

## Press release

Dornbirn, March 2018

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### Zumtobel Group Services at Light + Building 2018 Entering the digital age with lighting as a service

**"Lights. Connectivity. Future" – this is the motto under which Zumtobel Group Services (ZGS) will be presenting itself at Light + Building 2018 in Frankfurt am Main. The Zumtobel Group's youngest brand is the answer to the digital transformation in the lighting industry. At the Zumtobel Group stand in Hall 2, ZGS will be showcasing its portfolio of lighting services from 18 to 23 March. And is thus shaping the market for networked lighting and "lighting as a service".**

Dornbirn, Austria – The trend in the lighting industry is towards digitalisation: Everything is growing together and becoming networked. The Internet of Things is now ubiquitous - and light plays an important role here. That's why the motto at this year's Light + Building is also "Networked – Safe – Comfortable". For digital technologies are not only changing the way we live but also the way we use lighting. Companies need light that can do more. More comfort, flexibility and safety are required: Future-proof lighting systems are also used today to make processes and work-flows in buildings visible and energy-efficient. With their help, companies can collect and analyse data in real time. Insights into the technical condition of buildings and the energy consumption of the lighting system are just as much a part of this as the usage and utilisation of rooms. In retail, retailers can improve customer loyalty and increase sales through real-time marketing. In short: Light should create added value and thus create competitive advantages. However, lighting tasks are also becoming more complex as a result. And companies are looking for external support in their project execution, maintenance work, expertise in intelligent lighting technologies and new financing options.

Zumtobel Group Services (ZGS) meets customers' needs for networked and intelligent lighting, but also for a specialised range of lighting services: from physical lighting solutions to digital services – all from a single source. At Light + Building, ZGS will show visitors what light can achieve under the motto "Lights. Connectivity. Future", and let them take a look at the future of the Internet of Things. Visitors at the Zumtobel Group stand (Hall 2.0, Stand A30, B30/31) will be able to experience the use of smart lighting in industry, retail, offices and outdoors.

#### **Light as infrastructure for the Internet of Things**

Nowadays light is more than just lighting. As the perfect infrastructure for the Internet of Things, light takes on an essential function. Because luminaires provide ideal conditions: They are everywhere where people are. At the same time, power sources and a network that can easily be expanded with additional functions are already available. And the networking and communication between devices makes one thing possible above all else: collecting data and collecting it for evaluation at a central location. This gives building operators deeper insights and information on building processes in real time. The light infrastructure offers the perfect basis: *"We are therefore also talking about the 'Internet of Light',"* explains Florian Reithmeier, Executive Vice President of Zumtobel Group Services. *"In ten years' time, indoor and outdoor luminaires will provide the majority of information for the Internet of Things via integrated sensors. Lighting companies will thus become IT, software and service providers at the same time. And we are already taking this step today - as one of the first in the lighting industry."* ZGS bundles the entire range of lighting services under one roof and is equipping customers for the digital age. For their services go far beyond actual lighting. Support with room management or energy performance – with their "digital services", ZGS opens up new possibilities of networked lighting for customers.

#### **The all-round carefree package COMPLETE**

Zumtobel Group Services' range of services goes even one step further. As one of the first companies in the industry, ZGS takes over the entire project management for lighting. The customers receive a lighting solution from A-Z – from consulting and planning to the supply and installation of luminaires and

annual maintenance. This makes the brand a full-service provider in the lighting sector. The COMPLETE offer gives clients the complete solution from one single source. *"With COMPLETE, our clients benefit from professional project management. We supervise the entire process and are in direct contact with all stakeholders. This not only saves time but costs as well,"* says Florian Reithmeier. In line with the requirements, ZGS can put together the service package for each individual company: Based on customer requirements, "digital services" such as room management and remote system analysis or financing models and emergency lighting systems can be integrated into the product range.

**Photos:**

P1\_ As the perfect infrastructure for the Internet of Things, light takes on an essential function. And ZGS is equipping its customers for the digital age. With its "Digital Services", ZGS is opening up new opportunities for networked lighting.

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**About Zumtobel Group Services**

The Zumtobel Group Services (ZGS) brand offers one of the most comprehensive service portfolios in the lighting industry. The spectrum of services ranges from project management for turnkey lighting solutions, from financing models for lighting systems to providing advice on and commissioning lighting management and emergency lighting systems and worldwide technical and maintenance services. In the rapidly growing market of connected lighting, ZGS also offers its clients the use and analysis of data-based software services. Zumtobel Group Services provides complete, customised and ready-to-use lighting solutions. The brand belongs to Zumtobel Group AG, which is based in Dornbirn, Vorarlberg (Austria). For further information, see [www.ZGServices.com](http://www.ZGServices.com)