

Global Corporate Accounts
Committed to building value



About Lutron

In 1961, Lutron sold its first newly invented solid-state light dimmer. And with this product, we began our journey to becoming the world leader in light control technology.

Today, after years of working with clients all over the world, we're still dedicated to the same goal we had back in 1961—taking care of the customer. We're pleased to offer our customers a complete line of light and shade control solutions that will meet or exceed their expectations, while staying within their budget.

Light control strategies that maximize efficiency

We provide Total Light Management™ solutions, which can save more electricity than any other commercial building system. These solutions include electric light control through dimming, occupancy sensing, and daylight sensing.

In fact, when you combine dimming and sensors, the system can deliver lighting energy savings exceeding 60%.¹

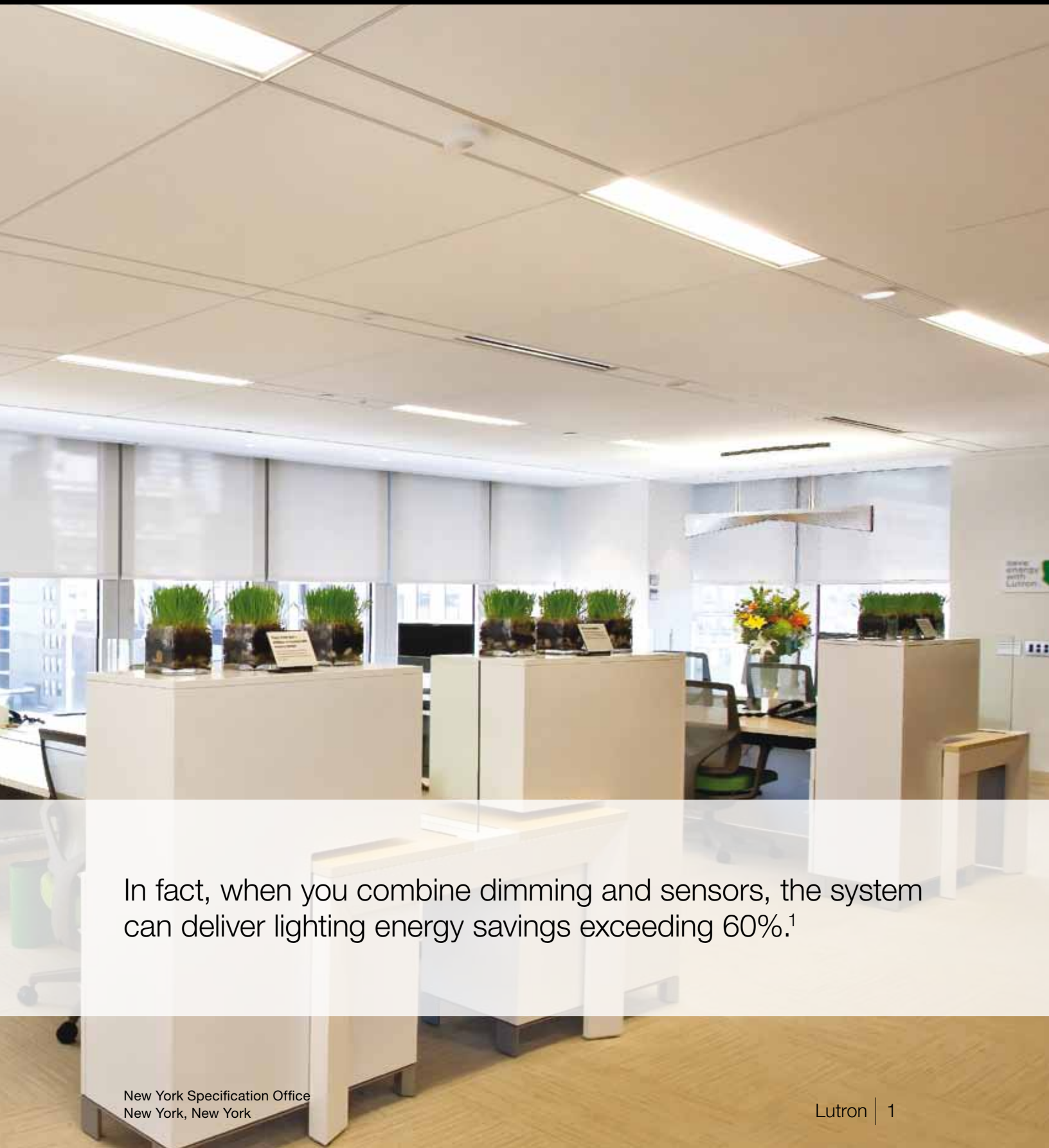
At Lutron, automated shades have also been a part of our business for over 20 years. We offer the most advanced shading solutions for commercial and hospitality spaces, with a large variety of product options, features, and fabric choices. From individual electronically controlled shades to self-adjusting automated shading options, we offer the ideal solution for any needs.

Add our automated shades for daylight control, and you'll have a solution that provides additional savings from a reduction in HVAC.

Our solutions create the right light in any space, improve occupant comfort and productivity, and reduce operating costs—all while saving energy.

¹ Compared with manual (non-automated) controls, up to 60% lighting energy savings is possible on projects that utilize all of the lighting control strategies (occupancy sensing, high-end trim, personal control and daylight harvesting). Actual energy savings may vary, depending on prior occupant usage, among other factors.





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Our global presence

Let the Lutron **Global Corporate Account team** help you navigate the project from start to finish—anywhere in the world.





- Lutron offices
- Lutron Regional Headquarters

Our global markets

Our clients

Lutron light control solutions are installed in a variety of commercial spaces throughout the world, including hotels, corporate offices, and retail applications.

Hotels

In hotels, our solutions are ideal for common areas, such as lobbies and stairwells, as well as ballrooms, restaurants, and guest rooms. Along with our partners, we can integrate sophisticated systems for seamless control between lights, shades, thermostats, and locks, to create the ultimate guest experience.

Prestigious projects:

Casino Thunderbird, Lima, Peru | Four Seasons Hotels, Worldwide | InterContinental Asiana Saigon, Ho Chi Minh City, Vietnam | Mandarin Oriental Beijing, China | Marriott Ahmedabad, India | The Palm Jumeirah, Dubai, UAE | The Ritz Carlton Tokyo, Japan | Venetian Resort Hotel, Macau

Corporate offices

Lighting that can quickly adapt to different situations, such as lighting in a conference room, is necessary for corporate offices. Our solutions provide customizable, personal, and flexible light and shade control that deliver bright or focused light or minimal daylight, all at the touch of a button.

Prestigious projects:

Bank of America Tower, New York, USA | International Financial Center, Hong Kong | JP Morgan, Lima, Peru | Microsoft Corporate Office, Gurgaon, India | World Financial Center, Shanghai, China

Retail applications

Retail stores often have very complicated lighting demands, with the store's size, window locations, featured items, and the time of day all influencing the lighting strategy. Lutron light and shade controls can accommodate all those needs, are easy for employees to operate, and are powerful enough to make an enormous difference in aesthetics and energy savings.

Prestigious projects:

Apple Stores, Worldwide | Centre Stage Mall, Noida, India | Dolce & Gabbana Stores, Worldwide | Giorgio Armani Store Tokyo, Japan | Harrods of London, England | La Garzota, Guayaquil, Ecuador | Louis Vuitton Stores, Worldwide





Total Light Management™

From a single room to an entire building, Lutron provides completely expandable light control solutions.



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Basic standalone solutions

- Simple, standalone light controls that are perfect for retrofit applications with easy installation and set up
- The simplest and lowest-cost way to start saving energy



1

Single-space solutions

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



2

Small-area solutions

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



3

Tie multiple rooms together—up to an entire floor

- Expand the system with digitally addressable dimming ballasts for significant yearly savings from reduced energy costs, increased lamp life, and lower maintenance costs
- Change lighting fixture groups as floorplan changes, with no need for rewiring



4

Control an entire building or campus

Manage, monitor and report on all the lighting energy usage in a building for optimal energy performance and increased productivity, while minimizing maintenance and operating costs



Worldwide service and support

Solving challenges globally

Your projects may involve key players from several continents, which leads to more details and variables. We can meet any challenge, whether cultural, geographical, or technical, including:

- bridging language barriers and time zones.
- adjusting for varying climates and environmental conditions.
- applying metric vs. English measurements.
- meeting local standards and codes.
- installing unique local light fittings/fixtures.
- accommodating varying voltages, frequencies, wiring methods, and electrical backbox form factors.
- identifying unfamiliar manufacturers of equipment, such as light fittings/fixtures, wiring devices, and thermostats, to be integrated into your system.

Proven service and support

When you choose Lutron, you can rest assured you'll receive an unparalleled level of service and support, which includes:

- an easy ordering process.
- short lead times.
- factory preprogrammed and preassembled light control systems.
- logistics support to ensure your system arrives on time and according to project schedule.
- training for your staff, contractors, and specifiers.
- factory start-up for any installation.

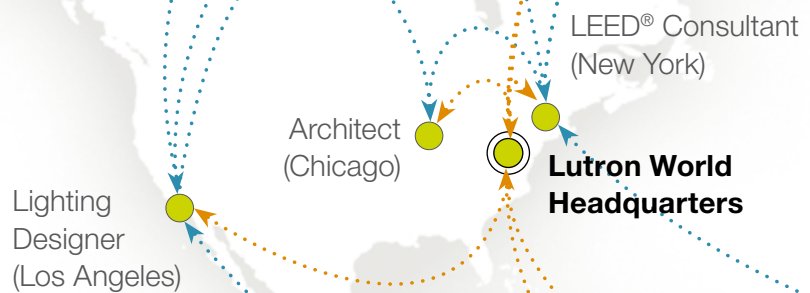


We provide experience and expertise every step of the way.

Project phase	Step	Action	Person
Project Specification	1	Analyze and audit customer needs	Global Account Manager
	2	Establish global specification	Global Account Manager
	3	Establish global contract	Global Account Manager
	4	Request quote for a project	Corporate Account + Global Account Manager
Project Tender	5	Receive pricing quotation and import/VAT	Lutron Corporate Project Team + Global Account Manager
	6	Order products	Lutron Corporate Project Team + Global Account Manager
Project Construction	7	Receive shipment and invoice	Lutron Corporate Project Team + Global Account Manager
	8	Field service start-up	Lutron Field Service Engineer
Support	9	Annual Business Review	Global Account Manager
	10	Ongoing Lutron support	Global Account Manager, Lutron Field Service Engineer, Customer Service, and Tech Support

Global support, local attention

Is your interior designer in Paris and your contractor in New Delhi? Wherever they are, the Lutron **Global Corporate Account team** is always available to support you and your projects.





- Lutron local offices work closely with design team members in different cities.
- ↔ 2-way guidance between all project parties and local Lutron offices throughout the project cycle.
- ↔ Lutron headquarters work directly with design and construction team members as required.

Your personal solution

Accountability

Our **Global Corporate Account team** works to ensure that project requirements and unique business needs are delivered on time and on budget, to any and all locations. This team has the ability to access Lutron resources anywhere in the world to ensure successful projects.

The Global Corporate Account team understands how you do business and where you do business, and is committed to building a personal relationship with you. Throughout the process, the Lutron **Global Corporate Account team** will:

- collaborate on analyzing client needs and identifying the best solutions to meet project objectives and budgets.
- play an active role in project team communications.
- provide conceptual and detailed proposals on light control solutions.
- participate in job coordination meetings on light control solutions.
- offer 24/7 multilingual technical support.

Whether in New York, London, Dubai, Mexico City, Singapore, or anywhere else, you can be confident that our **Global Corporate Account team** will help you deliver best-in-class total light management solutions, for every project, from start to finish.

Dedicated resources

A Global Account Manager will be your single point of contact and will stay with you through the entire process, from concept through delivery. Your Lutron Account Manager will present the scope of solutions available to meet your needs, manage the financial and fiduciary process for you, provide guidance and consultation, and lead your Lutron integrated project team.

The integrated project team consists of:

- Quotations
- Engineering
- Customer Service
- Finance
- Field Service





Additional benefits

You can also take advantage of other Lutron benefits, including:

- Design services that utilize the complete Lutron product line
- Customized support when the project demands it
- Corporate account pricing and guaranteed savings

Locations

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