

Sivoia® QS Triathlon®

Shade Essentials Qualification



Sivoia QS Triathlon shading solutions represent a new era in Lutron window treatment technology. This brand signifies a collection of wire-free, battery-powered shades offered at a price point that makes automated window treatments more affordable than ever before!

With the release of this groundbreaking innovation, Lutron is proud to announce a training development program designed to get you qualified on the sales, specification, measurement, ordering and installation of this strategic product line. **Join us to learn how battery-powered shades can increase your sales opportunities while reducing your labor and time on the job.**

Qualification Requirements

Upon completion of this course, a final exam, and the qualifying opening order, attendees earn access to Lutron's Shade Configuration Tool (SCT)—a software design and quote tool that provides access to the Sivoia QS Triathlon line of honeycomb and roller shades.

Who Should Attend?

The Triathlon Shade Essentials Qualification course is intended for:

- Any dealer or contractor interested in making automated shading solutions an integral part of their business/profit model
- Any honeycomb shade qualified dealer or contractor who wants to upgrade their qualification to the entire Sivoia QS Triathlon line (honeycomb and roller shades)

Upcoming Courses

All courses run from 8:30 AM-5:00 PM. Please see enrollment instructions outlined on the next page.

Location

Plantation (Ft. Lauderdale), Florida
Chicago, Illinois
Irvine (Orange County), California
New York City, New York

Date

Monday, October 14th
Tuesday, November 5th
Monday, November 11th
Thursday, November 21st

RSVP Today – space is limited!



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Course Enrollment & Requirements

1. Log-in to your account (or create an account) at www.lutron.com/lcionline.
2. Select the Browse button under Shading Solutions Training from the main home page.
3. From there, select the Triathlon Shade Essentials Qualification link and select one of the two options below:

Option A—I would like to enroll in an upcoming, live training course

1. Follow the on-screen instructions to register for an upcoming event.
2. Upon completion of the training event, log back in to www.lutron.com/lcionline, follow Steps 2-3 above, and then select I have already completed a live training course and need to complete the final exam. Then follow the instructions outlined in **Option B** below.

Option B—I have already completed a live training course and need to complete the final exam

1. Complete the Final Exam with a 90% or higher.
2. Email a copy of your invoice showing purchase of the required opening order to ShadeEssentials@lutron.com.

Upon completion of training and the final exam, you will receive an email from ShadeEssentials@lutron.com that contains your Lutron account number and instructions to download the SCT.

Please allow up to 72 hours after submittal of all requirements for account activation email.


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Opening Order



Binders and portable demos are to be purchased from your Lutron distributor.

You will not be granted access to purchase Sivoia QS Triathlon shades until a copy of your invoice for the below opening order items is submitted to ShadeEssentials@lutron.com.

Already Honeycomb Shades Qualified?

<input type="checkbox"/>	Part Number	Description	List Price
	ROLLER-ESSENTIAL	Roller Essentials Fabric Binder	\$200 USD

Not Yet Honeycomb Shades Qualified?

Fabric Binders			
<input type="checkbox"/>	Part Number	Description	List Price
	ROLLER-ESSENTIAL	Roller Essentials Fabric Binder	\$200 USD
	HONEYCOMB-BINDER	Honeycomb Essentials Fabric Binder	\$150 USD
Demos (Choose 1)			
<input type="checkbox"/>	ROLLER-BATT-DEMO	Sivoia QS Triathlon Portable, Pop-up Roller Shade Demo	\$950 USD
<input type="checkbox"/>	HONEYCOMB-DEMO	Sivoia QS Triathlon Portable, Pop-up Honeycomb Shade Demo	\$830 USD
*Installed Shades for your showroom		To order, please contact your local Lutron representative.	Varies

* If you choose to install shades in your showroom to complete your qualification requirements, in lieu of purchasing a portable demo unit, please coordinate with your local Lutron representative for the development of a Bill of Materials and ordering.