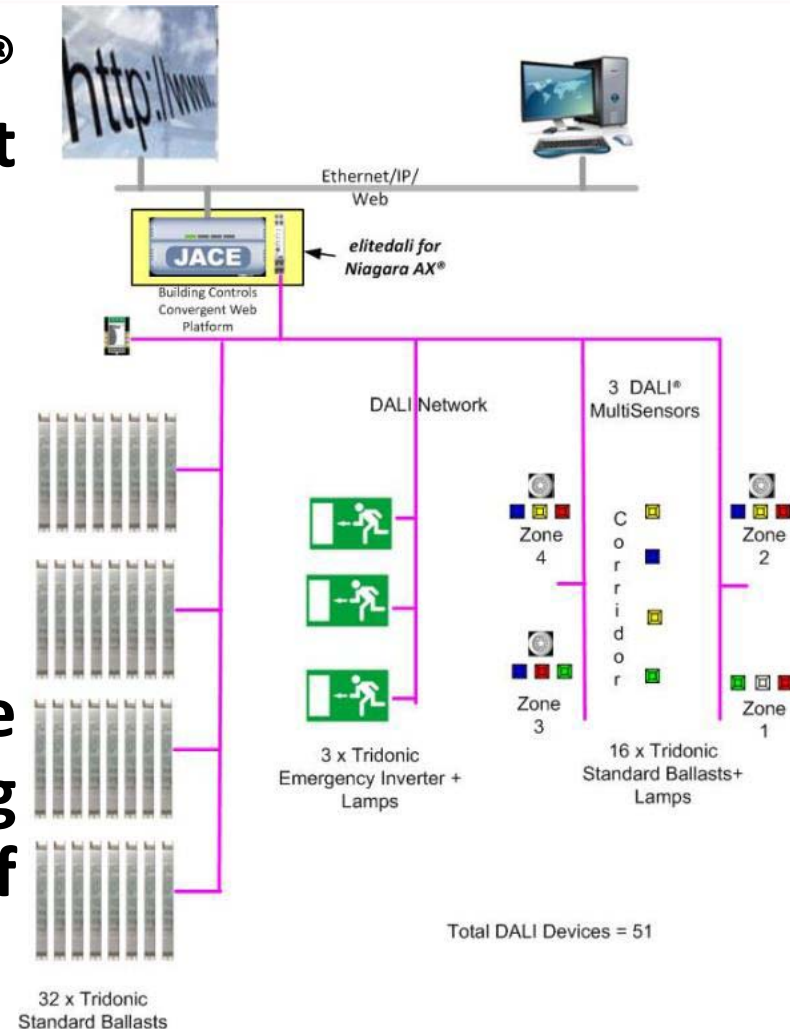


Why elitedali Multidrop?

Entirely native Niagara AX[®] solution for DALI[®] intelligent lamps -

- 💡 DALI Commissioning
- 💡 Lighting control
- 💡 Maintenance
- 💡 Management

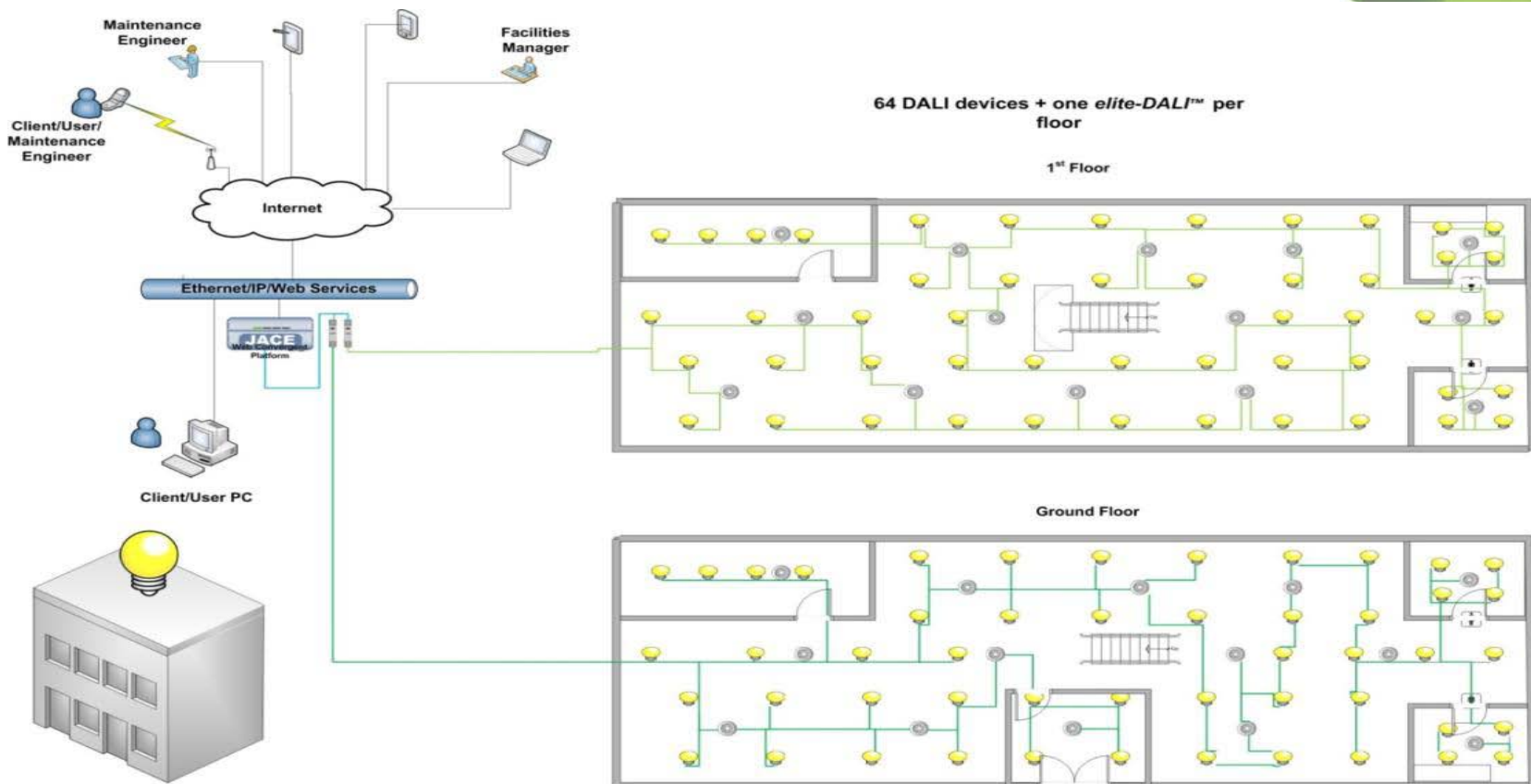
Delivered by organizations whose businesses depend upon providing high quality solutions and levels of service.



Why elitedali Multidrop?



Simple Architecture



Why elitedali Multidrop?

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💡 **Vendor independence** – Many DALI ballast, Inverter and LED driver suppliers, web convergent platform OEM's, open standards controls products including Smart phone/pad technologies and 100's of System Integrators



💡 Niagara AX Partners - **Compete** with the traditional lighting controls companies **for lighting projects**

💡 Niagara AX Partners - **Add value** via additional control components, applications and GUI

💡 It **seamlessly co-exists with other applications** running on the Niagara AX platform so offers a **High Return on Investment!**

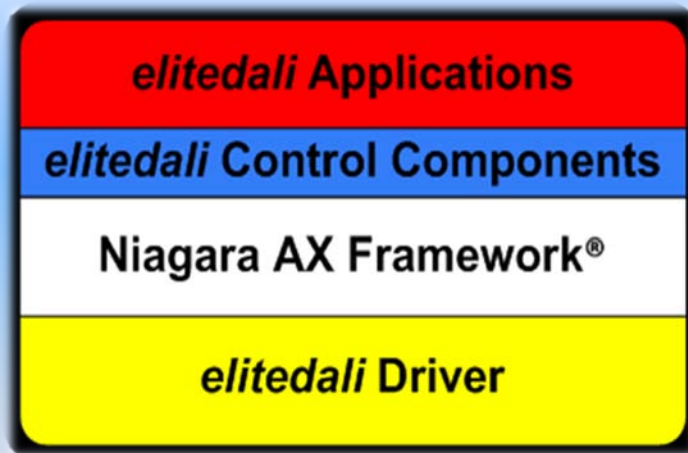
💡 **Simple** to understand architecture, **low** installed component count, providing a **low risk and cost solution**

💡 **Lowest** in use for CO2 emissions, according to independent EU report



What is elitedali Multidrop?

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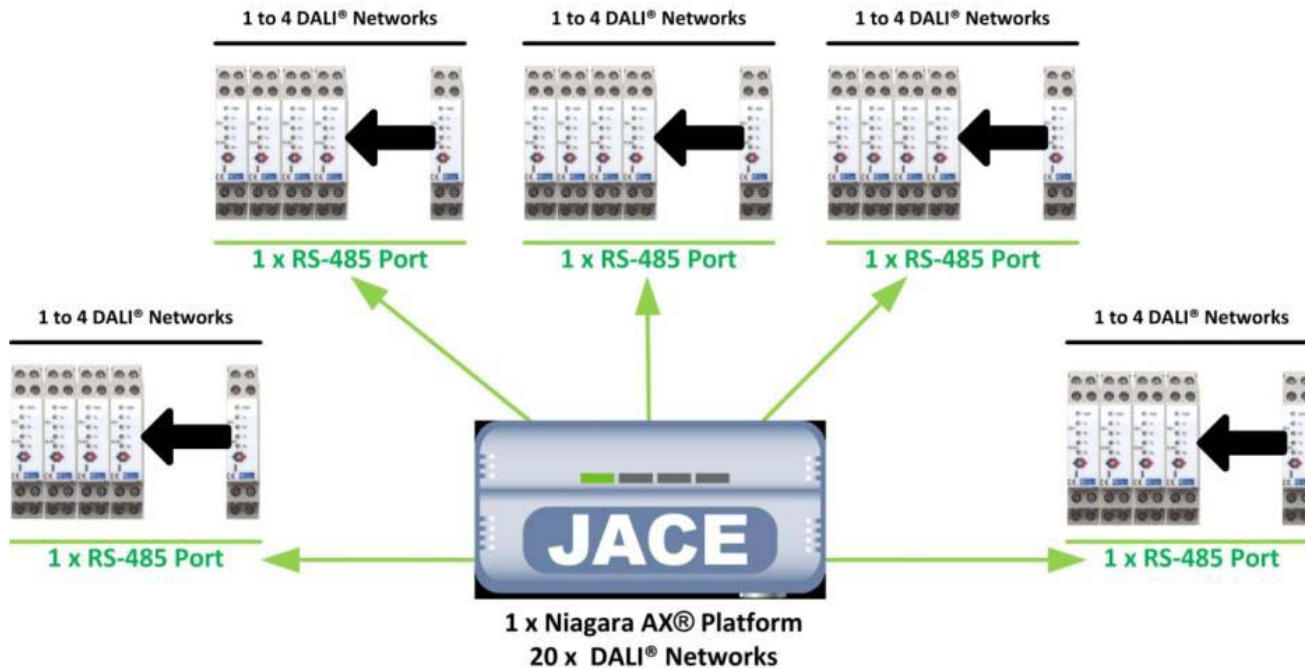


+



What is elitedali Multidrop?

- 💡 4* x DALI® networks per RS-485 Port
- 💡 20* x DALI® networks per JACE
- 💡 1,280 ** x open standard DALI® devices per JACE



How elitedali Multidrop compares?


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 **Traditional Lighting Solutions**** >> Less

 **Niagara AX Based Solutions**** >> Less

 **System Architecture Cost** = -75%

 **CO2 Emissions***** = -99%

*As per analysis supported by Tridonic GmbH & Co KG

** As per information provided by Etavis Installationen AG




*** As per independent expert assessment for EU.

Do Niagara AX Partners make money?

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**Based upon information from our Certified
elitedali Partners to date –**

-  **The cost of elitedali is insignificant compared to System Integrator lighting project bid price**
-  **Major opportunity to grow sales revenues**
-  **Offers significant profit growth**

To Learn More at the Summit

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- 💡 **Make sure you attend the *Niagara Around the Globe Session 2* to hear about Landis & Staefa's *Rosebank 1M+ USD elitedali project*, [click here](#)**
- 💡 **Visit our latest US CeP Controlco/CSI3 and see the elitedali Demo at Booth No 301**
- 💡 **Email – Mike@control-network-solutions.co.uk**
- 💡 **Skype – Mike-cns**

Certified elitedali Partner (CeP™)

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- 💡 Sign the “[Certified elitedali Partner](#)” Agreement
- 💡 Sign CNS’s Mutual Non-Disclosure Agreement
- 💡 Purchase the *elitedali* Starter Kit
- 💡 Set up Starter kit and complete Certification process, no travel
- 💡 Certification, annually renewable subject to performance, no cost
- 💡 CNS provides access to low cost DALI ballasts, fittings, knowledge, promotes the *CeP*’s and generates significant business opportunities for them
- 💡 CNS works with its Technology and Product partners to lower the cost and widen the choice of available DALI products



Where is elitedali Deployed?

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-  **EMEA-** Hospital, Ski Resort, Sports Hall, Schools, University, Partner Offices Motor Dealership, Commercial Banks, Research Facilities, Commercial offices
-  **APAC -** Partner Offices, Data Centre, Retail, Commercial Offices
-  **N America -** Sheriffs office, County Hall, Commercial Centre, Commercial Offices, Partner Offices, GSA/Federal, Healthcare Centre, Schools, Colleges


Where to Learn More?

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 **Find a CeP by visiting the [elitedali Partner](#) section**