

CONNECT SOLUTION

PERFORMANCE

INTELLIGENCE

INNOVATION

TRATO
Lighting



SMART LIGHTING CONNECT SOLUTION

**AN INNOVATIVE LIGHTING
CONTROL SYSTEM**

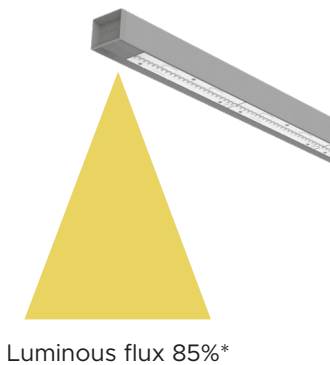
OUR CONNECT SOLUTION

In today's shops, the majority of the lighting equipment is permanently switched on at its maximum power, even when no customers are around.

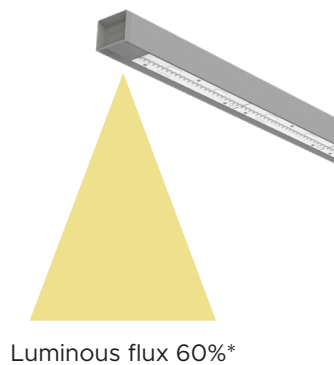
Because our customers are keen to reduce their energy consumption and are sensitive to the environment, we have put in place a control solution that can significantly reduce consumption without compromising their customers' comfort.

Observed results :

High occupancy
15% additional energy savings



Low occupancy
40% additional energy savings



The lighting never flicks, and the transition is imperceptible.

Customers won't notice anything, however, in their absence, the shop will make significant energy savings during low-traffic periods.

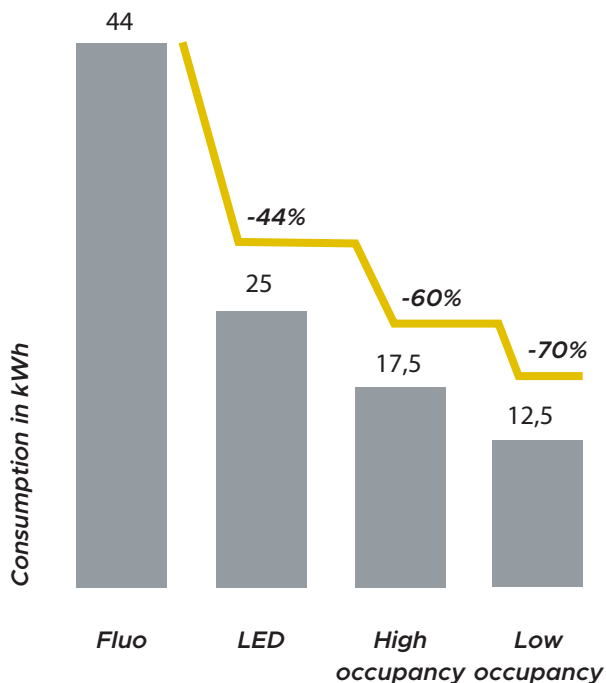
DALI VS CONNECT CONTROL

	DALI	CONNECT
Wiring	DALI (2 wires)	Wireless
System	Centralised (in the TGBT)	Decentralised (in each device)
Occupancy	No impact on consumption	Optimised consumption
Control	By group or by zone	Individual

** This intensity can be adapted to the customer's needs*

ECONOMIC AND ECOLOGICAL IMPACT

Example of an installation initially equipped with 400 2x49W fluorescent luminaires replaced by 400 LED luminaires operating at 70% (high occupancy) and 50% (low occupancy).



The installation of LED lighting allows installed power to be reduced by over 40% compared with the old 2x49W fluorescent solution.

Using Connect technology, it is possible to adapt the power of the luminaires according to actual lighting needs.

The energy savings generated, depending on the actual number of visitors to the site, can be as much as 70%, depending on the operation chosen by the operator, who retains control over all these parameters.

Never before has a system been able to achieve such a reduction in consumption without affecting the customer experience.

To reduce consumption even further, a time control option can be added to the system.

Calculation of return on investment (ROI) DALI vs CONNECT

	DALI LED light line 17,000Lm 840	CONNECT LED light line 17 000Lm 840
Number of devices	200	200
Equipment supply	40 000 €	56 000 €
Management system	5 000 €	0 €
DALI wiring	5 000 €	0 €
Commissioning	2 000 €	3000 €
TOTAL	52 000 €	59 000 €, (7 000 € to amortise)
% estimated eco-savings	20 %	35%
Annual consumption*	60 368 kWh	49 049 kWh (-19%)
Annual bill **	18 110 €	14 715 € 3 395 € savings/year (-19%)
ROI time		= 2 years

* 3500 h/an

** 0.30 ct €/kWh

CONNECT SOLUTION SUMMARY



No additional installation costs



Regulation depending
on traffic



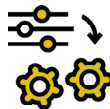
Operation imperceptible
to the eye



Time function available



Regulation according
to daylight



Customizable settings depending on the zone
(periphery, central aisle, secondary aisles, cashiers)



Customizable settings on the light
(timer, ramp, standby levels, high level)

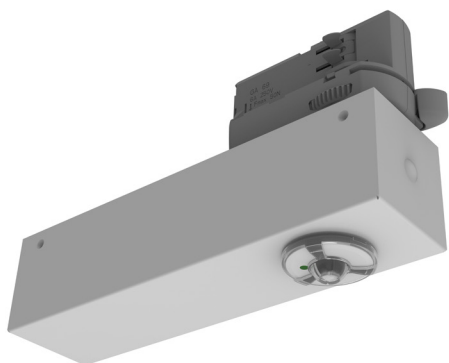


Energy savings achieved
independently



Easily reprogrammable according
to the operator's needs

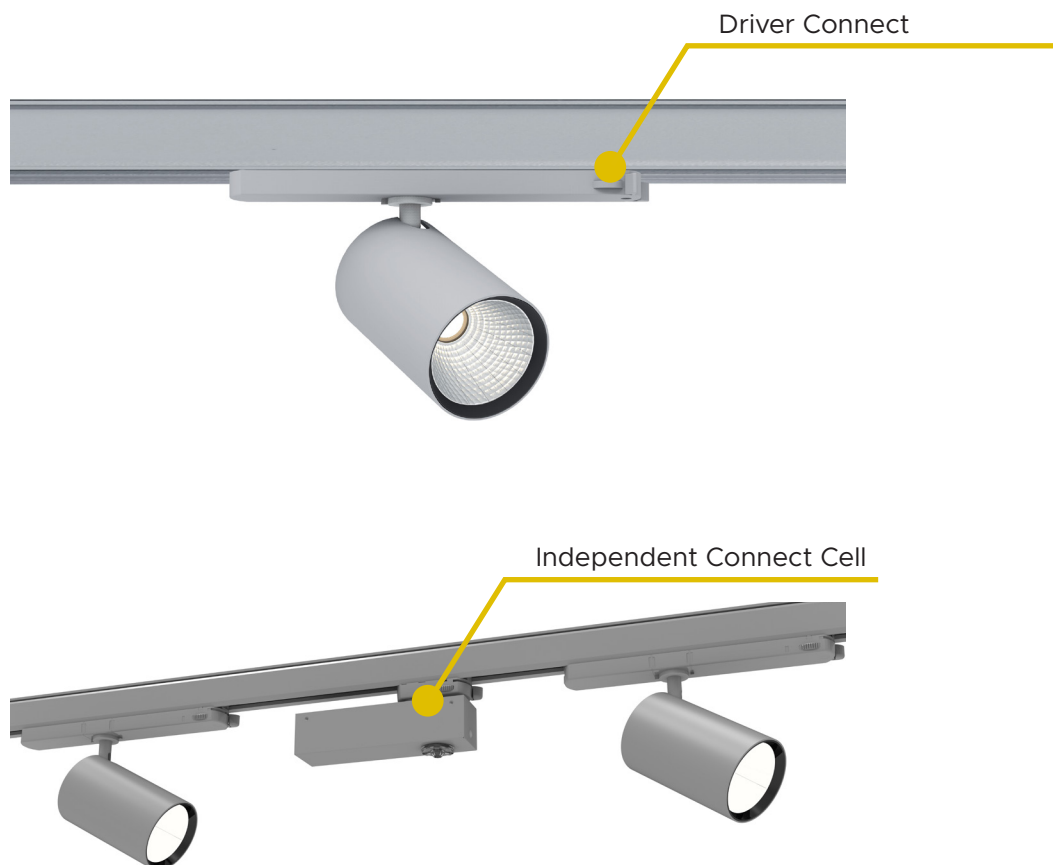
PROJECTOR CONTROL



It is also possible to control a group of projectors depending on the traffic. For this, we use cells installed on 3-CIRCUIT TRACKS.

PRINCIPLE OF OPERATION

Thanks to the independent cells installed on the 3-circuit tracks, each projector regulate its own luminous flux depending on the traffic in store. As for the linear devices, it results an optimized consumption according to the real needs in lighting.





On est d'ici!



Sucre

Sommet de la Buffe - 1623 m



Q&A – CONNECT SOLUTION

How does this solution differ from other lighting management solutions ?

This is the first solution based on actual shop occupancy to achieve maximum energy savings.

Do I need to provide specific wiring for the lighting devices ?

NO, the lighting devices are powered in the same way as fixed luminaires, with no additional wiring.

Won't the operation of the equipment disturb customers ?

NO, because there's no flickering. The switch from standby to full power takes just a few seconds. The speed can be adjusted according to the operator's wishes.

Will the lifespan of the luminaires be affected by this operation ?

NO, on the contrary, the lifespan of the lighting devices will be extended. The lighting devices never switch off completely, they remain on standby.

Is it possible to differentiate between operation on the secondary aisles and on the central aisle ?

YES, the lighting devices use operating profiles. You can create a profile for the central aisle, secondary aisles, checkouts, storerooms, etc.

Is it possible to differentiate between the operation of devices during and outside public use ?

YES, by adding a gateway, it is possible to define different operation for different time periods. This makes it possible to optimise savings even further.

What is a gateway ?

A gateway is a terminal that communicates directly with the lighting equipment to send them the operating instructions for each time slot recorded. It can also be used to retrieve data from the installation. It can control around 150 devices.

Will I have to call TRATO if I want to change the way my system works ?

NO. During commissioning, TRATO gives the operator a presentation of the system. The operator is then given access so that he can modify the desired parameters himself (time, time delay, intensity, etc.).

Do I save more energy with a CONNECT solution than with a DALI solution ?

YES, the Connect solution is autonomous and operates independently of the others. Energy savings are therefore achieved without affecting customer comfort. No other system is better suited to the actual footfall in a shop.



TRATO
Lighting

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