

### Meet Caséta by Lutron







### New Additions to the Caseta Family





Top 3 reasons why customers select Caséta.





1

Easy 3-Way



### Scenario:

Add a Switch Anywhere







### Ann:

I need to add a switch on the other side of my kitchen. It's really inconvenient to reach



### Now, How Can We Go About Solving Ann's Need?





Remote

2

# Ease of Set Up and Intuitive App User Interface.





### Ann:

Wow! That was a lot quicker than I expected!



### Smart Hub & App

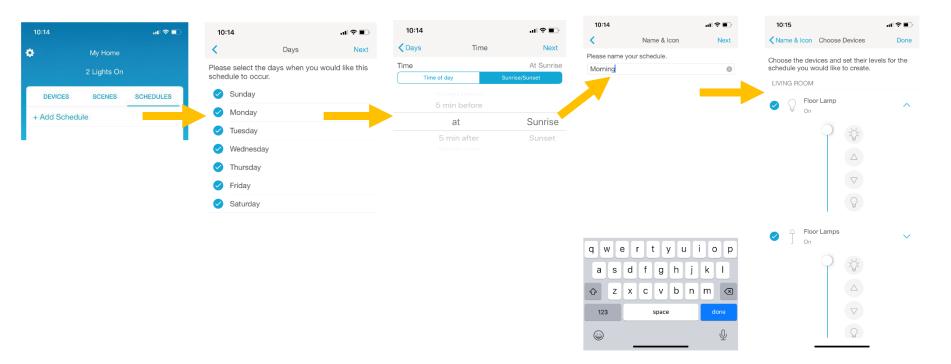
Control your system from anywhere!

- Simple Set Up Connects to your router via simple ethernet connection
- Control up to 75 devices
- Download FREE from App Store
- Core App Features
  - System set up
  - Basic Controls
  - Schedules
  - Scenes
  - Geofencing
  - 3<sup>rd</sup> Party Integrations



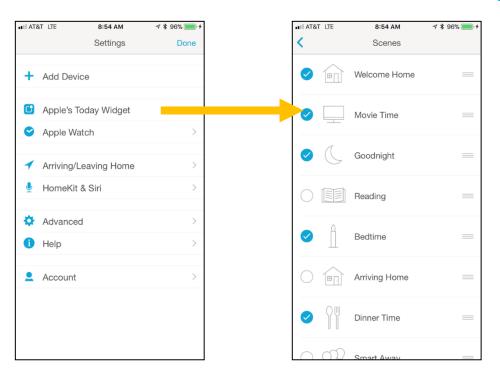


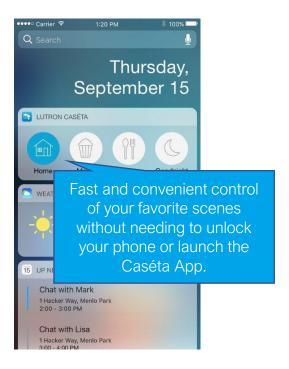
### Schedules





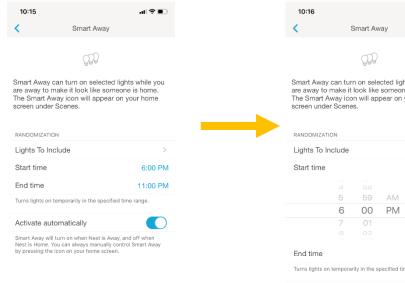
### Scene Selection From a Widget

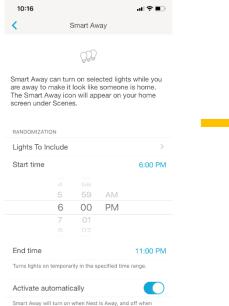




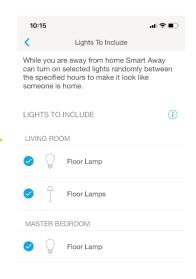


### **Smart Away**





Nest is Home. You can always manually control Smart Away by pressing the icon on your home screen.







Integration with 3rd Parties



### Most Connected Smart Lighting Control

Works with the major tech platforms and smart home control devices









### Most Connected Smart Lighting Control

as well as Pro Level A/V & Security Integrations\*

























**SAVANT** 



\* Requires Pro Smart Hub



### Caséta Product Overview



### Pico Remote Control

Add a switch almost anywhere



"Talks" directly to Caséta controls wirelessly

A remote for every need:
Switches
Dimmers
Shades
Audio
Fans

#### Control

Place anywhere. No wiring required

Worry Free Battery Life 10-year typical battery life

Control up to 10 devices







### Original Dimmer

Adjusts brightness levels, and turns wired lights on and off

#### Dimming

Patented LED+™ technology

600W Inc./Halogen 150W LED/CFL

Low & High End Trim

#### Wiring

Works in Older Homes No Neutral Required

Polarity Free

Single Pole

3-Way (w/ Pico)







### Diva Smart Dimmer

Adjusts brightness levels, and turns wired lights on and off

#### Dimming

Patented LED+™ technology

600W Inc./Halogen 150W LED/CFL

Low & High End Trim (also available in App)

Physical Slider for Dimming (w/ Preset)

#### Wiring

Works in Older Homes No Neutral Required

Polarity Free

Single Pole

3-Way (w/ regular switch or Pico)





### Original Switch

Turns wired lights on and off

#### Switch

5A Rating (or) 6A Rating

720W Lighting & 3.6A Fan (ex. ceiling, exhaust)

#### Wiring

Neutral required

Single Pole

3-Way (w/ regular switch or Pico)





### Claro Smart Switch

Turns wired lights on and off

#### Switch

5A Rating (or) 6A Rating

720W Lighting & 3.6A Fan (ex. ceiling, exhaust)

#### Wiring

Neutral required

Single Pole

3-Way (w/ regular switch or Pico)





### **ELV+ Dimmer**

Adjusts brightness levels, and turns wired lights on and off

#### Dimming

Phase Selectable Dimming

- 500W ELV (Reverse)
- 400VA MLV
- 500W Inc./Halogen
- 250W LED/CFL

Low & High End Trim

#### Wiring

Neutral required

Single Pole

3-Way (w/ regular switch or Pico)





### Fan Speed Control

#### Fan Control

1.5A rating, AC ceiling fans only

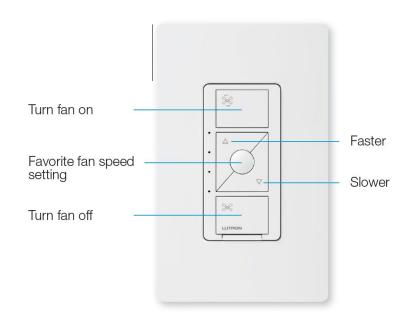
4 quiet fan speeds + off

#### Wiring

Neutral required

Single Pole

3-Way (w/ Pico)





### Plug-In Lamp Dimmer

#### Dimming

Patented LED+™ technology

100W LED/CFL 300W Inc./Hal.

#### Device

Operates up to 2 table or floor lamps

No ground

Wireless control via Pico

Range extender for Smart Hub





### **Outdoor Smart Plug**

#### Switching

15A Rated switch

½ HP Motor Loads

8A or 1200VA MLV loads

#### Device

Option to simply plug-in or mount permanently

Plug into GFCI outlet

IP65 Rated -4 to 122 deg F

Wireless control via Pico





### Sensor

Turn lights on/off when you enter & leave a space.

#### Sensing

180-degree field of view

Breakthrough sensing technology for fine motion detection

#### Device

Place anywhere. No wiring required

Worry Free Battery Life 10-year typical battery life (3X industry average of 1-3 years)





## Summary



### Why Caséta

Willy Cascia	Pro	Homeowner
Buy/Sell with Confidence – Customers ♥ Caséta	<b>*</b>	<b>*</b>
<ul> <li>Fewer Returns</li> <li>Works in older homes – No Neutral Required for Dimmers</li> <li>Works with more lights – LED+ technology</li> <li>Works with all the major 3<sup>rd</sup> party platforms – Most Connected System</li> </ul>	*	*
Quicker Jobs/Ease of Installation      Add a switch almost anywhere – Power of the Pico     No Neutral; Reverse Polarity Dimmers	<b>*</b>	*
Simple Connectivity  • Doesn't rely on Wi-Fi network quality  • Integrates with all the major 3 <sup>rd</sup> parties  • Works through more building materials and Wi-Fi "noisy" environments	*	*



#### A system you can trust

#### "It Just Works..."

- in older homes (no neutral wire required)
- stable & reliable connectivity (Clear Connect)
- superior dimming performance (LED+)
- works with the major tech platforms
- trusted brand by the Pros





Caséta works with more smart home devices than any other smart lighting control brand.











# Work Smarter, Not Harder





Wireless lighting control in just 5 simple steps



### Why choose Lutron?

Forward looking. Innovation centric. Quality focused.



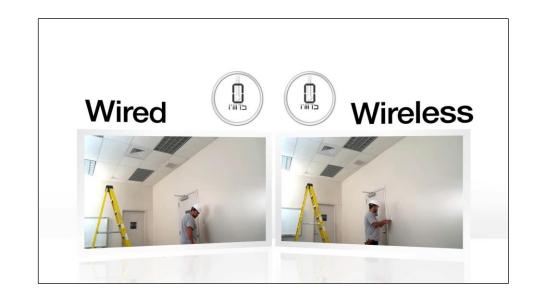


**\$LUTRON** 

### How does Vive wireless help?















### Why Vive wireless lighting controls?

25+
Years manufacturing wireless devices

Wireless device patents

10M+

Wireless systems deployed in the field

- Lutron developed the first wireless control systems in 1996
- Designed to be as reliable as wired systems, with lower installation and operational costs
- Vive was developed in 2016, based on several key Lutron technologies that ensure reliability and performance
- Not all wireless is created equal Vive communicates using patented Lutron Clear Connect technology to ensure lights perform the way you expect them to!





# Create a Vive system in 5 simple steps

#### **Basic component building blocks**

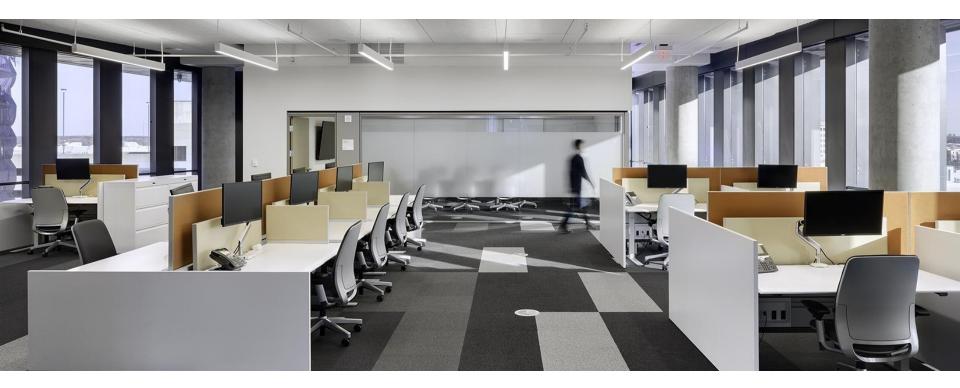


Refer to <u>Vive one-page specification sheet</u>





# What are the requirements of the job?





# 1 Choose dimming and/or switching controls

### Ceiling/J-box-mount remote load controllers



switched



0-10V dimming



Reverse/forward phase dimming



Emergency load controllers available

#### Wall controllers



Wireless switch/dimmer





# 1 Choose dimming and/or switching controls

Ceiling mount

Ceiling/J-box-mount remote load controllers install in a standard junction box and eliminate wiring in the walls



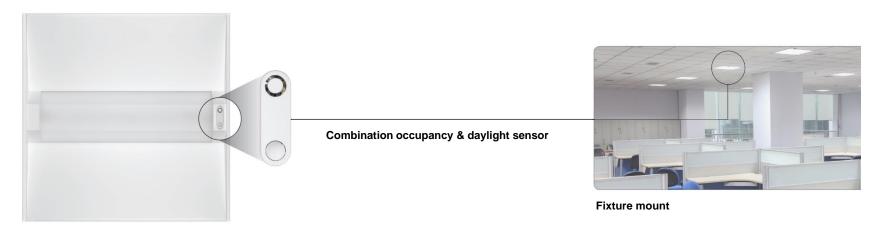






# 1 Choose dimming and/or switching controls

The integral wireless fixture control includes a sensor that is installed, by the manufacturer, the fixture at the factory



Integrated fixture control





## **Vive OEM partners**





















LES ÉCLAIRAGES











PINNACLE
ARCHITECTURAL LIGHTING



































# 2 Choose an occupancy/vacancy sensor

Ceiling



Wall



Corner



Hall

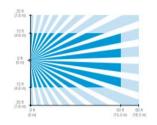


Coverage

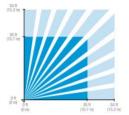


Ceiling mount, 360° Coverage varies by ceiling height





Wall mount, 180° 1,500 ft2 —minor motion 3,000 ft2 —major motion



Corner mount, 90° 1,225 ft2 —minor motion 2,500 ft2 —major motion

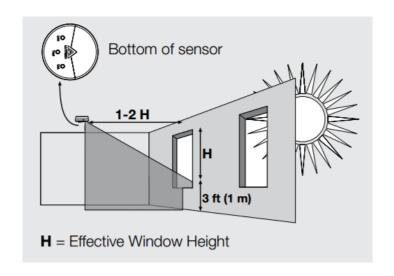


Hallway, long, narrow field of view. Coverage varies by hallway width and length



# 3 Add a daylighting control

- · Wireless devices can be mounted to any surface with no wiring needed
- Our daylight control can do multiple rows of daylighting to support meeting code
- 10-year battery life









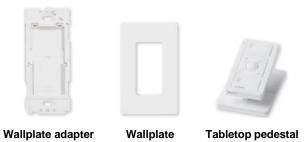
# 4 Choose Pico wireless remotes for control



Choose Pico wireless remotes for control



Mount a Pico on a wall (without cutting holes/running wire), or place it on a tabletop.





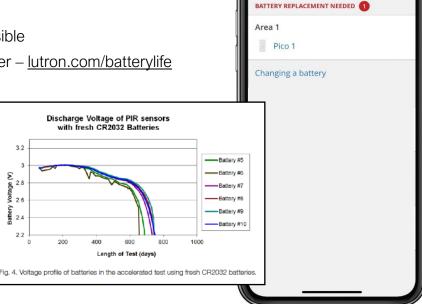


Dimming

# Why Vive wireless lighting controls?

### 10-Year battery life

- 3<sup>rd</sup>-party verified, 10-year battery life
- Proactive battery-life alerts
- Standard batteries that are easily accessible
- Refer to the Lutron battery-life white paper <u>lutron.com/batterylife</u>



Alerts





# 5 Add intelligence (optional)

### **System software and control features**

- Timeclock
- Flush- and surface-mount
- 75-700 devices
- Energy monitoring
- · Demand response and load shedding
- Alerts
- Settings and programming adjustments
- Adjustable fade rates



Standard 6" can

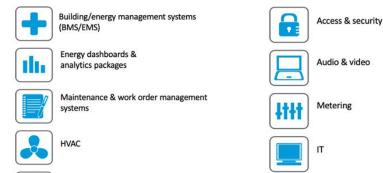




# 5 Add intelligence (optional)

### Integration

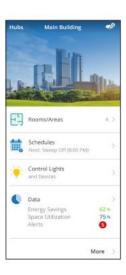
- Other building systems via BACnet or API software
- HVAC, VAV, and similar third-party systems using simple contact closure output (CCO) models



### **Cloud backup**

- Never lose data
- Ability to make updates and changes
- Creates backup of database







Fire & safety



# Why Vive wireless lighting controls?

#### Secure from the start

- · Security by design
- Third-party validation (ioXt)
- Continuous monitoring and improvements
- Ongoing support
- Applications: banks, government projects, healthcare, big tech and education

Systems do not need to be on an open network.



Lutron builds security into the product and the process from conception, to installation, and throughout the lifetime of the system.

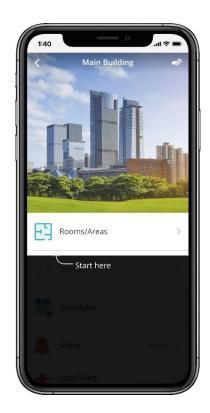


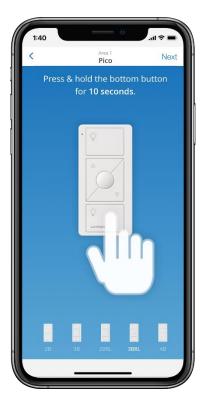


# Why Vive wireless lighting controls?

### **Easy to program**

- Set up via your smart device using Wi-Fi and/or a browser
- No waiting to schedule a Lutron technician to program the system
- Simple button-press programming
- Intuitive software with hub



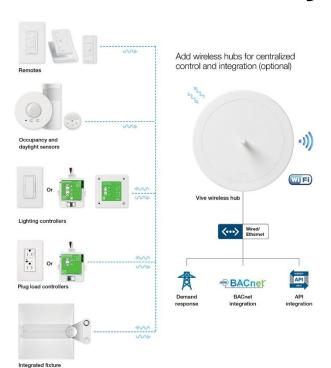








## Vive wireless system





Flexible, wireless controls and sensors for simple, code-compliant design.





control and sensing







Touchless controls



Mobile app programmed



Wireless load controllers



Personalized control

## **Startup options**

# Lutron Services are designed to help simplify and streamline the installation and startup process

- Do it yourself customer does not pay for startup
- Leave the setup to us customer pays for full scope startup on the bill of material, and we will commission the system for them
- Need something in-between?
   Talk to Lutron, we are here to help!

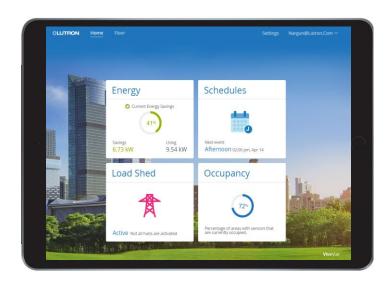






## **Vive Vue software**

- Manage your building on intuitive software
- Provides ability to tie multiple Vive hubs together in one software interface
- Intuitive control for lights, space optimization, and energy savings with historical data



https://vivevuedemo.lutron.com/



Intuitive control



Optimize your space



Save energy purposefully





## Resources and tools



#### **Lutron Designer+ for Vive**

- Vive-only version is available for easy "drag and drop" designs with built in rules
- Available as a direct download – no special approval needed for Vive-only access
- Automatically generates system documents (bill of materials, one-line diagrams, sequence of operations, control intent reports)



#### Code application guides

Lutron has developed simple code application guides making it easy to design to support meeting code.

Guides available on:
<a href="https://www.lutron.com/appguides">www.lutron.com/appguides</a>
or
<a href="https://www.lutron.com/viveresources">www.lutron.com/viveresources</a>





#### **Newsletter**

Stay up to date with all the latest trends, tips, and product news from Lutron specifically designed for the Commercial Electrical Contractor.

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Commercial Contractor
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#### Technical support 24/7

Lutron technical assistance
1-844-LUTRON1
Or
Lutron Support Community
Or
http://www.Lutron.com/support





## Work smarter. Not harder.

### Why Vive wireless lighting controls?

- Installs 70% faster than wired solutions
- Overcome the unexpected
- Do more with less
- Proven technology It just works!

### Create a Vive system in 5 simple steps

- 1. Choose dimming/or switching controls
- 2. Choose occupancy/vacancy sensor(s)
- 3. Add daylighting control(s)
- 4. Choose Pico wireless remotes for control
- 5. Add intelligence (optional hub)

### Resources, support, and tools

On-going customer service and support 24/7







Thank you for your time. Final questions?