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.

STOCKED PRODUCT WEBLINKS
Click on links for access to detailed stock product information.

- Linear T5/T8
- Strip Lights
- Vapor Tight
- Recessed Downlight
- Wrap Lights
- Exit Lighting
- Flat Panels
- High Bay
- Wall Packs

PARKING GARAGES

1. OUTDOOR SPACES
   - Bollards
   - Flood Lights
   - Wall Packs

2. INTERIOR PARKING
   - Vapor Tights
   - Canopy Lighting
   - T8/T5 Linear Retrofits
   - High Bay

3. MECHANICALS
   - Strip Lights
   - Vapor Tights
   - Ceiling Lights

4. TOP DECK
   - Area Lighting
   - Flood Lighting
   - Wall Packs

5. HALLWAY/STAIRWELL
   - Exit Lighting
   - Wrap Lights
   - Panels
   - Wall Packs

6. RAMP
   - Vapor Tights
   - Wall Packs
   - Wrap Lights

7. GARAGE LOBBY
   - Strip Lights
   - Downlights
   - Strip Lights
   - Panels
   - Wall Pack
**TOTAL LIGHTING SOLUTIONS – HOW IT WORKS!**

**ETi's 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 1 – START OF PROJECT</th>
<th>Customer delivers requirements of lighting project to ETi-SSL</th>
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</thead>
<tbody>
<tr>
<td>PHASE 2 – ETi DEVELOPS PROPOSAL FOR CUSTOMER</td>
<td>Lead Time: 2 Weeks</td>
</tr>
<tr>
<td>PHASE 3 – CUSTOMER APPROVAL (YES/NO)</td>
<td>Samples needed? - Up to 3 weeks for Non-Stock and Custom Samples.</td>
</tr>
<tr>
<td>PHASE 4 – DEVELOPMENT AND PRODUCTION</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