



EXPAND SERVICE PORTFOLIO & GENERATE ADDITIONAL REVENUE

INCLUDE LIGHTING CONTROL SOLUTIONS AND SERVICES IN YOUR PRODUCT MIX

The Opportunity

- Expand your business with lighting control service offerings for existing customer buildings
- Capture a greater share of customer wallet and increase overall satisfaction levels
- Lay the groundwork for lighting controls implementations based on each customer's individual budget and timeline

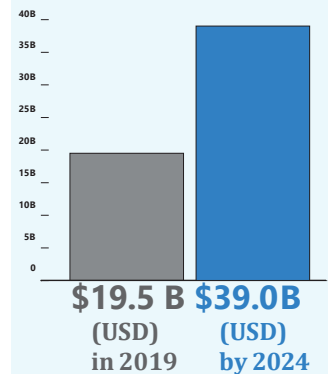
The Market Landscape

- The lighting controls market is estimated to grow from \$19.5 billion (USD) in 2019 to a projected \$39.0 billion (USD) by 2024*
- Commercial buildings are quickly transitioning from traditional to connected lighting with the added help from stronger utility-based rebate incentive programs
- Internet of things (IoT) technology advancements within the lighting industry has lowered the barrier to entry for HVAC service providers to participate

The Challenge

Often specifying lighting retrofit or lighting controls projects are out of scope for **HVAC/Mechanical Contractors** due to the specialized expertise required to deploy a system. Many existing connected lighting solutions require additional 0-10V wiring which is expensive to install and may require multiple hubs or gateways to control the lighting system which increases cost and creates multiple points of potential failure

LIGHTING CONTROLS MARKET ESTIMATED GROWTH





Toggled iQ product family

Toggled iQ lighting control technology:
NO GATEWAYS OR HUBS

NO ADDITIONAL 0-10V WIRING

SUPERIOR SCALABILITY
 Up to 32K devices on a single network

Our Solution

- Toggled iQ's lighting control technology is a **Bluetooth Low-Energy (BLE)** enabled wireless controls solution, requiring no additional 0-10V wiring and intelligently designed to provide HVAC/Mechanical Contractors the opportunity to implement lighting control retrofit services for existing buildings
- Intuitively developed to simplify and **accelerate installation and commissioning** as well as enable end-users to easily customize and control lights
- No gateways, no hubs and superior scalability — up to **32,000 devices** on a single network
- Seamlessly **integrates with existing BMS controls** — All Toggled iQ devices can be identified as BACnet IP objects, simple to integrate to and be controlled locally by a supervisory BMS network
- **Upgradeable** based on current and future lighting needs. From single tube swaps to fully functional intelligent, connected lighting systems that work with Toggled hardware and 3rd party fixtures
- Optional **analytics suite** to track energy consumption, reporting, charting and



Large commercial building with individualized lease spaces



Intuitive Toggled iQ App

Interested in adding Toggled iQ to your solutions and services?

Email: support@toggled.com

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Phone support hours of operation:

Monday through Friday 9:00am – 4:00pm Eastern (excluding holidays)