

MaxLite®

A NEW WAVE OF LIGHT



IntelliMax®

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QUESTIONS DURING THE WEBINAR

QUESTIONS/ANSWERS

Please feel free to type your questions into the chat box at any time during the webinar. If we aren't able to answer them immediately we will be sure to get the answer to you shortly after the webinar concludes.

FOR MORE INFORMATION ABOUT OTHER MAXLITE PRODUCTS, OR FOR LIGHTING QUESTIONS IN GENERAL; PLEASE CONTACT:

info@maxlite.com

<http://www.maxlite.com>

1-800-555-5629



INTELLIMAX WEBINAR AGENDA

Learning Objectives:

- Market Drivers
- IntelliMAX Overview
- Applications
- Marketing Tools

MaxLite® Webinars
A NEW WAVE OF LIGHT

MaxLite Presents: **IntelliMax®**
Intelligent Wireless Lighting Control System



**Thursday,
8/30/18 @ 2pm EST**

IntelliMax is a turnkey solution for saving energy and meeting efficiency requirements using popular controls such as occupancy sensing, dimming and daylight harvesting. Powered by Cortet™ wireless technology, IntelliMax works seamlessly with MaxLite LED luminaires to deliver scalable energy cost savings for facilities of all sizes.

- Basics of lighting controls
- What can be accomplished using IntelliMax
- How to design layouts with IntelliMax in mind
- How to order

Join to learn this and more!



Click Here To Register Now!

 Add this webinar to your calendar
(If prompted to OPEN or SAVE, choose OPEN)

Why **Lighting Controls**?

Code Compliance

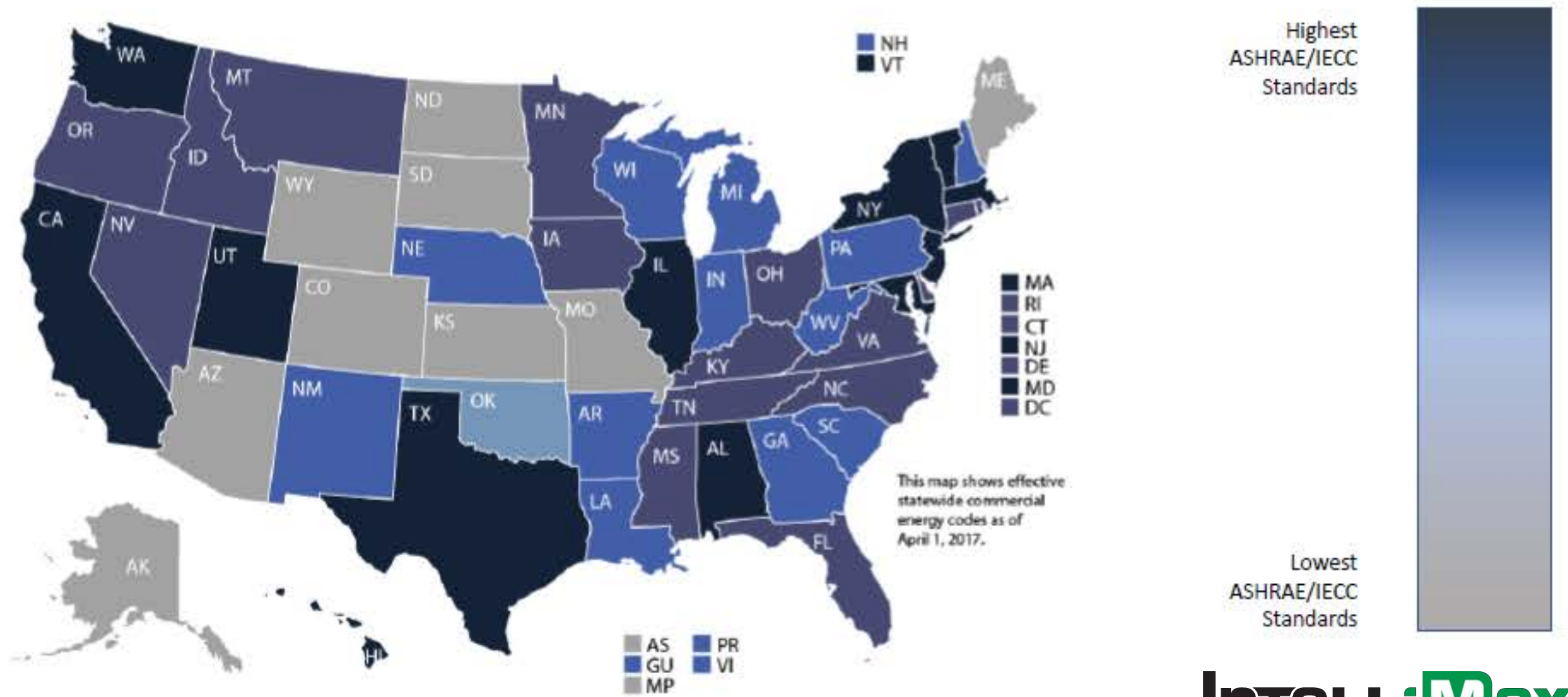
Energy Savings

Utility Rebates/Incentives

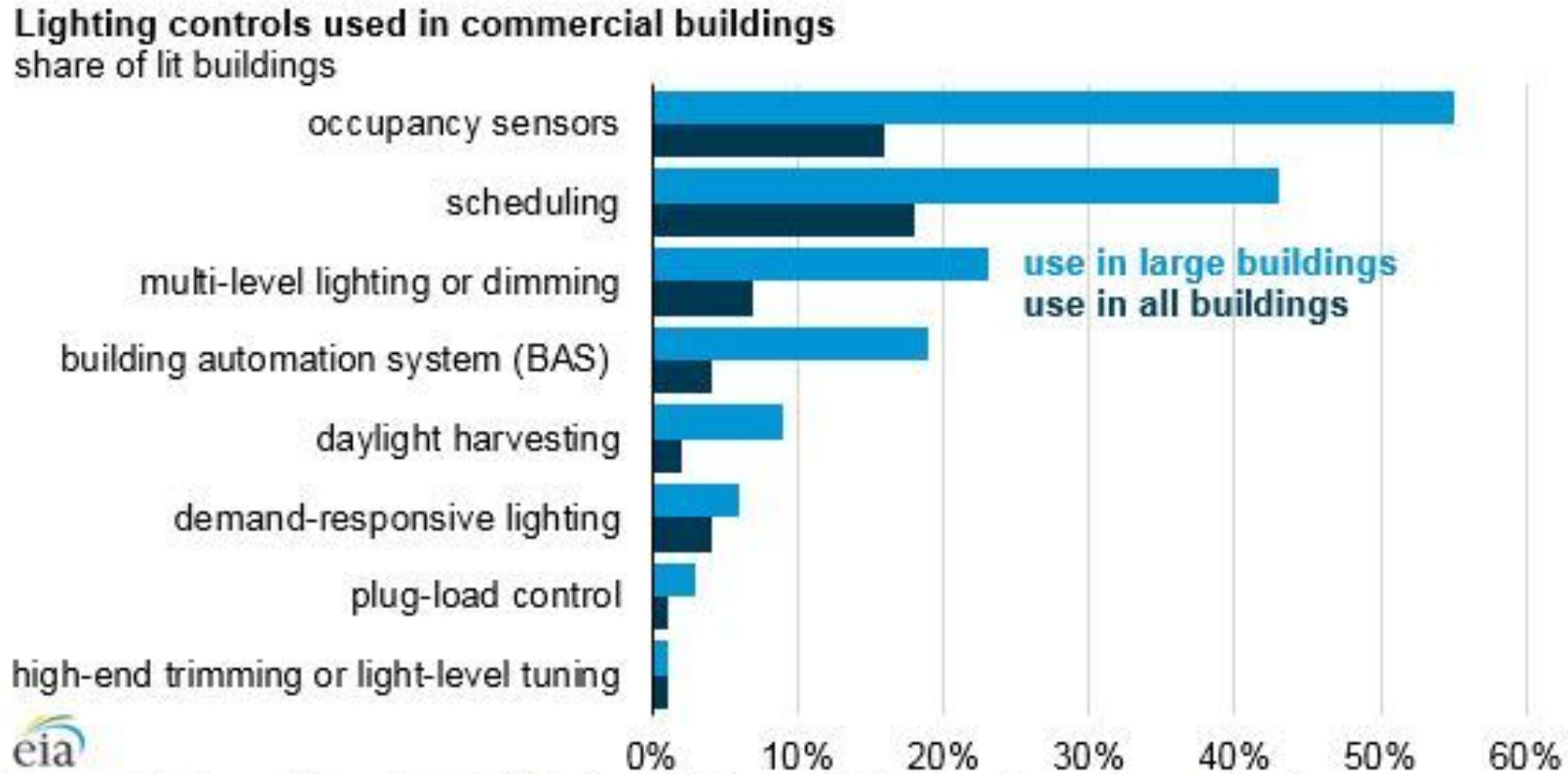
High Performance Buildings

IntelliMax
BY **MaxLite**

Lighting Controls are mandated by Energy Codes



Lighting Accounts for 38% of Commercial Electricity Consumption & Controls can save up to 60% energy

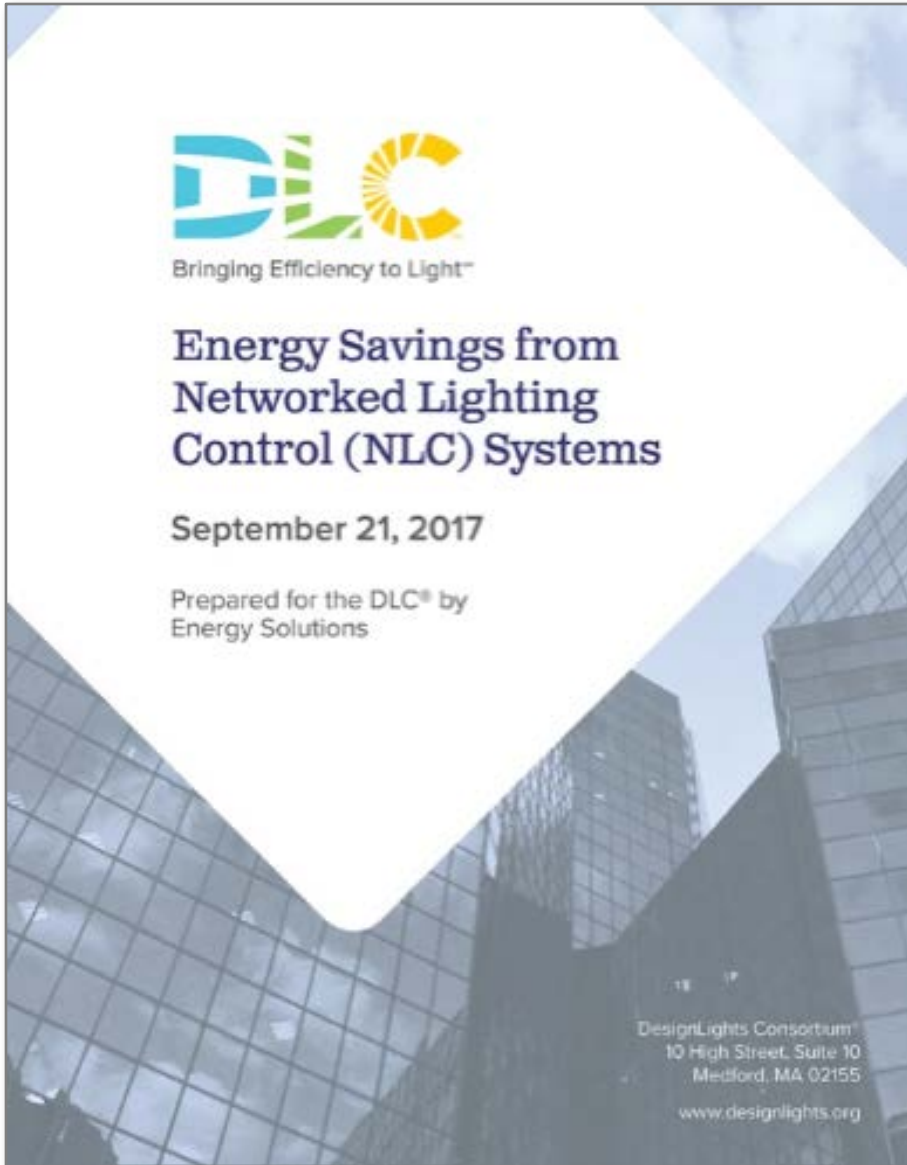


Two thirds of US buildings have no Lighting Controls

Table 3. US installed stock penetration of lighting controls, 2015 (DOE 2016).

| INSTALLED STOCK PENETRATION (%) | COMMERCIAL |
|---------------------------------|------------|
| None | 68% |
| Dimmer | 3% |
| Daylighting | < 1% |
| Occupancy Sensor | 6% |
| Timer | 4% |
| Energy Management Systems | 15% |
| Multiple Strategies | 4% |
| Connected | < 1% |

Utility Rebates/Incentives

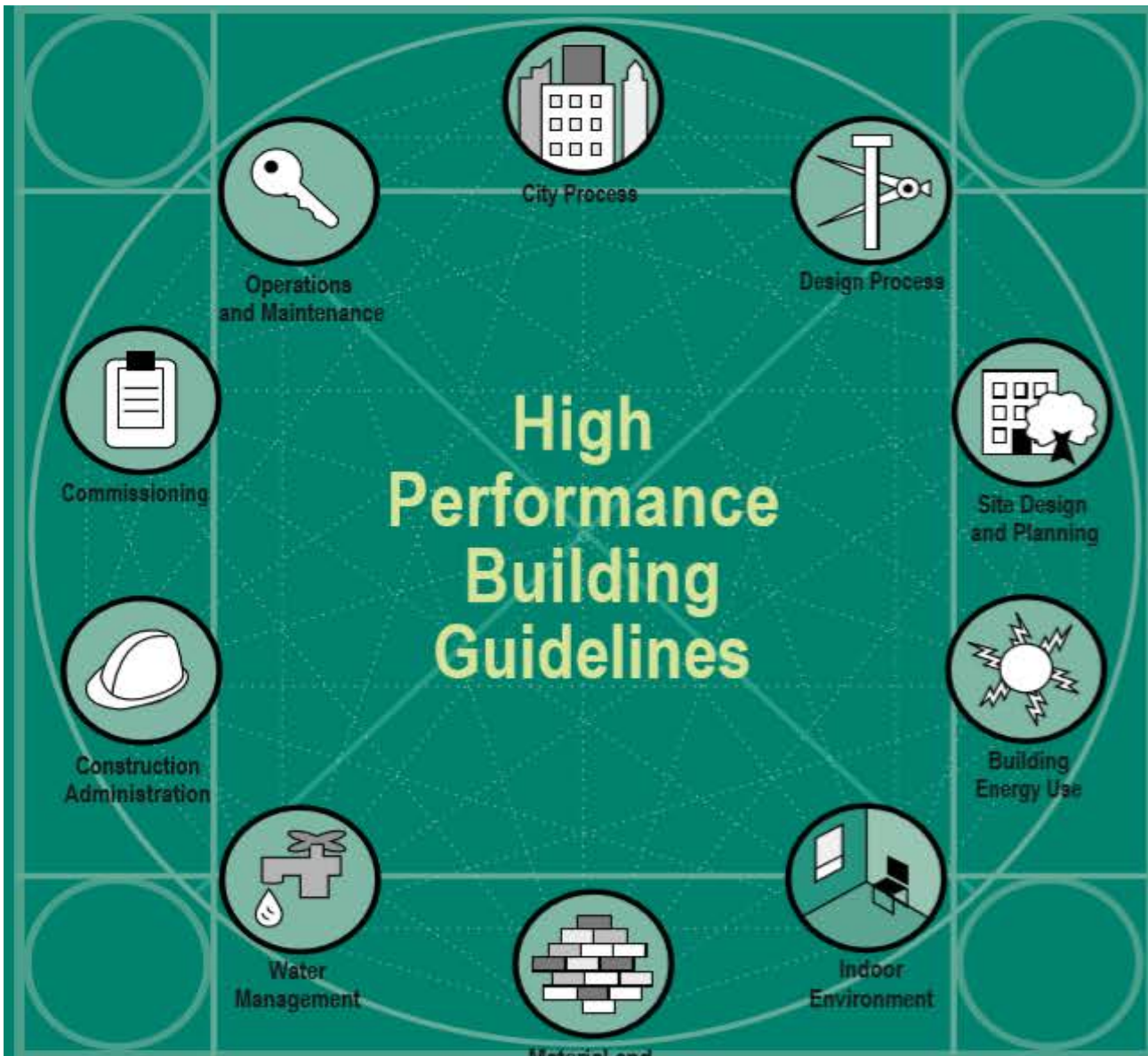


- Few programs nationwide and growing
- Rebates can absorb as much as 70% of the Lighting Control cost
- Payback improvement by 20-25%



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Go Green or Go Home!



“World Energy Consumption is projected to increase by 44% from 2006 to 2030”

Source: US Department of Energy

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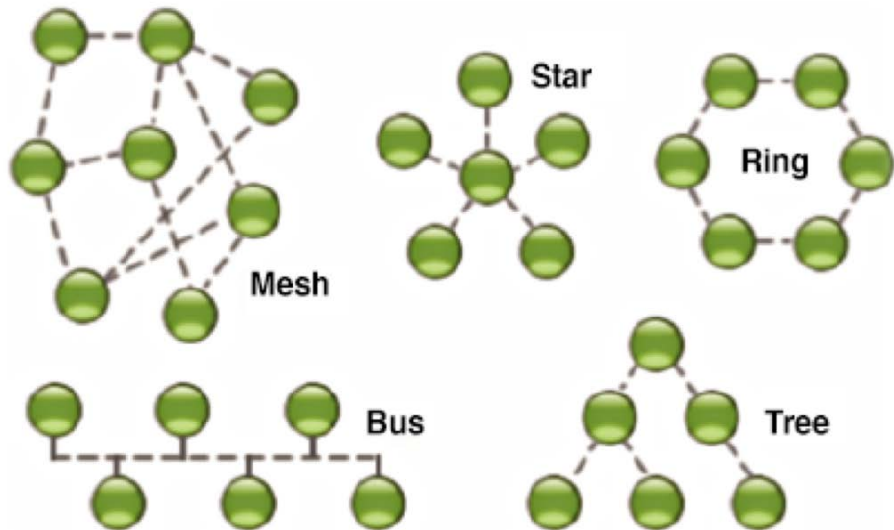
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What is **IntelliMax**?

Wireless Networked Lighting Control System

Zigbee... a mesh Network Protocol

- **Reliable...**more than 2,200 products certified, over 150 manufacturers and nearly 30% of smart lighting use cases
- **Robust...**network still work even if one of the devices fail



ZigBee®

IntelliMax®
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IntelliMax... Simplicity

- Meet Energy Codes & Save Most Energy Out-of-the-Box
- Installation flexibility
- Hardware...less is more!
- Factory Support for Project Planning & Commissioning

Easy & Guided Setup

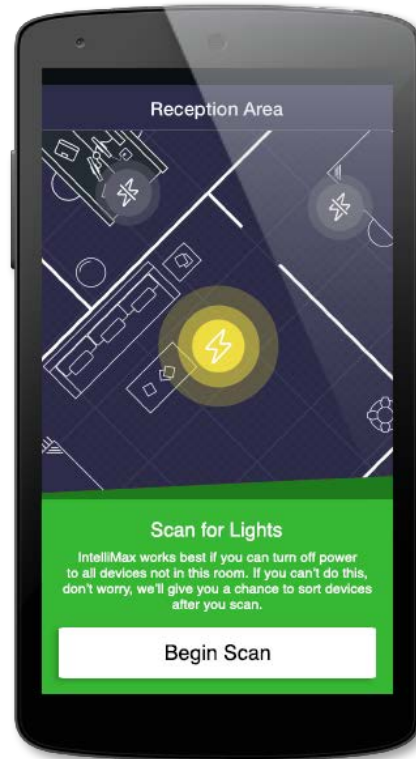
Simple Guided Install



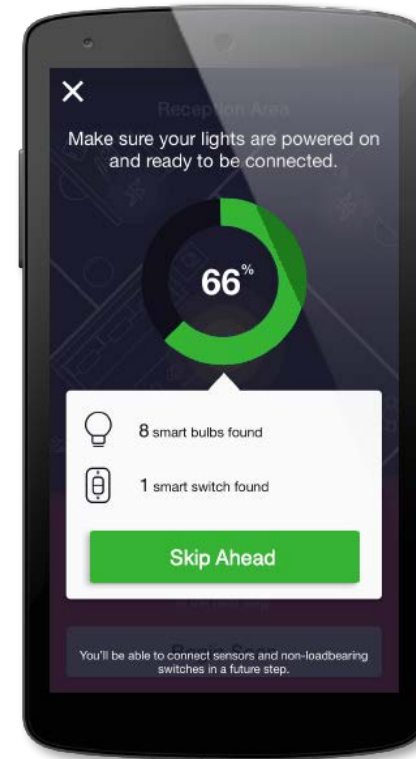
Simple Gateway Connection



Simple Room by Room Setup



Simple Device Search & Config



Simple Control & Grouping



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IntelliMax... Performance & Reliability

- Proven & Robust Wireless Technology
- Full Scale Testing & Certification
- Secure
- Fast



Rigorous, 24/7/365 testing to ensure ongoing performance

IntelliMax Security – 4 Levels

Physical Security

- IntelliMax Gateway is installed in protected and private location
- Gateway access requires physical access to commissioning button on the device



New security threats are detected and overcome with Over-the-Air firmware updates to installed devices

Device Security

- Features Zigbee AES 128-bit encryption
- Gateway is not Linux based, making unfamiliar to others

Network Security

- Secure HTTPS TLS protocols and standard WiFi Network Security
- Operates on Zigbee HA1.2-Joining is an "open join" process only during commissioning

Over the Air Security and Updates

- Operates on Transport Layer Security (TLS)

CEL/Cortet Partner

Maxlite is partnered with CEL which provides:

- Firmware for all IntelliMax components
- App design for both iOS and Android devices
- Long and short term strategy planning for features and improvements to the system
- Layout support (initially)
- Design assistance and product integration with 3rd party vendors and CMs

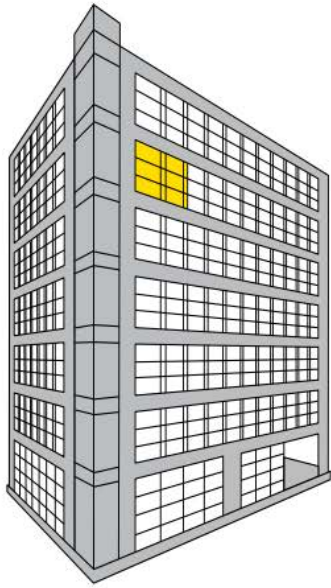


IntelliMax... Options & Scalability

- Application-based Project Design
- Flexible
- Choice

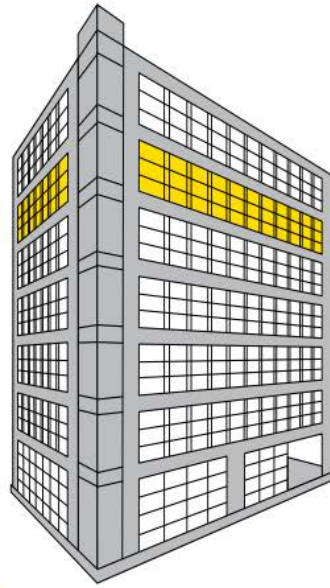
Where does **IntelliMax** fit?

Designed and Ideal for **Small to Medium** Scale Commercial Spaces.



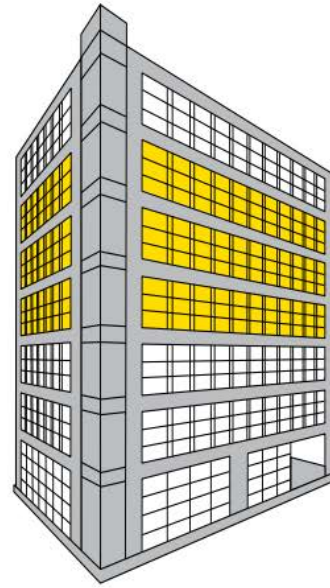
Single-space Solution

Combine wireless occupancy sensors, daylight sensors, and dimming controls for a simple lighting system that saves energy and improves productivity



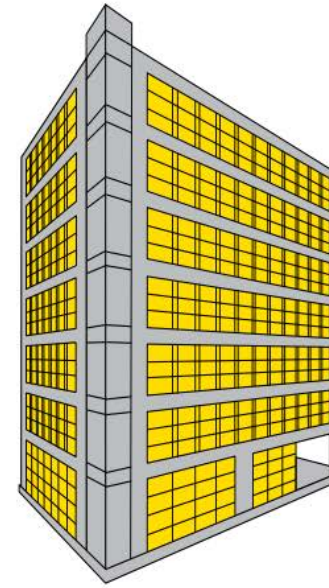
Small Area Solution

Combine IntelliMax devices with light to build wireless mini-systems that improve the usability of a multi-purpose space and save more energy



Multiple Room/Entire Floor Solutions

Expand the IntelliMax System with multiple Gateways and other devices for significant yearly savings from reduced energy costs, increased luminaire life, and lower maintenance costs



Entire Building/Campus Solution

Manage, monitor, and report on all lighting energy usage in a building for optimal energy performance

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IntelliMax equipment at a glance...

IntelliMax[®]

Intelligent Wireless Lighting Control System

Switches
&
Dimmers



Gateway

Range
Extender

Fixture-Integrated
Node



Sensors



App

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IntelliMax Mini Hub

- “Brain” of IntelliMax Network
- Zigbee + Ethernet
- Stores Up to 120 IntelliMax Devices
- Over-the-air software updates



p/n: IM-HUB

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IntelliMax Node

- On/Off/0-10V Dim
- 120-277V Universal Input
- ½" K.O. for J-box or in-fixture mount



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IntelliMax Switches & Dimmers

- Provide Manual Override
- Designed and Manufactured by Leviton
- Replace Standard line voltage Switches
- 3-way and multi-way applications without wiring



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IntelliMax Occupancy Sensors

- Turn lights on/off automatically based on Motion Detection
- Battery-powered, 7-10yrs life
- PIR Sensing Technology
- Ceiling mount 360° field of view
- 450 & 1,500sqft coverage area models



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IntelliMax Daylight Harvesting

- Softly adjust electrical light level based on natural light contribution
- Battery-powered, 7-10yrs life
- Closed-loop Technology
- Easy mounting on Ceiling, Wall or Desktop



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IntelliMax App

- Provide intuitive devices/network configuration
- Mobile App supported for IOS and Android
- Up to 4 Daily Schedules
- Integrate and Control up to 6 Mini Hubs



Role of Devices

Relay Node: need one per fixture, or can group multiple fixtures

Mini Hub: need one per installation

Switch: need one per zone that you want to manually control

Sensors: need one per zone that needs occupancy/daylight

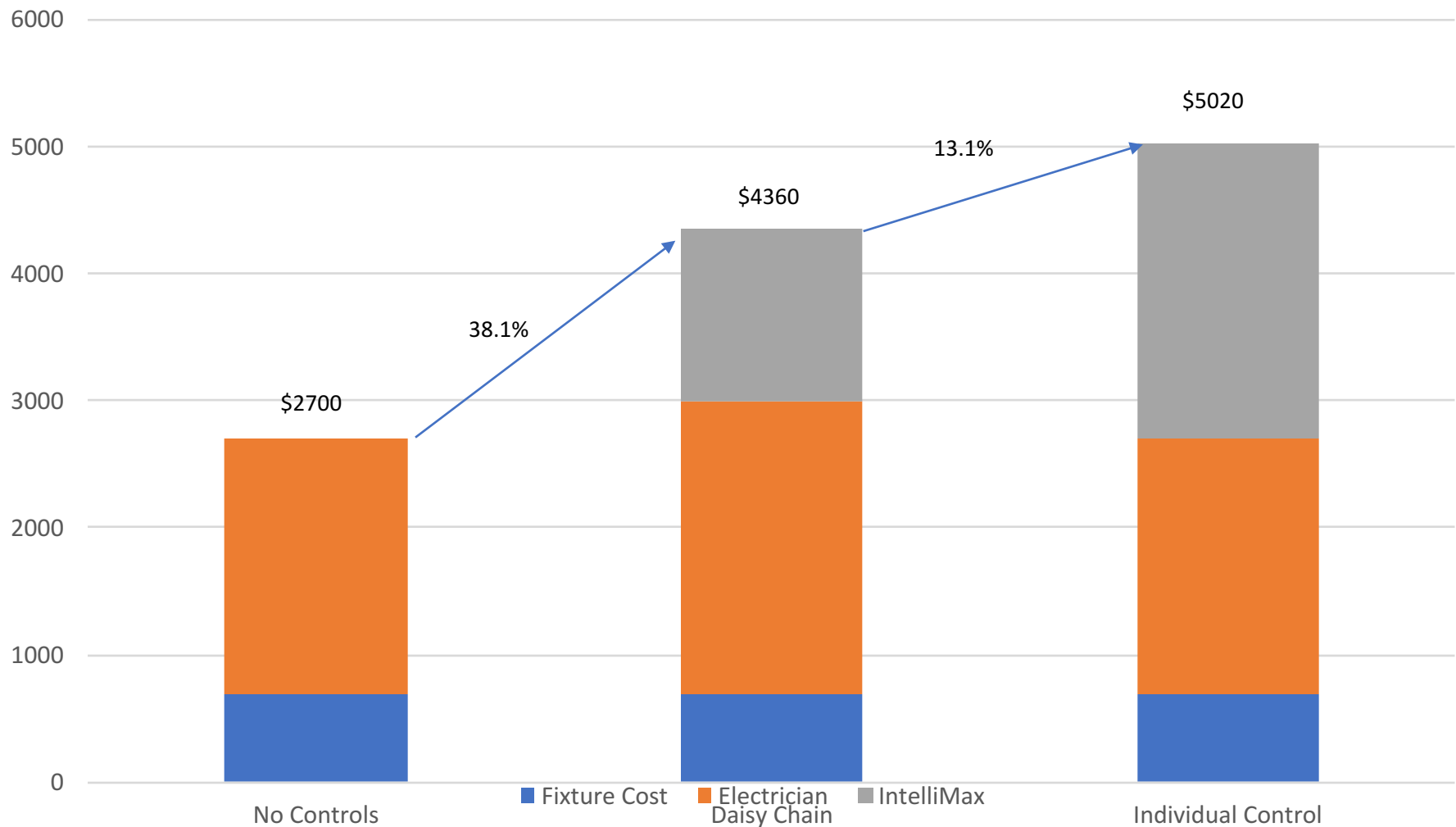
App: needed to install system

WiFi Router: needed to allow mobile App to talk to system



IntelliMax Cost Analysis

Conference Room, 14 Fixtures



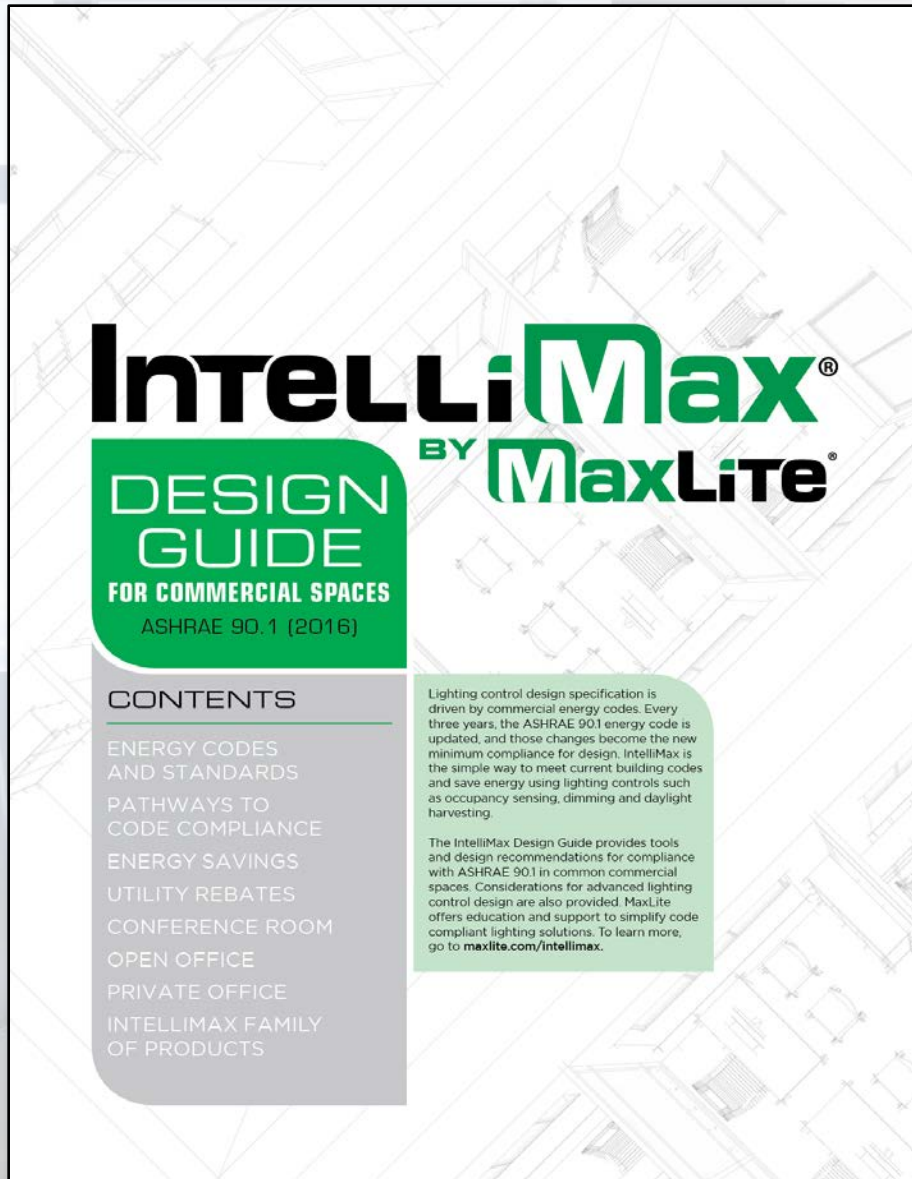
IntelliMax Compatible

Which products are compatible with IntelliMax?

- Wherever you see this logo (product webpages, brochures, data sheets, etc..) you'll immediately know the product will work with the IntelliMax Wireless Lighting Control System.



IntelliMax Design Guide



IntelliMax Design Guide For Commercial Spaces

- The IntelliMax Design Guide provides tools and design recommendations for compliance with ASHRAE 90.1 in common commercial spaces. Considerations for advanced lighting control design are also provided. MaxLite offers education and support to simplify code compliant lighting solutions.

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IntelliMax Start-up & Commissioning Guide



IntelliMax Start-up & Commissioning Guide

- This guide is meant to serve as a comprehensive reference for start-up, programming, and commissioning the IntelliMax E100 Gateway.



IntelliMax Microsite

A screenshot of the IntelliMax Microsite. The header features the 'IntelliMax' logo in large green and black text, with 'Intelligent Wireless Lighting Control System' underneath. Below the header is a collage of images showing various IntelliMax components: a white rectangular control unit, a white square sensor, a white circular light fixture, and a smartphone displaying the IntelliMax app interface. A paragraph of text describes the system as a turnkey solution for saving energy and meeting efficiency requirements using popular controls like occupancy sensing, dimming, and daylight harvesting. It mentions being powered by Cortet™ wireless technology and working seamlessly with MaxLite LED luminaires. To the right of the text are four icons: a 'DLC' logo, a gear icon labeled 'Guide', an open book icon labeled 'Brochure', and a video camera icon labeled 'Video'. Below this are two columns of bullet points under the headings 'Simple to Setup' and 'Easy to Commission and Use'. At the bottom, there is a navigation bar with tabs: 'MINI HUB', 'NODE', 'SENSORS', 'SWITCHES', 'EXTENDER', and 'CONFIGURATION'. Below the navigation bar is a wide image of a modern office interior with large windows and glass partitions.

IntelliMax™
Intelligent Wireless Lighting Control System

IntelliMax is a turnkey solution for saving energy and meeting efficiency requirements using popular controls such as occupancy sensing, dimming and daylight harvesting. Powered by Cortet™ wireless technology, IntelliMax works seamlessly with MaxLite LED luminaires to deliver scalable energy cost savings for facilities of all sizes.

Simple to Setup

- Wireless for easy installation
- Luminaire integrated controls
- Fast, easy setup and commissioning using IntelliMax software

Supported by MaxLite

- Complimentary lighting layouts and commissioning
- Lifetime technical support
- Warranty assurance

Easy to Commission and Use

- Scalable from single-rooms to full-building lighting installations
- Operate independently, or connect to the cloud for robust data collection and reporting
- ZigBee® protocol enables expansion with IntelliMax certified components from other manufacturers
- Low-latency response time

MINI HUB | NODE | SENSORS | SWITCHES | EXTENDER | CONFIGURATION

IntelliMax Microsite

- Visit <http://www.maxlite.com/intellimax> for our dedicated website on IntelliMax. Get easy access to commissioning guide, brochure, specs and other resources.

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MAXLITE UNIVERSITY

The MaxLite University Lighting Degree program offers three comprehensive courses in lighting fundamentals, ranging from beginner to advanced learning. It's free and eligible for the following continuing education units from the American Lighting Association:

- **Lighting Fundamentals - ALA: 4 CLC Credit Hours**
- **Lighting Fundamentals (Intermediate) - ALA: 2 CLC Credit Hours**
- **Lighting Fundamentals (Advanced) – ALA: 3 CLC Credit Hours**



Welcome to
MaxLite
UNIVERSITY

for Lighting
and Technology

[Click Here
To Get Started](#)

The department function is to train and provide product training material for all MaxLite representatives, customers and employees. The goal of the department is to educate the staff and rep network to a full and complete understanding of our products, technologies, marketplace, and business environments. We endeavor to educate how and why lighting functions, repair and replacement, as well as compare to competitors or listing requirements. We will accomplish this by providing the tools and services proactively and as needed to supplement.

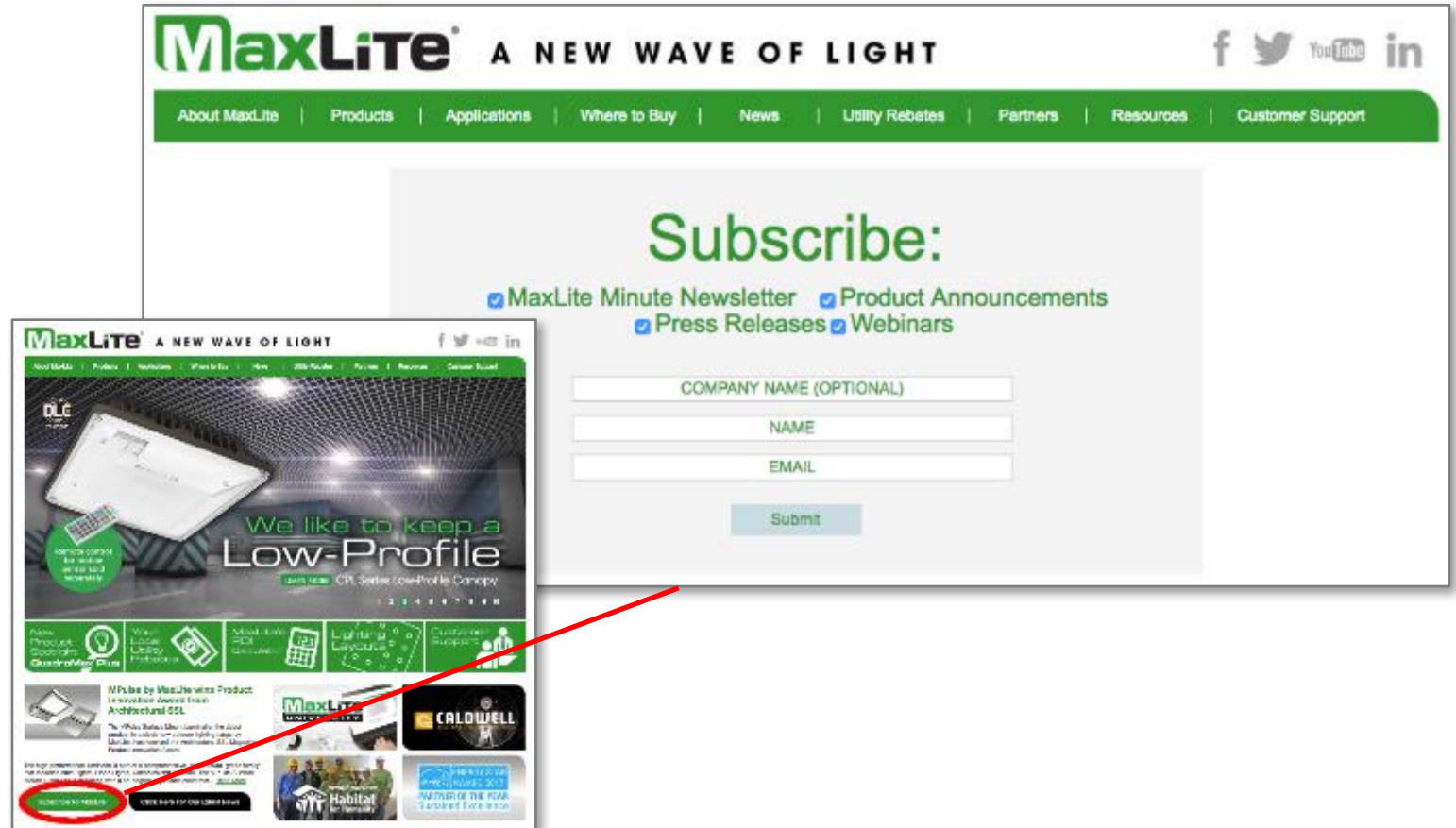
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- Press Releases
- Webinars

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website or visit:

<http://www.maxlite.com/subscribe>



The image shows a screenshot of the MaxLite website's subscription page. The main heading is "Subscribe:" in green. Below it, there are four checkboxes, all of which are checked: "MaxLite Minute Newsletter", "Product Announcements", "Press Releases", and "Webinars". Below the checkboxes are three input fields: "COMPANY NAME (OPTIONAL)", "NAME", and "EMAIL". A "Submit" button is located below the "EMAIL" field. To the left of the main form is a smaller thumbnail image of the MaxLite website homepage. A red arrow points from the "Subscribe To MaxLite" button at the bottom of the thumbnail to the "Submit" button on the main form. The MaxLite logo and tagline "A NEW WAVE OF LIGHT" are visible at the top of both the main page and the thumbnail.

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THANKS FOR ATTENDING!

QUESTIONS/ANSWERS

Thank you everyone for your attention! Please feel free to use this opportunity to ask any questions you may have about MaxLite or the products shown in this presentation.

FOR MORE INFORMATION ABOUT OTHER MAXLITE PRODUCTS, OR
FOR LIGHTING QUESTIONS IN GENERAL; PLEASE CONTACT:

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