



TILT® vs Conventional Lighting

TILT® Leads the Low-Voltage Lighting Revolution

TILT is a plug and play, low-voltage commercial lighting system that will save you time and money.

A COMPARISON

	CONVENTIONAL LIGHTING	TILT®
INSTALL TIME	16 HRS	1 HR
LABOR COST	\$1200	\$73
TOTAL COST	\$1955	\$993

TILT®

1/2 THE COST OF CONVENTIONAL LIGHTING

THE STUDY

Lauren Illumination conducted a detailed study to compare the total installed cost of its' TILT low voltage plug and play commercial lighting system to the cost of a conventional lighting system.*

METHODOLOGY

To make this comparison, Lauren used a simple lighting project that would not provide a particular advantage to either system and could be fairly extrapolated to larger lighting projects. The project used was the installation of nine 2'X2' LED light panels into a grid ceiling, in a 26'X26' office area. For both installations, branch circuit wiring was brought from the panel to the corner of the room, above the grid, prior to installation. In addition, all required lights and drivers, controls and other materials for both installations were priced at Distributor Net cost.

The time required to install the conventional lighting was determined by obtaining quotes from four independent electrical contractors. Each quote included a break-out of the labor hours required to complete the project. This Case Study used the lowest number of hours among the four quotes and the average quoted labor charge of \$75 per hour.

The time required to install the TILT system was determined by conducting a detailed walk-through and time study of that installation, at a normal pace.* The \$75 per hour labor charge for the conventional installation was also used for the TILT installation.

CONCLUSION

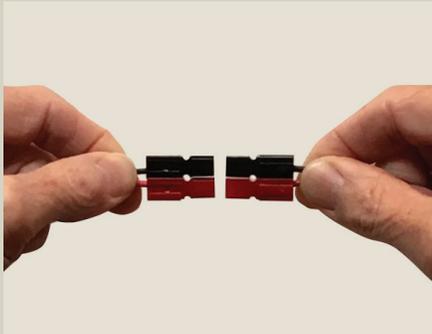
According to this Case Study, the TILT system installed in 58 minutes, while the conventional system required 16 hours (lowest of 4 quotes ranging from 16-20 hours). TILT's speed of installation leads to a total installed cost that is half the cost of conventional lighting:

	Conventional	TILT	
Panels/Drivers/Control/Switch	\$604	\$741	
TILT Install Materials	—	\$135	
Conventional Install Materials	\$151	\$44	
Total Material	\$755	\$920	+22%
Total Labor (@\$75/hour)	\$1,200	\$73	-94%
Total Installed Cost	\$1,955	\$993	-49%



TILT / LIGHTING TECHNOLOGY

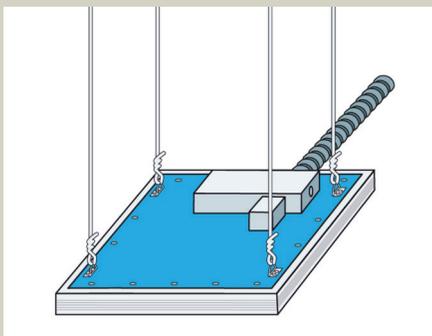
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TILT Plug and Play



Conventional Wiring



Conventional Ceiling Anchors

WHY DOES TILT® INSTALL SO MUCH FASTER?

TILT's speed of installation is due to three primary factors:

- Wiring of the TILT system is done through a series of plug and play wired components that are produced in our facility and snap together on-the-job in a matter of seconds. Conventional lighting requires many tedious and time consuming tasks to be performed on-the-job, including measuring, cutting and bending metal conduit; installation of junction boxes; and measuring, feeding, looping, cutting, stripping and connecting individual strands of wire.
- Conventional lighting is powered by standard 120 to 277 AC line voltage and is required by code to be anchored to the ceiling or substrate. The TILT low voltage system poses no threat of shock or fire hazard and is not required by code to be anchored to the ceiling or substrate, eliminating this time consuming and tedious process.
- TILT uses thin and flexible, plenum rated Class 2 wire, which easily navigates through crowded plenum spaces. Conventional lighting requires that metal conduit be measured, bent, cut and connected on-the-job to work around obstacles in the plenum space.

THE "WIN-WIN"

This Case Study demonstrates the dramatic savings generated by the TILT low voltage plug and play commercial lighting system. These savings can be shared by developer/owners and contractors, making TILT a "win-win" for both. Developer/owners significantly reduce their project cost, while contractors win more bids and dramatically increase their profitability. Both parties significantly reduce the project timeline.

* Lauren Illumination will provide additional details of this Case Study to selected parties. Please contact **Mitch Pace** at mitch.pace@laurenillumination.com.