TOTAL LIGHTING SOLUTIONS

VOLUME 2 - MUNICIPALITIES, SCHOOLS & UNIVERSITIES
TOTAL LIGHTING SOLUTIONS

✓ Extensive Value Engineering Resources!
✓ Broad International Lighting Product Portfolio!
✓ 100% Coverage on Your Next Lighting Project!

ETi’s Total Lighting Solutions program has you covered! With our extensive international portfolio of LED lighting products, we can meet the requirements of nearly any lighting project. In addition, our team of product development engineers can quickly design custom products to meet your precise needs. See back page or contact ETi for more information.

MUNICIPALITIES, SCHOOLS & UNIVERSITIES

1. PARKING GARAGES
   - Bollards
   - Flood Lights
   - Wall Packs
   - High Bay
   - Area Lighting

2. CLASSROOMS/ADMINISTRATIVE OFFICES
   - Strip Lighting
   - Wrap Lights
   - Downlights
   - Flat Panels
   - TS/T8 LED Linear

3. GYMNASIUMS
   - High Bay
   - Flood Lights
   - Strip Lighting

4. STAIRWELLS
   - Strip Lighting
   - Panels
   - Downlights
   - Wall Pack

5. POOLS
   - High Bay
   - Linear
   - Replacements
   - Flood Lights
   - Vapor Tights

6. PUBLIC WORKS
   - Vapor Tights
   - Wall Packs
   - Wrap Lights

7. DINING
   - Strip Lighting
   - Panels
   - Vapor Tights
   - High Bay
   - Strip Lighting

8. EXTERIOR SPACES
   - Area Lights
   - Bollards
   - Wall Packs
   - Flood Lights
   - Landscape Lights

STOCKED PRODUCT WEBSITES
Click on links for access to detailed stock product information.
**ETi Total Lighting Solutions (TLS) Team** consists of Product Development Professionals, Project Managers, Engineers, and Sourcing Managers, as well as our North American Sales Team. First, we work directly with customers to define lighting project requirements. From there, the TLS team will match those requirements to existing ETi products, Fast Track products, or utilize our XPD Program to design a custom product that meets exact project specifications. Depending on the scope of the project, all three programs could be utilized.

**Stock Products:** Over 300 models in stock, ready to ship.

**Fast Track:** Over 1,000 products from our international product assortment, 10 to 12-week lead time.

**XPD Fully Custom Product:** Up to 20-week lead time.

### TYPICAL PROJECT TIMELINE

<table>
<thead>
<tr>
<th>Phase</th>
<th>Description</th>
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<tbody>
<tr>
<td><strong>Phase 1 – Start of Project</strong></td>
<td>Customer delivers requirements of lighting project to ETi-SSL</td>
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<tr>
<td><strong>Phase 2 – ETi Develops Proposal for Customer</strong></td>
<td>Lead Time: 2 Weeks</td>
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<tr>
<td><strong>Phase 3 – Customer Approval (Yes/No)</strong></td>
<td>Samples needed? - Up to 3 weeks for Non-Stock and Custom Samples.</td>
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<tr>
<td><strong>Phase 4 – Development and Production</strong></td>
<td>Once customer approval is received, ETi begins developing lighting products on the project list. Products could consist of stock, Fast Track, or XPD full-custom products (each will have specific delivery lead times).</td>
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<table>
<thead>
<tr>
<th>Stocked Products</th>
<th>Fast Track Products</th>
<th>XPD Product Development</th>
</tr>
</thead>
<tbody>
<tr>
<td>Over 300 Products, In-Stock, Ready to Ship</td>
<td>International Non-Stock Products/Features</td>
<td>Fully Custom Products, Made to Customer’s Specs</td>
</tr>
<tr>
<td>Ships in 2-3 Days After Approval</td>
<td>Ships in 10-12 Weeks After Approval</td>
<td>Ships in Up to 20 Weeks After Approval</td>
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### ETi PRODUCT RESOURCES

- Total Lighting Solutions Volume 1: Residential and Multi-Family Housing
- Total Lighting Solutions Volume 2: Municipalities, Schools & Universities
- Total Lighting Solutions Volume 3: Parking Garages
- Total Lighting Solutions Volume 4: Retail Spaces
- Project and Capabilities Guide
- 2020 Stock Products Catalog