

# Lighting Controls Revisited

- ❖ **NS2010 – Niagara Smart IoT Lighting Controls solution announced by CNS.**
- ❖ **NS2012 – Niagara SI Partners successfully competing for & delivering world-class Niagara smart IoT lighting control solutions.**
- ❖ **NS2016 – Niagara Smart IoT lighting controls has commissioned and is controlling more than 100,000 intelligent light fixtures, in more than 10,000,000 sq ft of built environment, from state of the art medical facilities, warehouses, manufacturing facilities, offices, hotels, Government buildings et al., world-wide.**

**Today Niagara is a world-class smart IoT lighting controls solution!**

# What Do End Clients Want?

## ◆ Flexibility & Choice

**You can only plan for what is in front of you at the time, if that changes so must your plans - 2007 financial crash, China's decline, Brazil's collapse, Russian import restrictions, Oil price crash, LPG price crash, end of free trade, Unicorn bubble burst, Alberta's fires, Brexit et al!!**

**Businesses are learning the need to be agile and to be agile you need real-time flexibility to adapt.**

**Choice of who delivers, operates & maintains, choice of equipment and software applications, graphics, analytics et al.**

**Now for an example of a Smart IoT Convergent computing platform, Open interoperable communication standards, platform choice based upon de-facto industry standards, software apps choice not hardware manufacturer dependent, large ecosystem of independent solution creators -**

**= Heart beat demo – brilliant and relevant application of the IoT?**

# What Do End Clients Want?

## ◆ Seamless real-time value data

Free real-time access to all connected device level value data for any analytics, local or cloud based solution the end clients choose.

They want to own the IP from the nuggets of gold they mine doing the analytics.

They want to avoid the “Cracks in the Cloud” issues. Whose - cloud, data, IP, copyright & how confidential & contract obligations - all regionally dependent = legal minefield

Finally what are analytics good for if they don't have all the device level value data?

# What Do End Clients Want?

## ◆ Health & Wellness

**Growing research and evidence regarding the impact of colour of light, its intensity & duration and time of day on performance, productivity and health of those of us working in lit spaces.**

**Already educational & medical facilities are deploying colour control solutions, although officially there is much research to be carried out before it is finally clear on what works and what doesn't.**

## ◆ Energy & Sustainability

**Energy - significant energy savings come from controls, addressing parasitic power, less installed equipment, demand side management, enable continuous monitoring & optimisation of individual light fixtures**

**Sustainability – is addressed by installing less to achieve more, resulting in less resources consumed to produce and transport, less to recycle or head for landfills at end of life**

**Most of all they want to avoid “[Stranded Investments](#)”!**

# What Do End Clients Want?

**And since 2010 the Niagara Community has and is delivering Niagara Smart IoT lighting control solutions that fully address all these key end Client requirements!**

# To discover more!

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