The California Team:

Michelle Pessler – Pacific Northwest, Western

Canada

Lawrence Lamontagne - Southwest

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Michelle Pessler Regional Sales Manager PNW

Industry Experience:

- Manufacturer's Rep – Started Selling Gateways to Virticus (LSI Controls) in 2007

- Business Development Manager for LSI: 2010 – 2014

- Regional Sales Manager for Synapse Wireless: 2014 – 2016

- ABM Electrical & Lighting until 2021

- Regional Sales Manager at Crestron since May 2022

Michelle Fun Facts:

- I have 3 kids: 26, 23 and 21

- I love Football & Basketball – College (Go Bears!) & Pro

- I love listening to live music

- I hate the outdoors

- But love sunsets…as seen from inside

Lawrence Lamontagne
Regional Sales Manager SoWest

Education

AAS Electronic Systems Technology
BS Electrical Engineering Technology

Military Experience

Six years active duty Air Force
Three years Army Reserve

Certifications

LC   WELL AP   CLCP

Crestron: The Company

- Privately held: We just turned 50!

- Not part of a conglomerate fixture manufacturer

- Based in Rockleigh, NJ
  - Tech Support (24/7/365)
  - Customer Service
  - Design Engineering
  - Design Services

- Build products around industry standards

- REAL control solutions for tunable white

- 90% of all F500 Companies use Crestron

- American-built products under NAFTA (USMCA)

Solutions
for all markets

History of Crestron Commercial Lighting

Crestron has long been known for our ability to do:

- Large High-Rise Projects

- Sports Arenas and Stadiums

- Hospitals

- Courthouses

Why are they harder?

- Everything is custom

- Submittals, Programming, Design

Crestron: A True Enterprise Solution

Why Enterprise IoT lighting?

- Lighting control is the one sub-system in a building that covers 100% of a building's square-footage.

- Many benefits arrive from having the lighting system run on an Enterprise IoT backbone

  - Increased system size with less infrastructure hardware

  - IoT data network for data collection

  - Faster installation, deployment and management of devices and assets

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Reaching All The Places, In All The Spaces

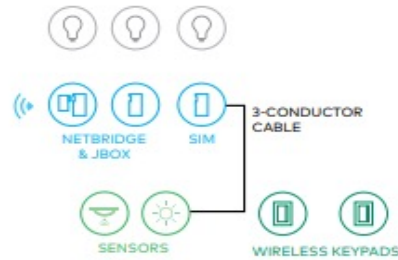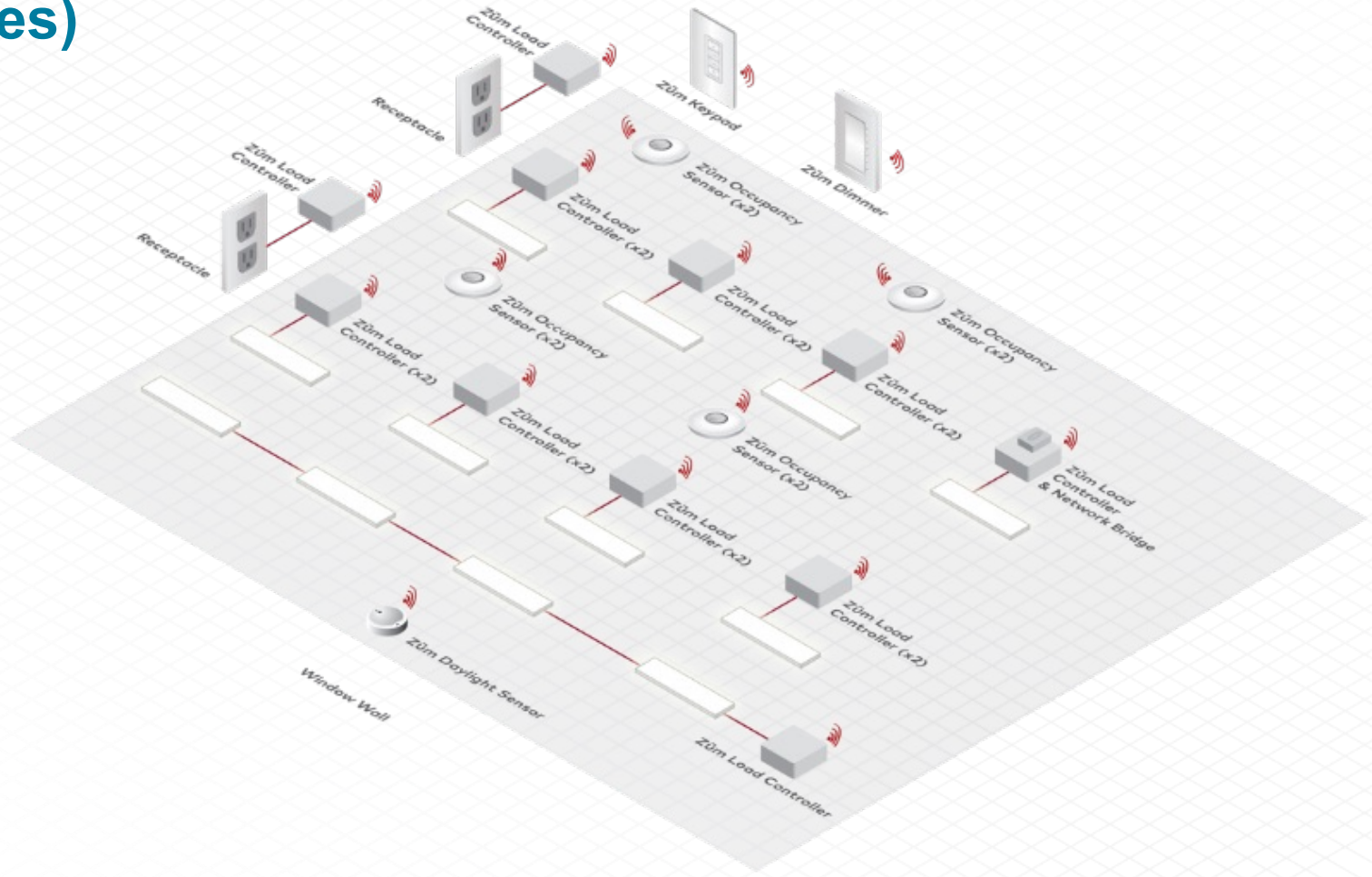One Control Platform for Every Space & Application.

Enterprise Solution:

- Design any space around fixture needs, control types & user interfaces
- Supports industry standard:
  - 0-10v
  - DALI
  - DMX
  - Phase Control
- Networked systems provide access to:
  - Timeclock Functions
  - Load Shedding
  - Demand Response
  - BMS Integration
  - Day Pattern Adjustments
- Considers the needs of the users and is easily configurable via App (Android & iOS)

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What is Zūm

As stand-alone system (examples)

- As simple as two products
  - Wall box and sensor
- As many as 32 products
  - Wall box controllers
  - J-Box controllers
  - Sensors
  - Keypads
  - Thermostats
  - 3rd Party Hardware

Internet of Things (IoT) Connectivity

IOT backbone – Design for today and the future

Fast and Simple Communication via the Data Highway

- Ethernet backbone allows the lighting system to be used as IOT connection network for many data points beyond lighting.

  - Occupancy

  - People counting

  - Environmental sensors, CO2, Air Pressure, other

  - BLE beacons for waypoint finding

  - Acoustical sensors, gun shot, etc.

- While Ethernet backbone provides this IOT connectivity, the Zūm system manages existing and future control formats providing the best value in lighting control with IOT.
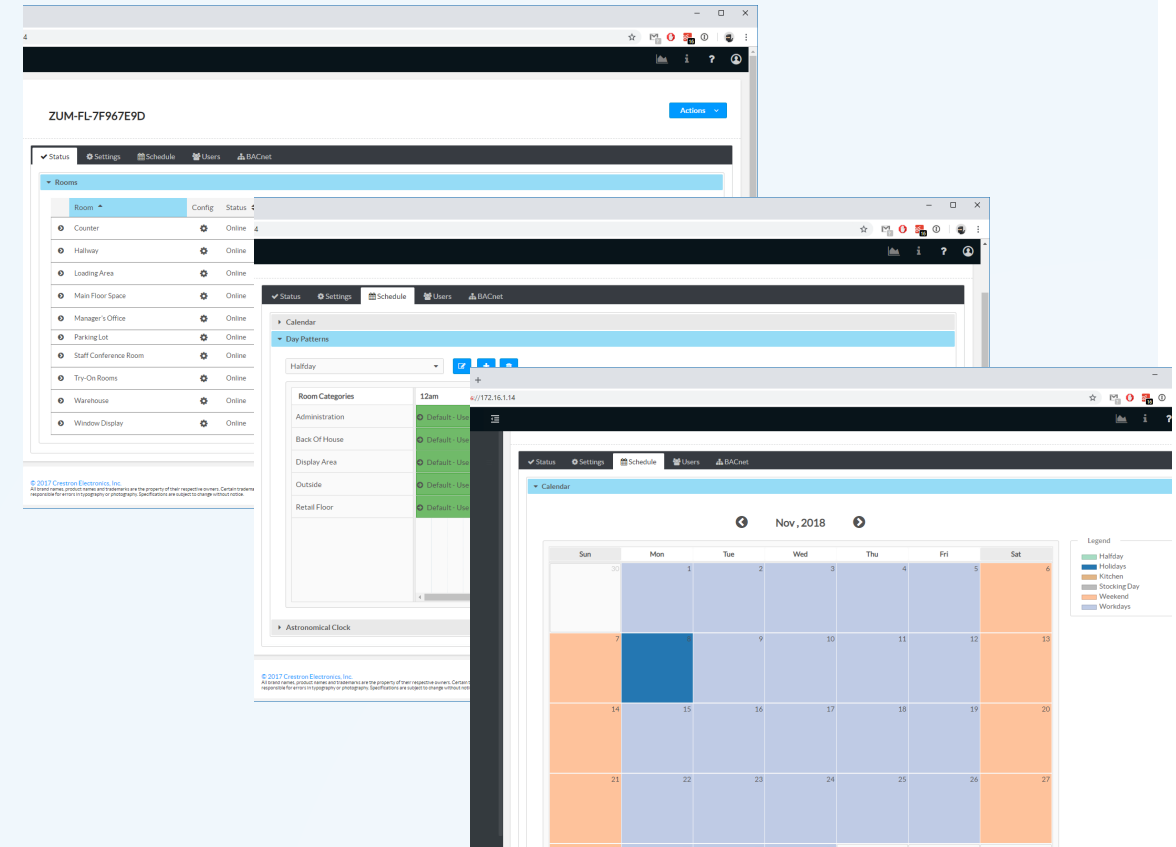
Zūm Enterprise IoT lighting

System Management

- Web-based user interface

- Enables integration to Crestron AV and UC

- See any room status, including occupancy, battery life (if wireless) and activity

- Manage demand response to meet T24, IECC and ASHRAE code requirements

- Direct BACnet over IP data stack with quick deployment

- Dedicated control subnet

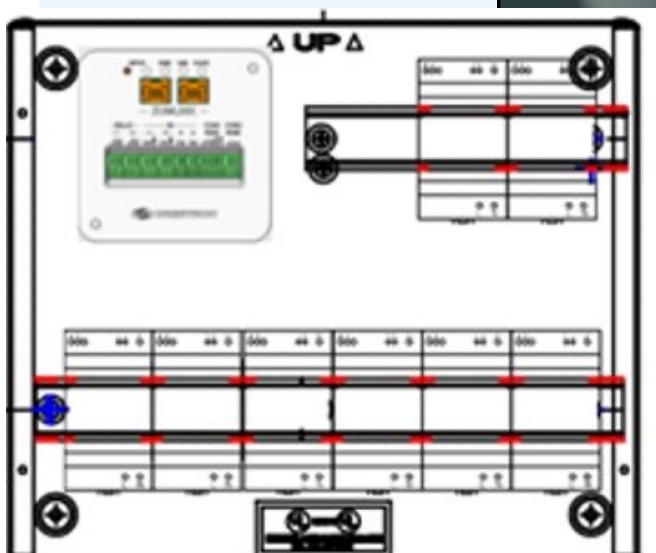- Gigabit Ethernet networking

- Enterprise-grade security

DIN-AP4 Processor

ROAD MAP

Zūm in progress

Hardware

- ZUMNET and ZUMLINK DIN Rail solutions

- **Flexible module-based solution for DIN cabinets**

  - ZUMLINK 0-10V, Switching and Phase

  - Great solution for GLPAC replacement

  - Hospitality

  - International

  - GLEX replacement – More flexible solution for large panels

- Zūm wireless DALI w/Casambi

- Zūm wireless outdoor solution

Software / Firmware

- ZUM DALI advanced programming – DALI2 and Tunable White

- Touch Screen Interface for stand alone

Crestron Electronics: Utilizing a Team Approach

- Utilizing Network of RSM's and Dealers, working together to support designers, integrators, installers and end users.

- Joint representation at industry events to provide real-time resources for existing, new & prospective clients

- Direct A/V integration with lighting products

- All hardware is backward/forward compatible

- Energy Savings Centric:
  - Open ecosystem – ability to support 3rd party systems
  - Facilitates maximum energy savings:
    - BACnet over IP
    - Via JACE: Modbus and LonWorks

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Thank you!

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