Busting the Myths

**MYTH:** EcoSystem is hard to specify

**FACT:** Building a system around EcoSystem has never been easier

- Over 80,000 EcoSystem fixture options listed on the High-Performance LED Fixture List lutron.com/HPFL
- Designer+ software helps you synchronize your control design with an EcoSystem fixture schedule
- Our OEM Advantage Partners make sure Lutron drivers are in their latest fixture spec sheets

**MYTH:** EcoSystem is too expensive for my project

**FACT:** Designing a system to meet a price target is easy and transparent

- Our OEM Advantage Partners publish fair, not-to-exceed adder prices for Lutron LED driver options to their rep agents.
- Find suggested contractor price adders for Lutron LED drivers at lutron.com/Hilumeled
- EcoSystem solutions reduce installation costs and have a lower life-cycle cost than 0–10V for most commercial applications

**MYTH:** EcoSystem is complicated and hard to support

**FACT:** We provide global, best-in-class service and support for the life of your project

- EcoSystem offers the lowest life-cycle cost for intelligent lighting control
- LED driver limited warranty up to 10 years (5 years standard)
- 24/7/365 technical support
- Dedicated LED control specialists available at LEDs@lutron.com
- Lutron Services Company has expert field service technicians to provide support from start-up through the life cycle of your project

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**Guaranteed Compatibility. Superior Performance.**

EcoSystem is an end-to-end digital lighting control solution from Lutron. It’s complemented by 80,000+ fixture options from 350+ OEMs globally.

The solution is comprised of high-performance ballasts and LED drivers, simple wired and wireless controls, superior sensors, and intuitive user interfaces.
The EcoSystem Advantage

Digital vs Analog (0-10V):
Your choice of control protocol has a dramatic impact on the design, installation and life cycle costs of your job.

Benefits of EcoSystem digital control:

**Lighting Designers**
- EcoSystem can change as your needs change
  - Zoning decisions can be done late in design
  - Digital dimming options for 5%, 1%, 0.1%
  - Guaranteed compatibility, superior dimming performance

**Electrical Engineers**
- EcoSystem removes the risk from your design
  - NEMA 410 compliant solutions for inrush
  - Simple emergency solutions
  - Code-compliant daylighting made easy
  - Eliminate extra gear (relays) (conduit) - cost

**Electrical Contractors**
- EcoSystem is easier to labor and install
  - Fewer home runs for power or control wiring
  - Polarity independent and topology-free control wiring can be run in same conduit as power
  - Reduce cost of wiring errors with miswire protected drivers
  - Less material and troubleshooting = less cost, more profit

**Facilities/Owners**
- EcoSystem makes your design easy and elegant
  - Rezone without rewiring
  - Fixture level control and monitoring to optimize your space
  - 24/7 support makes maintenance easy

**EcoSystem: Why an end-to-end solution matters**

- **IT ENSURES** the same desired experience can be produced every time on every job
- **IT PREVENTS** post installation complications due to poorly performing fixtures
- **IT SUPPORTS** a faster installation process through pre-wiring
- **IT PROVIDES** long term control flexibility no matter how the space changes
- **IT ENABLES** new technologies like tunable white to deliver the highest performance with the fixture of your choice
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