LED Lamps Update

LED Lamps Oct, 2015





A Lamps

LED Lamps Oct, 2015





Philips LED A-Shape Portfolio





Philips SlimStyle A21 75W Equivalent



A19 with Warm Glow Lighting Effect



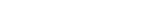
453324 9.5A19/2200-2700 DIM 453316 6.5A19/2200-2700 DIM

454041 9A19/LED/5000 DIM 454058 5.5A19/LED/5000 DIM



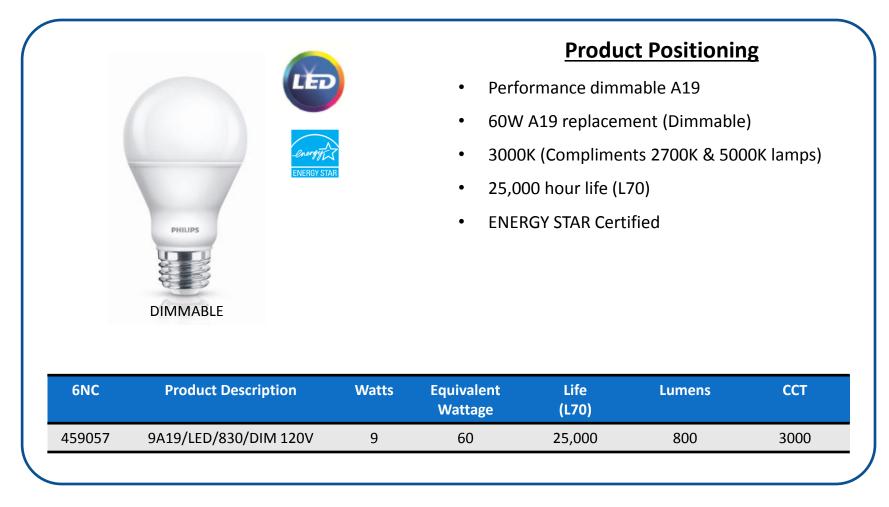
Portfolio Update







Philips LED A19 3000K



Philips LED A21 3-Way

- Works with standard 3-way sockets
- 40W / 60W / 100W Energy Star[®] equiv.
- 470 / 840 / 1620 lumens
- Available in 2700K
- 25,000 hour life



5W / 9W / 20W

453365 20A21/END/2700 3W DIM



Bulbs/BR

LED Lamps Oct, 2015





BR40 Transition

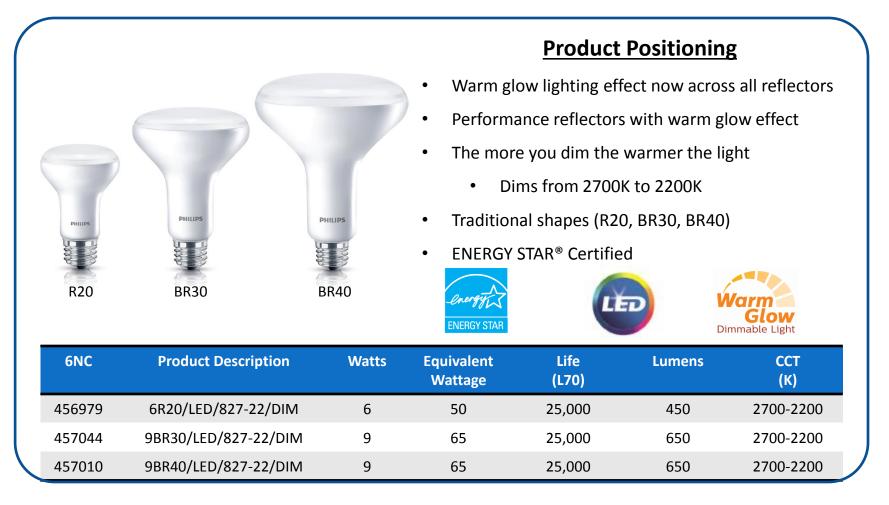


431940 12BR40/F90 2700 DIM AF

457010 9BR40/LED/827-22/DIM



Philips LED Reflectors with Warm Glow Effect



GU10 Transition



Est. Sep.

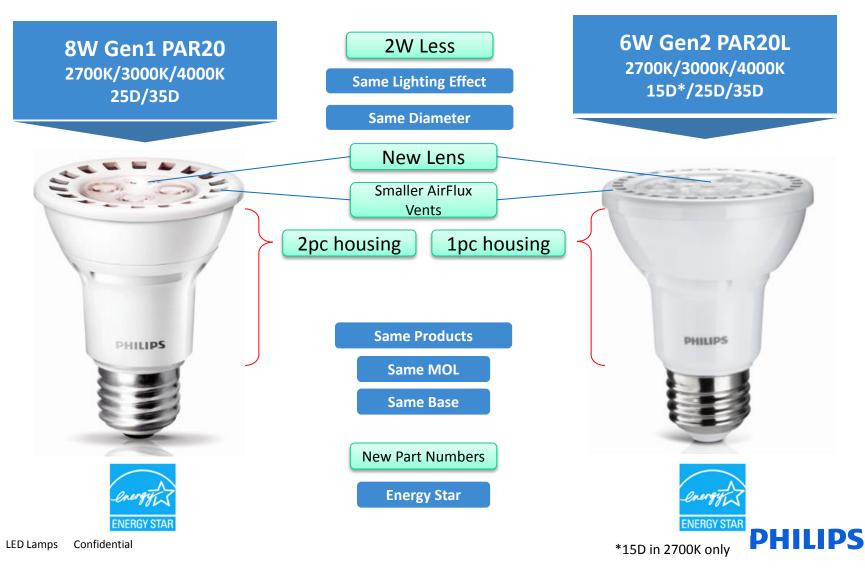
454405 4.5GU10/LED/830/F25 DIM

423509 6PAR16/END/F25 3000 DIM (GU10)



PAR20 (Gen2)





43

Philips PAR LED Single Optic





PAR30S

- 900 lm
- 15D/25D/36D
- Non-Dimmable

PAR30L

- 900 lm
- 25D/36D
- Dimmable

PAR38

- 900 lm/1200 lm
- 15D/25D/36D
- Dimmable

PAR Transition





PAR30L Single Optic (Gen2)

Avail

July



PAR38 Outdoor Transition





Candles

LED Lamps Oct, 2015





DiamondSpark Energy Star[®]

NERGY STA

 Full range of products now Energy Star[®] certified (on Energy Star website)





Philips LED Portfolio with Warm Glow





Low Voltage Reflectors

LED Lamps Oct, 2015

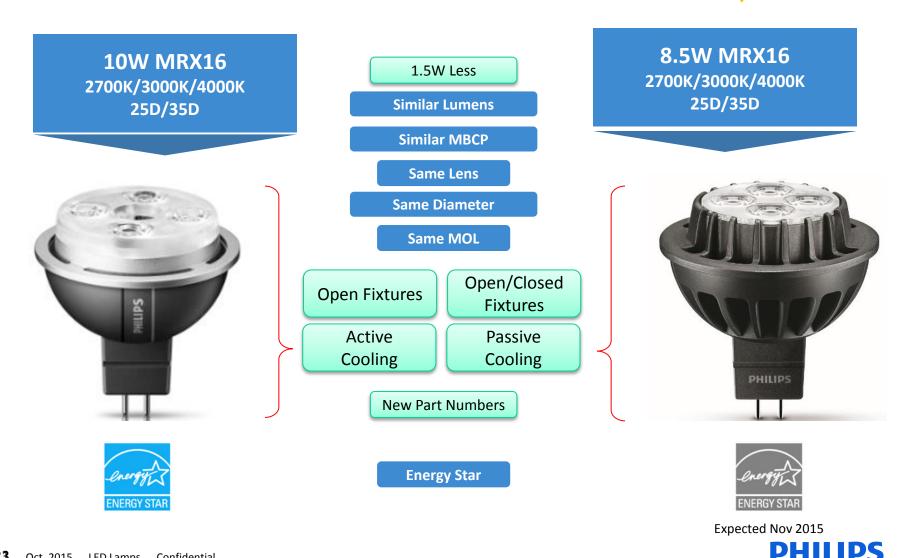




10W HO to 8.5W MRX16

Avail

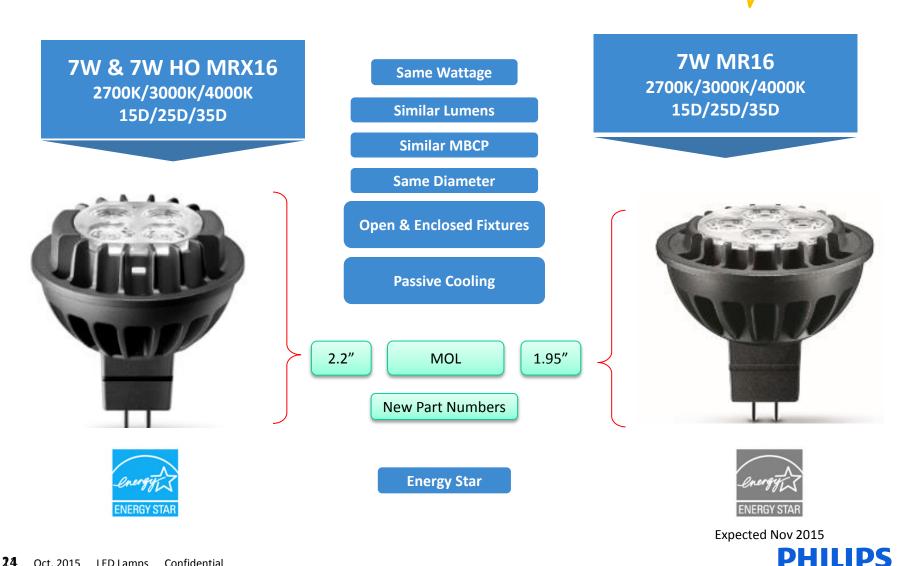
Nov.



7W MRX16 to 7W MR16

Avail

Nov.



MR16 Transition Plan

Days to Delistment	6NC	Product Description	Phase out Date	Sub 6NC	Sub Desc	Phase In Date	Days to Intro
32	432393	10MRX16/F25 2700 DIM HO	1-Nov	457507	8.5MRX16/F25 2700 DIM AF	15-Nov	46
DELISTED	432401	10MRX16/F25 3000 DIM HO	1-Sep	457515	8.5MRX16/F25 3000 DIM AF	25-Sep	Now Available
32	432419	10MRX16/F25 4000 DIM HO	1-Nov	457523	8.5MRX16/F25 4000 DIM AF	15-Nov	46
DELISTED	432427	10MRX16/F35 2700 DIM HO	1-Sep	457531	8.5MRX16/F35 2700 DIM AF	25-Sep	Now Available
DELISTED	432435	10MRX16/F35 3000 DIM HO	1-Sep	457549	8.5MRX16/F35 3000 DIM AF	25-Sep	Now Available
32	432443	10MRX16/F35 4000 DIM HO	1-Nov	457556	8.5MRX16/F35 4000 DIM AF	15-Nov	46
32	432591	7MRX16/F25 2700 DIM AF	1-Nov	457440	7MR16/F25 2700 DIM AF2	25-Sep	Now Available
32	432609	7MRX16/F25 3000 DIM AF	1-Nov	457457	7MR16/F25 3000 DIM AF2	15-Nov	46
32	432617	7MRX16/F25 4000 DIM AF	1-Nov	457465	7MR16/F25 4000 DIM AF2	15-Nov	46
32	432625	7MRX16/F35 2700 DIM AF	1-Nov	457473	7MR16/F35 2700 DIM AF2	15-Nov	46
32	432633	7MRX16/F35 3000 DIM AF	1-Nov	457481	7MR16/F35 3000 DIM AF2	25-Sep	Now Available
32	432641	7MRX16/F35 4000 DIM AF	1-Nov	457499	7MR16/F35 4000 DIM AF2	15-Nov	46
32	432658	7MRX16/S15 2700 DIM AF	1-Nov	457416	7MR16/S15 2700 DIM AF2	15-Nov	46
DELISTED	432666	7MRX16/S15 3000 DIM AF	1-Sep	457424	7MR16/S15 3000 DIM AF2	25-Sep	Now Available
32	432674	7MRX16/S15 4000 DIM AF	1-Nov	457432	7MR16/S15 4000 DIM AF2	15-Nov	46
DELISTED	433623	7MRX16/F25 2700 DIM AF HO	1-Sep	457440	7MR16/F25 2700 DIM AF2	25-Sep	Now Available
32	433631	7MRX16/F25 3000 DIM AF HO	1-Nov	457457	7MR16/F25 3000 DIM AF2	15-Nov	46
32	433649	7MRX16/F30 2700 DIM AF HO	1-Nov	457473	7MR16/F35 2700 DIM AF2	15-Nov	46
DELISTED	433656	7MRX16/F30 3000 DIM AF HO	1-Sep	457481	7MR16/F35 3000 DIM AF2	25-Sep	Now Available







PHILIPS

П

Philips LED AR111



Ordering Code	Watts	Equiv	Rated Avg.	ССТ (°К)	Lumens	CRI	Beam	МВСР	Availabl
		Watts	Life L70 (H)						е
20AR111/LED/830/F25 DIM 12V	20	100	25,000	3000	1280	80	25	6600	Sep-2015
20AR111/LED/830/S15 DIM 12V	20	100	25,000	3000	1280	80	15	8500	Sep-2015
15AR111/LED/930/F25 DIM 12V	15	75	40,000	3000	780	90	25	1660	Sep-2015
20AR111/LED/827/F25 DIM 12V	20	100	25,000	2700	1240	80	25	5800	Nov-2015
15AR111/LED/927/F25 DIM 12V	15	75	40,000	2700	740	90	25	3900	Nov-2015
15AR111/LED/927/F40 DIM 12V	15	75	40,000	2700	740	90	40	1400	Nov-2015
	20AR111/LED/830/S15 DIM 12V 15AR111/LED/930/F25 DIM 12V 20AR111/LED/827/F25 DIM 12V 15AR111/LED/927/F25 DIM 12V	20AR111/LED/830/S15 DIM 12V 20 15AR111/LED/930/F25 DIM 12V 15 20AR111/LED/827/F25 DIM 12V 20 15AR111/LED/927/F25 DIM 12V 15	20AR111/LED/830/F25 DIM 12V 20 100 20AR111/LED/830/S15 DIM 12V 20 100 15AR111/LED/930/F25 DIM 12V 15 75 20AR111/LED/827/F25 DIM 12V 20 100 15AR111/LED/930/F25 DIM 12V 15 75 20AR111/LED/927/F25 DIM 12V 20 100	20AR111/LED/830/F25 DIM 12V 20 100 25,000 20AR111/LED/830/S15 DIM 12V 20 100 25,000 15AR111/LED/930/F25 DIM 12V 15 75 40,000 20AR111/LED/827/F25 DIM 12V 20 100 25,000 15AR111/LED/927/F25 DIM 12V 15 75 40,000 15AR111/LED/927/F25 DIM 12V 15 75 40,000	20AR111/LED/830/F25 DIM 12V 20 100 25,000 3000 20AR111/LED/830/S15 DIM 12V 20 100 25,000 3000 15AR111/LED/930/F25 DIM 12V 15 75 40,000 3000 20AR111/LED/827/F25 DIM 12V 20 100 25,000 2700 15AR111/LED/927/F25 DIM 12V 15 75 40,000 2700	20AR111/LED/830/F25 DIM 12V 20 100 25,000 3000 1280 20AR111/LED/830/S15 DIM 12V 20 100 25,000 3000 1280 15AR111/LED/930/F25 DIM 12V 15 75 40,000 3000 780 20AR111/LED/827/F25 DIM 12V 20 100 25,000 2700 1240 15AR111/LED/927/F25 DIM 12V 15 75 40,000 2700 740	20AR111/LED/830/F25 DIM 12V 20 100 25,000 3000 1280 80 20AR111/LED/830/S15 DIM 12V 20 100 25,000 3000 1280 80 15AR111/LED/930/F25 DIM 12V 15 75 40,000 3000 780 90 20AR111/LED/827/F25 DIM 12V 20 100 25,000 2700 1240 80 15AR111/LED/927/F25 DIM 12V 15 75 40,000 2700 740 90	20AR111/LED/830/F25 DIM 12V 20 100 25,000 3000 1280 80 25 20AR111/LED/830/F25 DIM 12V 20 100 25,000 3000 1280 80 15 15AR111/LED/930/F25 DIM 12V 15 75 40,000 3000 780 90 25 20AR111/LED/827/F25 DIM 12V 20 100 25,000 2700 1240 80 25 15AR111/LED/927/F25 DIM 12V 15 75 40,000 2700 740 90 25	20AR111/LED/830/F25 DIM 12V 20 100 25,000 3000 1280 80 25 6600 20AR111/LED/830/S15 DIM 12V 20 100 25,000 3000 1280 80 15 8500 15AR111/LED/930/F25 DIM 12V 15 75 40,000 3000 780 90 25 1660 20AR111/LED/827/F25 DIM 12V 20 100 25,000 2700 1240 80 25 5800 15AR111/LED/927/F25 DIM 12V 15 75 40,000 2700 740 90 25 3900



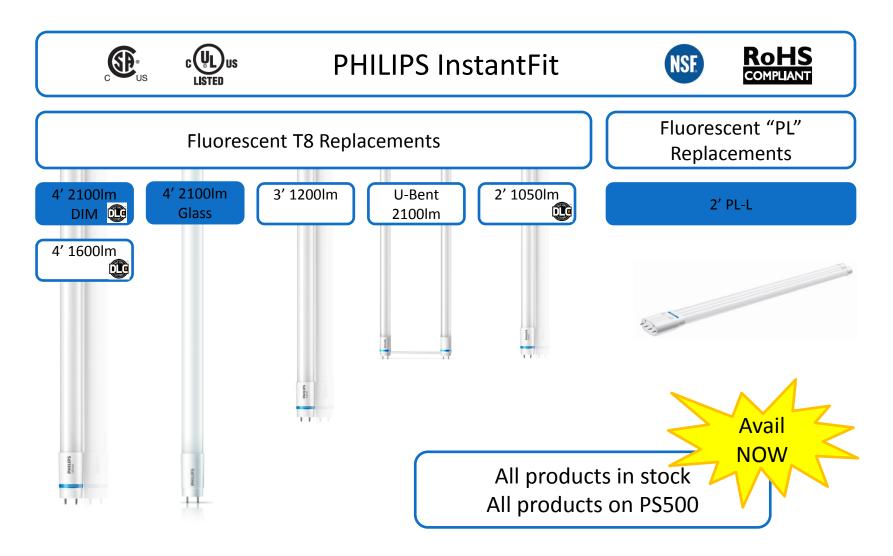
InstantFit

LED Lamps Oct, 2015





Product Positioning



InstantFit TLED

Portfolio Breadth

- Linear T8 4' (3 options), 3' & 2' ٠
- U-bent ٠
- PL Replacements PL-L, PL-C/T ٠
- Glass ٠

Performance

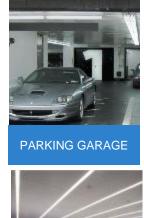
- Wide ballast compatibility (IS, PS, Emergency & ٠ Dim)
- >100lm/W ٠
- 50,000-hour life L70 (40,000-hour PL-L) ٠
- 5-year limited warranty •

Application locations

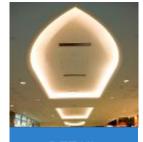
- UL Listed Easy plug-and-play replacement ٠
- **NSF** Certified •
- Dimmable ٠

When to use

- Maximum light output & energy savings ٠
- **DLC** required /Rebates ٠
- Food service ٠

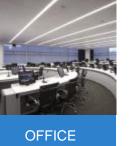






HOSPITALITY









DHIIDS



InstantFit Glass

PHILIPS

Ballast Compatibility

- System Certified with >20 Instant-Start ballasts
- Certified with >50 Instant-Start ballasts
- System Certified with 8 Emergency ballasts

Application locations

- Safe in vapor tight fixtures
- NSF Certified / Food Service

When to use

- Low initial investment
- Wider beam desired



Compatibility of Glass TLED

17W Glass 2100lm	Emergency	T8 IS*	Totals
System Certified	8	24	32
Certified	0	54	54
Total	8	78	86







Glass TLED NSF Rating?

Yes – Approved for use in "Food Zone (Non-contact), Splash Zone, and Non-food Zone" Verified at the NSF website: http://info.nsf.org/Certified/Food/

Models: 9290011511 & 9290011512

Glass TLEDs should be covered since joints and seams must be sealed and strict dimensional requirements followed to allow cleaning, and preventing accumulation of dirt and debris.



Philips InstantFit TLED Instant Savings

LED Lamps August, 2015





Why Philips InstantFit LEDtube

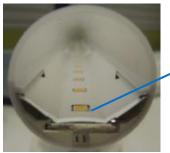
Not all the LED tubes are equally created: How to Compare ?



Quality of Light Uniform light level & visual comfort

Philips InstantFit LED T8





LED strip on the bottom to minimize spottiness, while reflector used to control beam angle

• Uniform light output without spottiness

Competition





LED strip elevated to the middle lead to spottiness

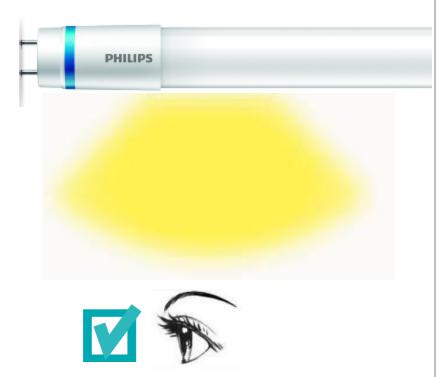
 High intensive spots are visible from individual LEDs. Discomfort & non-uniform light output



Quality of Light

Prevent stroboscopic effects

Philips InstantFit LEDtube



• Stable drive current leading to stable lamp operation to ensure visual comfort, free from stroboscopic effect



Competition





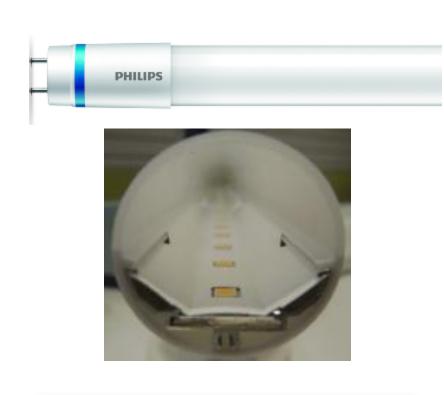


 Fluctuating drive current leading to stroboscopic effect that can cause annoying visual artifacts, with dizziness and discomfort

Reliable & Safe

Effective heat management

Philips InstantFit T8 LED



- LED strip on the bottom improves heat conduction with the ambient air
- Reliably deliver life claims







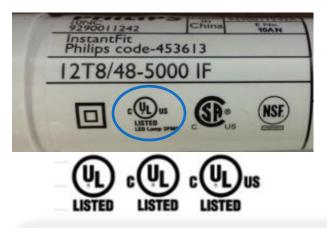


• Heat trapped inside the tube, which could lead to premature lumen decay and early LED failure

Reliable & Safe

Regulation compliance: UL listed

Philips InstantFit LED T8



UL Listed Device

- Complete stand-alone device
- Plug & play
- No contingencies, just check lamp labels
- Suitable to use with electronic ballasts
- Device for general-use

Competition



UL Classified Device

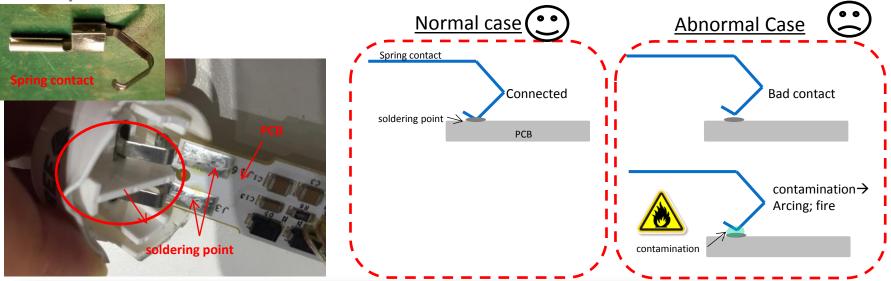
- Kit lamp with additional components or instructions
- Limited applications with specific ballast and luminaire types defined
- Need qualified technician for installations
- Strictly follow instructions, and require warning labels on retrofitted fixtures
- Need to check and verify the correct lamp holders, install with LED drivers or by-pass existing ballasts
- Device for special-use

4

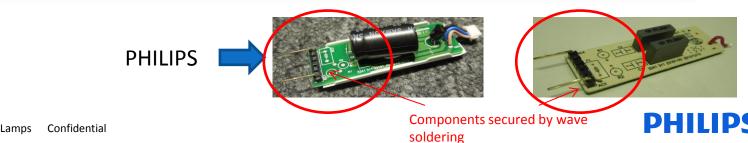
Reliable & Safe

Poor mechanical design is to cause risk of arcing (contd)

Competition



- The Spring contact secures the circuit board mechanically and is responsible for the electrical connection between the lamp and ballast
- A bad contact or contamination may lead to electrical arcing.



Reliable & Safe

Ensure safety in Mis-use applications

Philips InstantFit LEDtube

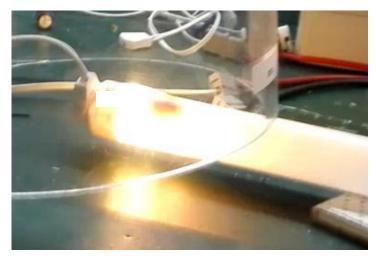
PHILIPS			
Mis-use	Smoke	Fire	Shock
Mains	no	no	no
EM	no	no	no

 PHILIPS internal design rule ensures no safety issues (smoke, fire, shock) happen even when installers insert our InstantFit HF TLED into a mains wired or EM ballast fixtures by mistake

Competition



Mis-use	Smoke	Fire	Shock	
Mains	yes	yes	yes	
EM	yes	yes	yes	





Compatibility

System certified

Philips InstantFit LED T8



- System evaluated by both lamp & ballasts to ensure system performance.
- A 100+ year tradition of innovative products, in providing lighting solutions

Compatibility Requirements

1. Energy Savings >40%



2. Lifetime delivered



3. Similar light output



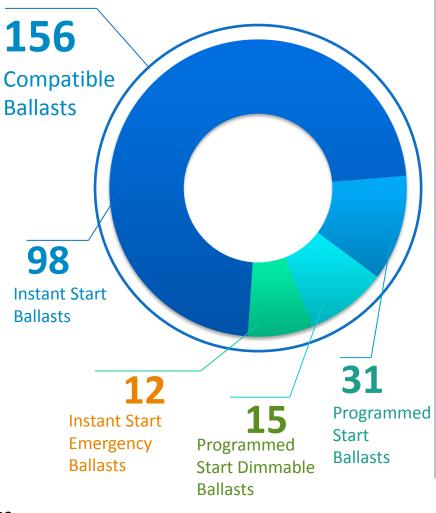
• Newcomers lack the ballast expertise (a major component of the system) to ensure system performance during retrofit

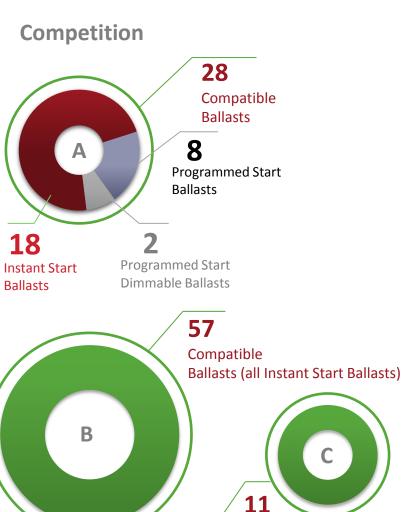


Compatibility

Ballast list coverage – tested & verified

Philips InstantFit LED T8





Compatible Ballasts (all Instant Start Ballasts)



Switch to Philips InstantFit TLED NOW

Instant savings with attractive paybacks





- Significant energy savings compared to conventional fluorescent
- Lowest energy consumption LED tubes in the market
- Maintained quality of light over time
- Safe and hassle free installation with InstantFit solutions
- Pay back period achievable within 2 years
- Trusted quality and performance



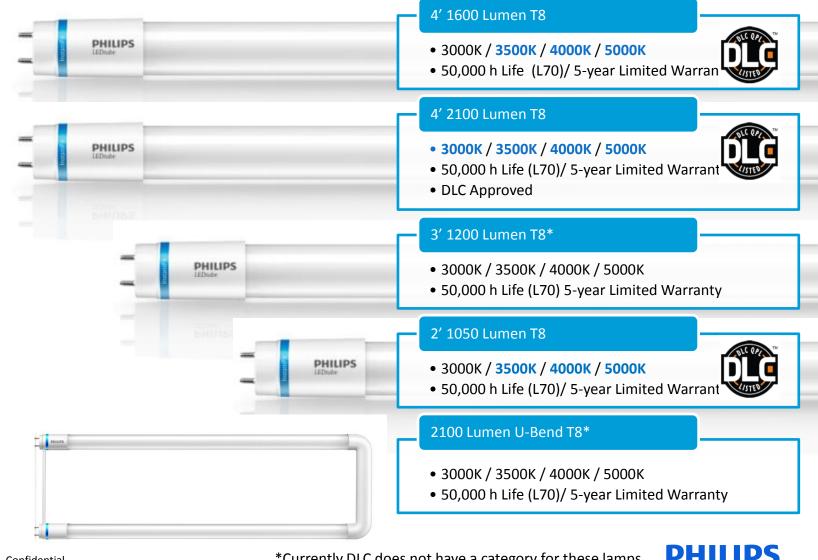
InstantFit TLED T8

www.philips.com/instantfit



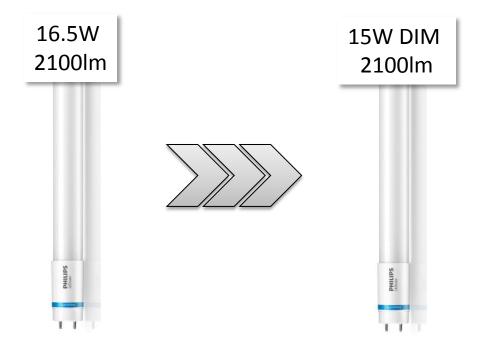
CORE PERFORMANCE

STATEMENT



*Currently DLC does not have a category for these lamps

Product Positioning



Old 6NC	Old Desc
434860	16.5T8/48-3000 IF
434878*	16.5T8/48-3500 IF
434886*	16.5T8/48-4000 IF
434894	16.5T8/48-5000 IF

*Delisted, zero inventory

New 6NC	New Desc
456897	15T8/48-3000 IF DIM
456905	15T8/48-3500 IF DIM
456913	15T8/48-4000 IF DIM
456921	15T8/48-5000 IF DIM

InstantFit – PL-L July 2015



Pricing and Product Details

6NC	Description	Bare Lamp Wattage	System Wattage	Lumens	Color (K)	Life (hrs)	Warranty ¹	Beam Angle
456632	16.5PL-LED/24-3000 IF 10/1	16.5	21	1900	3000	40,000	5 Yr	160°
456640	16.5PL-LED/24-3500 IF 10/1	16.5	21	2000	3500	40,000	5 Yr	160°
456657	16.5PL-LED/24-4000 IF 10/1	16.5	21	2100	4000	40,000	5 Yr	160°

¹ 5 year limited warranty based on 12 hrs/day



InstantFit PL-C/T – Official Launch 23-Oct



Vertical



8.5W/10.5W PL-C/T (Oct)

- 2700K, 3000K, 3500K, 4000K
- 26W Equiv.
- Program Start ballast compatible
- Horizontal & Vertical
- Non-dimmable
- No DLC/Energy Star category



*Currently DLC does not have a category for these lamps

T8 LED Lamp (InstantFit) Drivers

J. Cummings Philips Lighting August 7, 2015





Two new, dedicated drivers for Philips T8 LED

InstantFit Lamph

- ICN-2P16-TLED-N operates 1 or 2 lamps
- ICN-4P16-TLED-N operates 3 or 4 lamps
- IntelliVolt 120-177V



- Based on economical eFluo ballast platform; lamps operated at high frequency
- Optimized to provide the highest efficiency while operating TLED lamps at their design wattage/lumens
 - When replacing existing ballast due to age or mandate, new drivers offer the highest efficiency opportunity
 - Full rated light output (Ballast Factor ~1.0)
 - Extra energy savings compared to operating with standard ICN, IOPA ballasts
- Familiar N size housing
- "Instant Start" wiring
- -35M ordering suffix = 30 pcs/ carton
- Inventory available beginning in August Pricing;
- Incremental adder to ICN's, IOPA's





Philips T8 LED InstantFit Lamps Compatibility

T8 LED Lamp Description	T8 LED Lamp Product No.	T8 LED Lamp Model No.	T8 LED Lamp Ordering Code	Bare Lamp Watts (W)	Nom. Initial Lumens
LED InstantFit T8 - 4'	453589 453597 453605 453613	9290011239 9290011240 9290011241 9290011242	12T8/48-3000 IF 10/1 12T8/48-3500 IF 10/1 12T8/48-4000 IF 10/1 12T8/48-5000 IF 10/1	12	1500 1500 1600 1650
LED InstantFit T8 - 4' High Output	456897 456905 456913 456921	9290011585 9290011586 9290011587 9290011588	15T8/48-3000 IF 10/1 15T8/48-3500 IF 10/1 15T8/48-4000 IF 10/1 15T8/48-5000 IF 10/1	15	2000 2000 2100 2100
LED InstantFit T8 - 4' High Output	434860 434878 434886 434894	9290002880 9290002881 9290002882 9290002883	16.5T8/48-3000 IF 10/1 16.5T8/48-3500 IF 10/1 16.5T8/48-4000 IF 10/1 16.5T8/48-5000 IF 10/1	16.5	2000 2000 2100 2150
LED InstantFit T8 U-Bent -6" High Output	452664 452672 452680 452698	9290011196 9290011197 9290011198 9290011199	16.5T8/22.5-3000 IF-6U 10/1 16.5T8/22.5-3500 IF-6U 10/1 16.5T8/22.5-4000 IF-6U 10/1 16.5T8/22.5-5000 IF-6U 10/1	16.5	2000 2000 2100 2150
LED InstantFit T8 - 3'	452052 452060 452078 452086	9290011183 9290011184 9290011185 9290011186	10.5T8/36-3000 IF 10/1 10.5T8/36-3500 IF 10/1 10.5T8/36-4000 IF 10/1 10.5T8/36-5000 IF 10/1	10.5	1100 1160 1200 1270
LED InstantFit T8 - 2'	452011 452029 452037 452045	9290011179 9290011180 9290011181 9290011182	8.5T8/24-3000 IF 10/1 8.5T8/24-3500 IF 10/1 8.5T8/24-4000 IF 10/1 8.5T8/24-5000 IF 10/1	8.5	950 1040 1050 1100







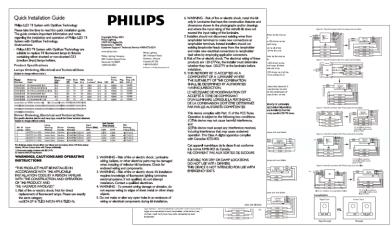
- For each lamp type, there are 4 color temperatures available: 3000K, 3500K, 4000K, 5000K

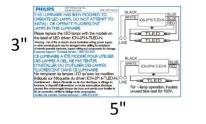
- 4 Lamp model does not operate U Bent lamps

Primarily a retrofit product, Drivers have dual UL status



- Driver is a UL Recognized Component
- Driver and lamp(s) comprise a UL Classified Retrofit Kit
- Each carton includes Installation Guide (i.e. instruction sheet) with common "From / To" wiring diagrams
- Each driver includes label to be field applied in the luminaire cautioning against using fluorescent lamps for future replacements



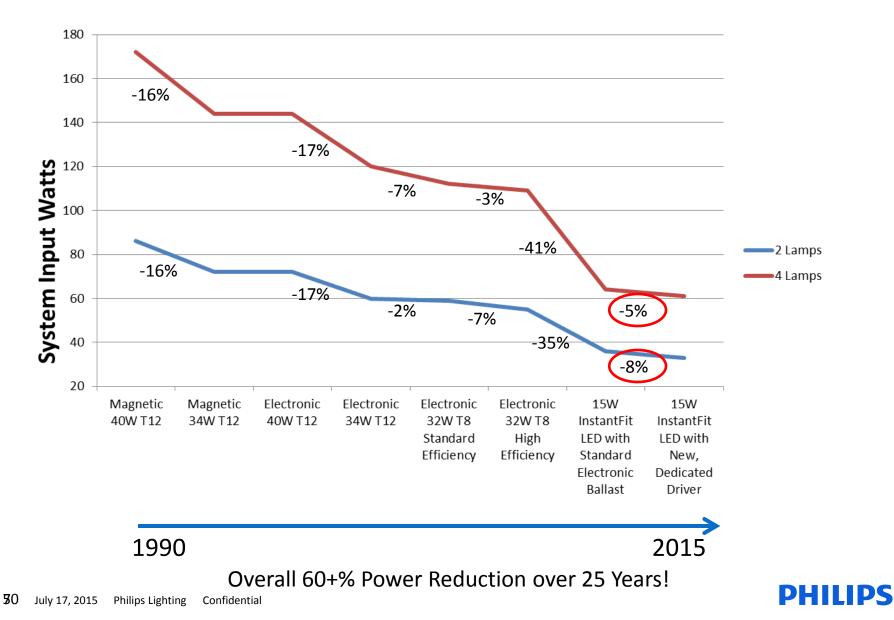




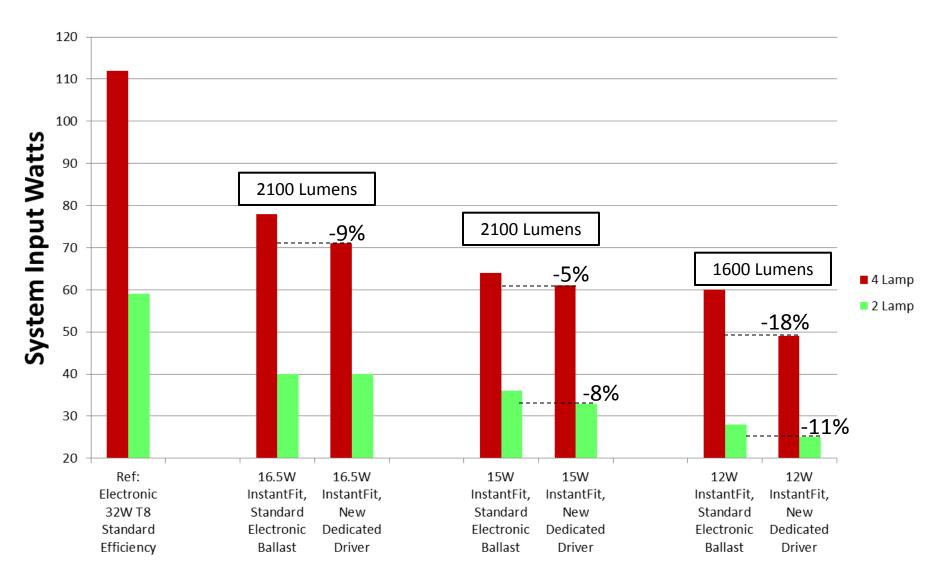
DHIIDS

• DLC Listing being explored

T12 & T8 System Efficiency - 25 years of Evolution



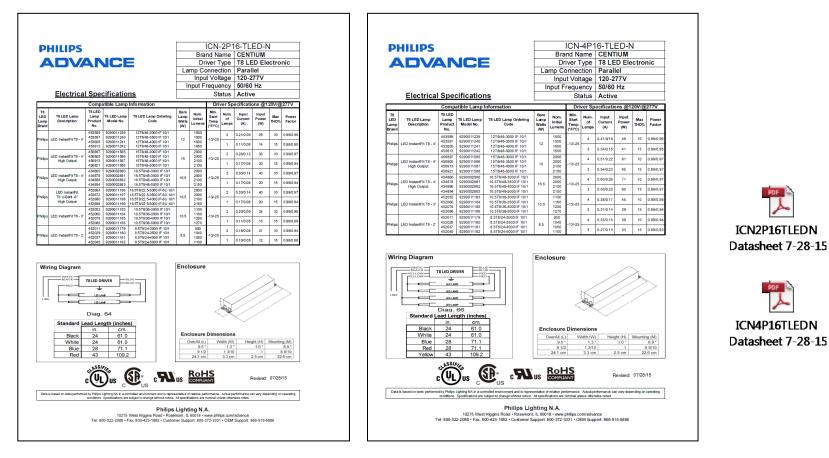
System input Watts Comparison







Driver Data Sheets Available (soon on web)



- Product bulletin in process
- InstantFit compatibility guide will be updated @ www.philips.com/instantfit
- Contact John Cummings with questions



Evokit generation three

June 2015

G3 Table



Philips EvoKit LED

Specifications					
Light Output	2x4 = 4200lm 2x2 = 3200lm Other*				
System Watts	2x4 = 36 2x2 = 28				
ССТ	3500/4000/5000K				
CRI	>80				
Install Time	<5 Minutes				
Dimming	0-10V (Mark7) Line Voltage (Mark10) Step / bi-level				
Min. Depth of Existing Troffer	3"				
Limited Warranty	5 Years**				



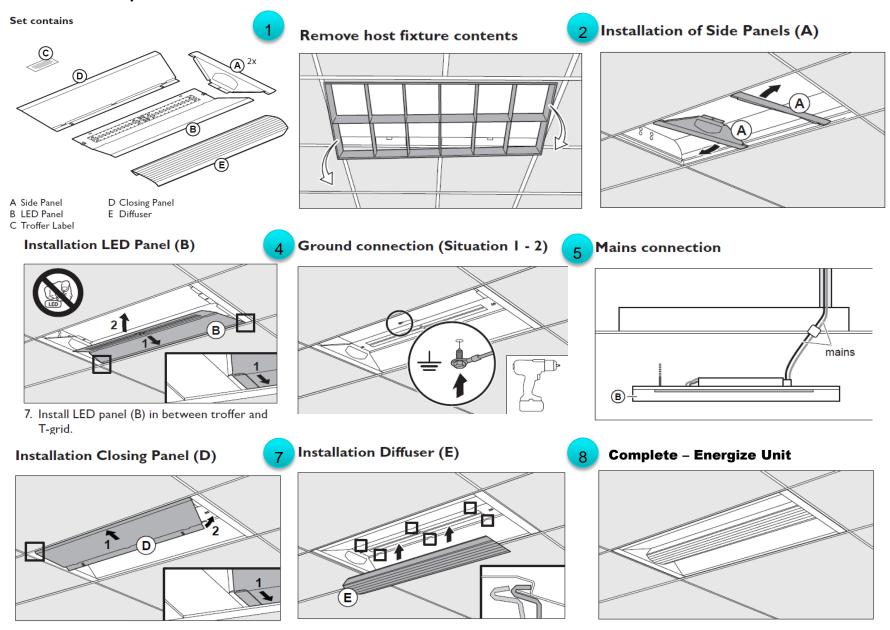


*Higher and lower lumen packages are available

54 **Please contact your Philips sales rep for warranty terms and conditions



Quick and Easy Installation before installing, carefully review all installation instructions and warnings



PHILIPS

Evo Kit Video

Features

- Dimming is Standard
 - 0-10
 - Widely available and most common
 - UNIVERSAL INPUT VOLTAGE (120-277V)
 - Mark10 / line voltage
 - Very unique to Philips
 - Eliminates the need to pull additional wires
 - There is a dimmer compatibility list of Mark10 dimmers
 - DEDICATED INPUT VOLTAGE (120 OR 277V)
 - Step / bi-level
 - Two hot wires
 - Both connected...100% light output
 - One, but not both connected...40% light output
 - UNIVERSAL INPUT



Features

- <u>Earthquake accessory</u>
 - Separately purchased accessory meant to mechanically secure the LED panel to the existing luminaire for code compliance
 - There is an application guide detailing how to install the accessory
 - Comes in bags of 50. Two are required per kit.

- <u>Emergency battery back-up</u>
 - To be installed in the field
 - Suitable for use with Philips 503441 battery back-up



The Evokit **Spacewise** Accessory Platform

2x4

2x2

Integrated, wireless occupancy and daylight harvesting. Ver4.1 adds private offices and conference rooms to the application space

Up to 50 fixtures can be controlled in a group Visit philips.com/spacewise for details







What is Simpleset Technology



It used to be that a resistor installed into the terminal block on the driver set the drive current which controls the light output. The resistor was installed at the factory.



With Simpleset, a resistor is no longer required because the driver current can now be programmed wirelessly. The factory uses a wand-type device to program the drivers.

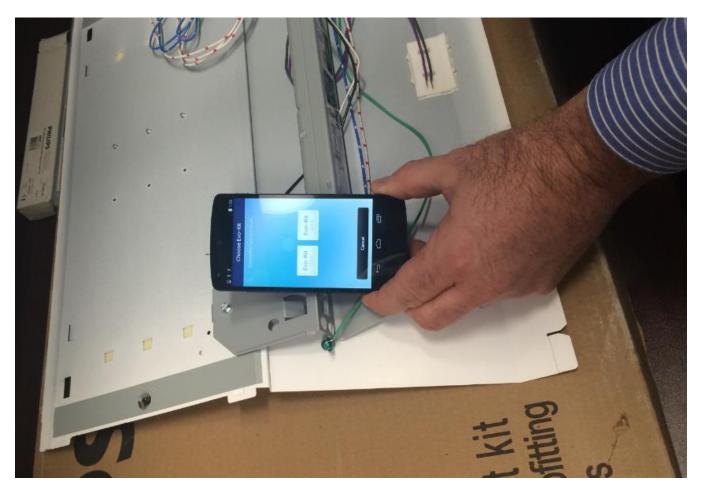
We have taken this ability to wirelessly program the drivers and have brought it to the field.

EvoKit, Simpleset Technology

- Simpleset technology is available in the 0-10V and SR versions
 - A downloadable Android smartphone app is used to adjust the max lumen level from the <u>rated output</u> down to 1500lm (DLC range)
 - The smartphone needs to be right next to the driver
 - This can reduce the number of sku's a distributor stocks or contractor specifies
 - This also gives the distributor/contractor the added flexibility to give their customers exactly the lumen level they want...and to modify that lumen level right up to the point of installation
 - The Simpleset feature does not have to be used. It's there to give the user the ability to easily tune the evokit before installation...if they chose to do so







The smartphone app adjusts the max lumen level (within the DLC range) simply by placing the smartphone next to the NFC antenna on the driver and tapping a few tabs on the screen. Evokit does not need to be powered up. Distributors can set the max lumen level before they ship to their customers, and contractors can set it right before installation. Will be available in the 0-10 and SR versions.

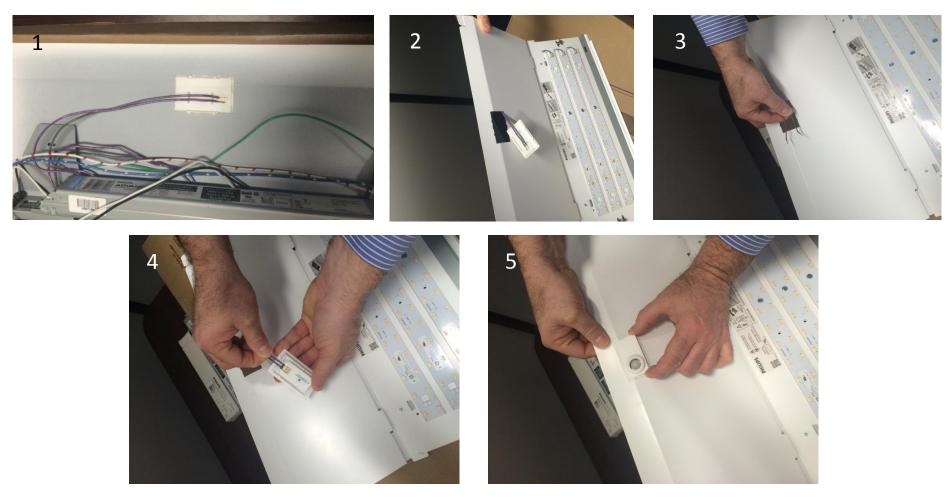


What is EvokitSR (sensor ready)



EvokitSR is meant to be fitted with an (appropriate) sensor in the field, ie it is sensor ready. There would be no reason to buy the evokitSR if you are not intending on adding controls. It is shipped with a mounting hole and cover.

EVOKIT SR



A platform to which various different sensors can be **EASILY** connected depending on what level of sensing and control you want, from simple occ / daylight sensing to data-reporting cloud-connected sensing. EvokitSR ships with a cover that has the two sensing wires attached to the back of it. Remove the cover...remove the wires...insert the wires into the sensor...insert the sensor into the hole...THAT'S IT!

Evokit breakdown

2x4 4700/4200/3600lm

2x2 3200/2300lm		ССТ	Integrated Controls	Simpleset	Input Voltage
EVOKIT GEN3	0-10V	3500K 4000K 5000K	Spacewise	Available	120-277V 347V
	Mark10	3500K 4000K			120V 277V
	Step	3500К 4000К			120-277V
	SR (sensor ready)	3500K 4000K 5000K	Contact your local Philips rep	Available	120-277V



Commercial Recessed Product Playbook

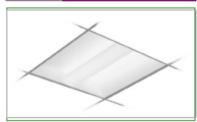
LED offering 2015

Statement





ArcForm



Arioso LED

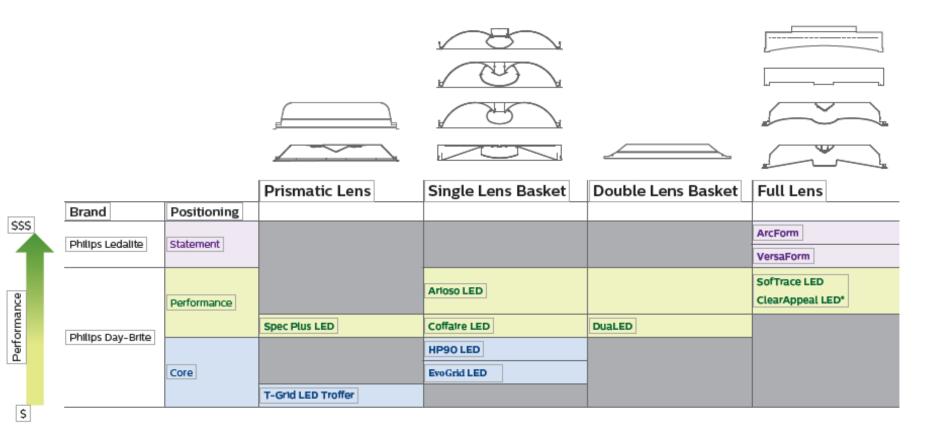


HP90 LED



Commercial Recessed Product Playbook

LED portfolio positioning 2015





Philips Day-Brite EvoGrid Recessed LED*

Advantages

- Modern architectural aesthetics
- High efficiency, up to 110 LPW
- Extensive range of lumen packages and color temperatures
- Future proof
- Integral day and occupancy sensors to enable code compliance
- Integral wireless control solution (SWZ) by Q3 2015
- All sizes (1x4, 2x2, and 2x4) available by Q3 2015
- L70, S0K predicted life as per TM21A
- Standard 0–10V dimming
- DLC listed by time of launch



* Available June 2015

Philips Day-Brite ClearAppeal LED

Advantages

- Glare free lighting for visual comfort and pleasing appearance
- Controlled amount of light directed at higher angles eliminates cave effect
- Highest efficiency in the category (up to 110 LPW)
- Single piece extruded lens
- Future proof
- Integral day and occupancy sensors to enable code compliance
- Integral wireless control solution (SWZ)
- All sizes (1x4, 2x2, and 2x4) available in both surface and recessed models
- L70, 50K predicted life as per TM21A
- · Bottom access enables ease of maintenance
- Standard 0-10V dimming





Change

within reach

Philips Day-Brite EvoGrid LED Recessed luminaire family

Craig Wright Indoor General Area June 2015

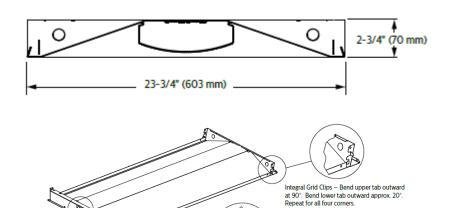


Product Details

Design

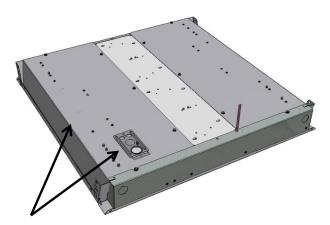
69





Access Plate

- Attractive single lens enclosure and architectural aesthetics.
- Uniform glare-free lighting without pixilation
- Matt White high reflectance finish.
- Integrated Grid Clips
- 2.75" depth



Standard configuration w/ driver mounted on end. Access plate located as shown.

Emergency driver & continuous row options require side covers. Access plate located as shown.



Product Details

- 3 sizes: 2x2,2x4 and(1X4 by Q4 2015)
- T-Grid and Dry wall ceilings
- Currently Static only. Air by Q4 2015.
- 3500, 4000 and 5000K
- CRI >80+
- Calculated L70 up to 50K as per TM21A.
- Predicted L70 up to 80K as per TM21.
- 3000, 3800, 4500lm (2x2)
- 3800, 4300, 4800, 5400, 7400lm (2x4)
- 2600, 3000, 4000lm (1X4) by Q4
- Chicago plenum
- 120/277V, 347V
- Integrated battery packs
- Integrated Daylight and Occupancy sensors
- Space Wise under development. Expected to be available by Q4 2015.
- Standard dimming (0-10V)
- DALI, Step-dim, Phase Dim, and Lutron Hi-Lume A and EcoSystem drivers as options







Space Wise

DHIIDS

Actilume Day and Occ Sensor

70

Philips SpaceWise Technology

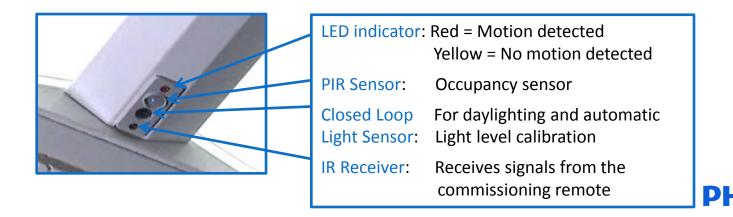
Product Marketing July 17, 2015



What is SpaceWise Technology?

Affordable, Automated, Wireless LED lighting solution

- An integral LED lighting system with embedded sensors and wireless controls designed specifically for luminaire replacement / upgrade opportunities.
- A system that delivers deep energy savings of Up to 75%* through automated, subtle, granular dimming behavior.
- Economical and simple with easy to install and use; no commissioning or design.
- Smart: algorithms maintain handshake between effective lighting performance with user comfort.
- Stand-alone: no external connections, no integration with BMS solutions



The fundamentals of SpaceWise Technology

Basic functionality

- SpaceWise enables wireless connected luminaires in a room or area.
- Luminaires detect presence and share occupancy information.
- All luminaires within a group act in a predefined 'office' or 'industry' automated behavior.
 - Automated behavior is activated by selecting the appropriate application mode via the commissioning remote (IRT9090).
- All of this without any additional investments in control cables or complex commissioning.

Simple installations:

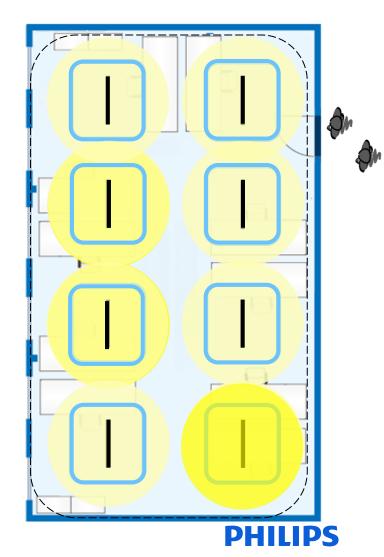
- The wireless network can have up to 50 devices (luminaire / wireless UI)
- A wireless device can only be in one wireless network
- All luminaires within a network have similar automated behavior (same mode)



How does the system work ?

Granular dimming behavior

- Upon entering the SpaceWise luminaires detect movement and the luminaires turn on at a background level.
- As occupants settle down lights dim up to task level (determined by the daylight sensor and the wattage trim level).
- As workers move away, their lights dim down to the background level.
- When the group is entirely empty lights turn off.
- There is no flashing of lights as the system is smart to distinguish between a fast motion and a stable motion.



SpaceWise Mode selection

Selection between Office and Industry Applications



'Office' application modes

- 1 Private office / Meeting room Auto ON
- 3 Private office / Meeting room Manual ON
- 5 Corridor & Stairwell Auto OFF
- 24 Open office Auto ON
- 25 Open office Manual ON
- 26 Corridors & Stairwell Auto dim to background

'Industry' application modes (coming soon)

- 6. Storage Auto ON
- 7. Warehouse Auto ON
- 8. Distribution center Auto ON
- 9. Warehouse comfort Auto ON

PHILIPS

SpaceWise Applications

Office Modes (can also be used for classrooms)

Application setting	Mode 1: Private Office/ Meeting Room - Auto On	Mode 3: Private Office/Meeting Room - Manual On	Mode 24: Open Office – Auto On	Mode 25: Open Office – Manual On	Mode 26: Corridors & Stairwells	Mode 5: Corridors & Stairwells
Out of the box behavior	Behavior of the luminaires before grouping or being altered via the commissioning remote.					
Power-up state	On	On	On	On	On	On
Hold Time	10 min	10 min	10 min	10 min	10 min	10 min
Background Level	25%	25%	25%	25%	25%	25%
Prolong Time	Infinite	Infinite	Infinite	Infinite	Infinite	Infinite
Start-up and Dim behavior	Behavior of the luminaires after grouping.					
Background Level	27%	27%	27%	27%	27%	10%
Fading to Switch On	1s	1s	1s	1s	1s	1s
Hold Time	10 min	10 min	10 min	10 min	5 min	5 min
Fading to Background Level	10s	10s	10s	10s	10s	10s
Prolong Time	15 min	0 min	15 min	0 min	15 min	Infinite
Occupancy Mode	Auto On / Auto Off	Manual On / Auto Off	Auto On / Auto Off	Manual On / Auto Off	Auto On / Auto Off	Auto On / No Auto Shutoff

*Hold time is the occupancy time out after which the luminaire dims from the task level to the background level.

** Prolong time is the time for which the luminaire stays at the background level before switching off.

SpaceWise Applications

Industry Modes (coming soon)

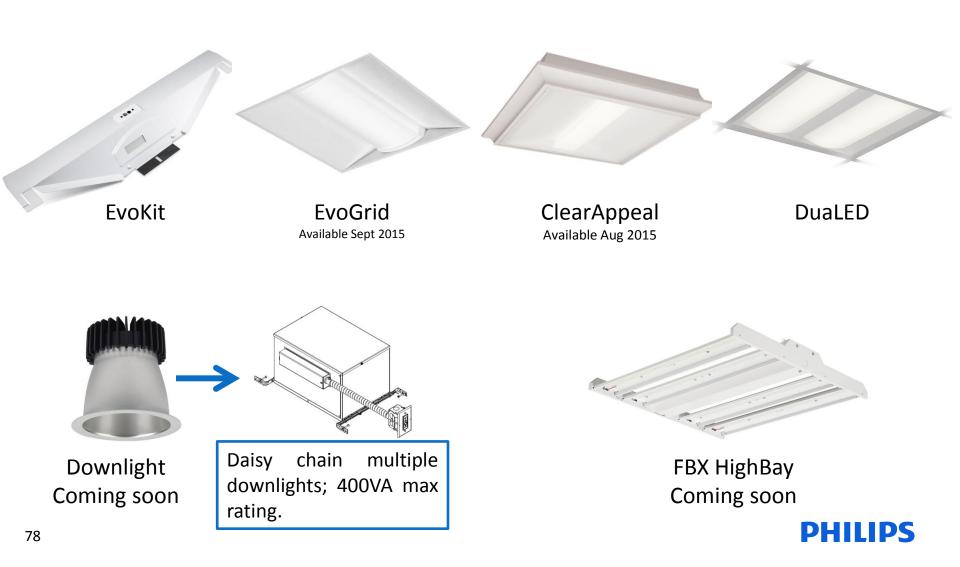
Application setting	Mode 6: Storage	Mode 7: Warehouse	Mode 8: Distribution Center	Mode 9: Warehouse Comfort	
Out of the box behavior	Behavior of the luminaires before grouping or being altered via the commissioning				
		remote.			
Power-up state	On	On	On	On	
Hold Time*	15 min	15 min	15 min	15 min	
Background Level	30%	30%	30%	30%	
Prolong Time**	Infinite	Infinite	Infinite	Infinite	
Start-up and Dim	Behavior of the luminaires after grouping.				
behavior					
Switch ON Level	60%	60%	60%	60%	
Background Level	10%	20%	10%	20%	
Fading to Switch On	Os	Os	Os	Os	
Hold Time	2 min	5 min	2 min	5 min	
Fading to Background Level	10s	10s	10s	10s	
Prolong Time	2 min	5 min	Infinite	Infinite	
Switch OFF to 0%	Yes	Yes	No. Stays at background level	No. Stays at background level	

*Hold time is the occupancy time out after which the luminaire dims from the task level to the background level.

** Prolong time is the time for which the luminaire stays at the background level before switching off.



SpaceWise Portfolio



Philips Day-Brite / Philips CFI LED High Bay FBX



LED High Bay FBX







PHILIPSPHILIPSDay-Brite**C**

LED High Bay FBX

Key Features

- Efficacies up to 120 lm/w
- Multiple lumen packages up to 45,000 nominal delivered lumens
- Three sizes optimized to lumen packages
- Multiple light distribution patterns
- 4000K and 5000K color temperatures
- 80+ CRI
- 0-10V dimming drivers are standard
- Available in all standard voltages 120V 480V
- Available for ambient temperatures up to 55C
- Multiple mounting options
- Optional motion detector
- Optional integral emergency battery
- DLC listed (check DLC website to confirm exact catalog number)

Enjoy flexibility & savings along with quality illumination



Dav-Brite

FBX HE.pdf

PHILIPS

Conventional Comparison

	Conventional System	Conventional System Wattage	FBX Potential Equivalent	FBX System Wattage	Energy Savings	% Savings
	100W PSMH	129W	FBX08LL40	82W	47W	36.43%
	150W PSMH	190W	FBX12LL40	98W	92W	48.42%
	250W PSMH	288W	FBX16LL40	165W	123W	42.71%
	400W PSMH	454W	FBX24LL40	197W	257W	56.61%
	750W PSMH	820W	FBX45LL40	398W	422W	51.46%
	(4) 54W T5HO	236W	FBX16LL40	165W	71W	30.08%
H	(6) 32W T8	221W	FBX16LL40	165W	56W	25.34%
	(6) 54W T5HO	354W	FBX24LL40	197W	157W	44.35%



Compared to conventional systems, the FBX LED technology can save up to 56% of the energy required to light a space.



Optics & Lenses

Multiple optics are available to create the proper lighting design for the application. Optional lenses are available to cover the LEDs, diffuse the images created by each LED, or reduce glare. Note that the addition of the lens will reduce the light output and could possibly distort the desired effect of the optical distribution.



General Distribution (no optics)
With Optics (narrow, medium, wide, or aisle)



Clear Acrylic Lens (LCA) option
Frosted Acrylic Lens (LFA) option
Prismatic Acrylic Lens (LPA) option

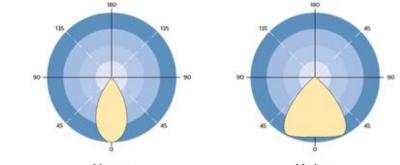


Light Distributions

Each optic is designed for a specific purpose:

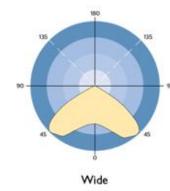
- General distribution allows a wash of light in any application
- Narrow beam allows focused light in higher ceiling areas
- Medium beam is tailored for mid mounting heights
- Wide beam is perfect for low bay areas or locations with wider fixture spacing
- Aisle beam has an asymmetric distribution for aisle or rack areas





Narrow





General

90 45 Aisle



Options & Accessories

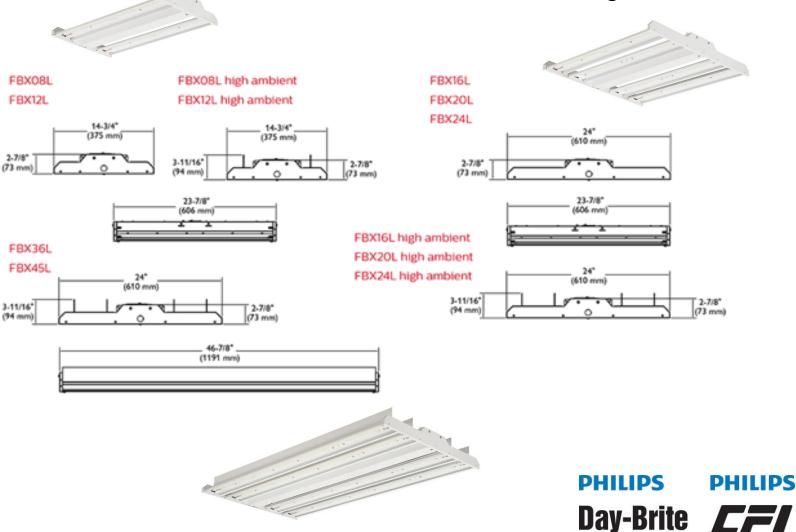


Multiple options and accessories are available to match the luminaire to the existing space requirements or to the desired design effect.



Dimensions

Each of the three sizes is configured for specific lumen packages. Tailoring the size of the luminaire to the lumen package increases efficiencies in material usage.



Portfolio Cheat Sheet

Category	Catalog Number/ Description	Stock Status
High Bay FBD DOOR WITH LENS 2-4L	FBD-4E-1W	Stock
High Bay FBD DOOR WITH LENS 6L	FBD-6E-1W	Stock
High Bay FBD Fluorescent	FBD254HO-UNV-1/2-EB	Stock
High Bay FBD Fluorescent	FBD332-UNV-1/3-EBH	MTO
High Bay FBD Fluorescent	FBD354HO-UNV-1/3-EB	Stock
High Bay FBD Fluorescent	FBD432-UNV-1/4-EBH	Stock
High Bay FBD Fluorescent	FBD454HO-UNV-1/4-EB-2LS	Stock
High Bay FBD Fluorescent	FBD632-UNV-1/42-EBH	Stock
High Bay FBD Fluorescent	FBD654HO-UNV-1/42-EB	Stock
High Bay FBD GUARD 2-4L	WG-FBD4	Stock
High Bay FBD GUARD 6L	WG-FBD6	Stock
High Bay FBD GYM GUARD 2-4L	FBD4-GL	Stock
High Bay FBD GYM GUARD 6L	FBD6-GL	Stock
Industrial- Strip 4'	IS132-UNV-1/1-EB-QHE132T8UVISLSC	Stock
Industrial- Strip 4'	IS132-UNV-1/1-EB-QHE132T8UVISNSC	Stock
Industrial- Strip 4'	IS232-UNV-1/2-EB-QHE232T8UVISHSC	Stock
Industrial- Strip 4'	IS232-UNV-1/2-EB-QHE232T8UVISLSC	Stock
Industrial- Strip 4'	IS232-UNV-1/2-EB-QHE232T8UVISNSC	Stock
Industrial- Strip Tandem	T1F332-PP-UNV-1/42-EB-QHE232T8UVISHSC-QHE432T8UVISH	MTO
Industrial- Strip Tandem	TIS132-UNV-1/2-EB-QHE232T8UVISHSC	Stock
Industrial- Strip Tandem	TIS132-UNV-1/2-EB-QHE232T8UVISLSC	Stock
Industrial- Strip Tandem	TIS132-UNV-1/2-EB-QHE232T8UVISNSC	Stock
Industrial- Strip Tandem	TIS232-UNV-1/4-EB-QHE432T8UVISH	Stock
Industrial- Strip Tandem	TIS232-UNV-1/4-EB-QHE432T8UVISLSC	Stock
Industrial- Strip Tandem	TIS232-UNV-1/4-EB-QHE432T8UVISNSC	Stock



The End



Thank you!!