



steinel

For Contractors

Stand-Alone Control Solutions

Code Compliance without Networked Controls

PRESENTED BY SEAN LAFFERTY

STEINEL: The inventors' company



We think outside the box and

Scrutinize things that are taken for granted

Providing **value-added features and functions** without the additional cost.

With technology invention in our veins, we think **without restrictions** and turn discoveries into **intelligent products** that meet the most exacting of demands.

STEINEL Solutions:



Easy to install & commission



High quality



Better Technology



Cost effective

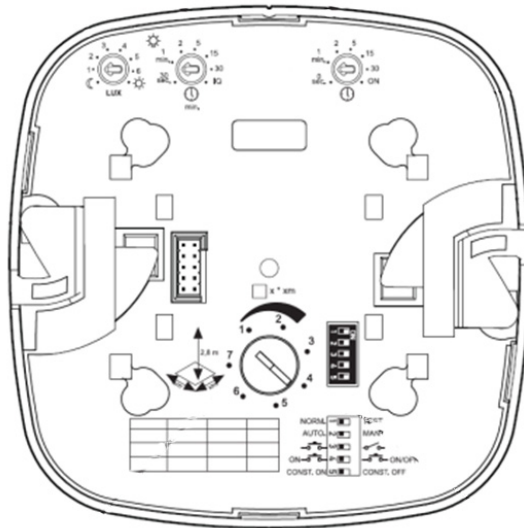
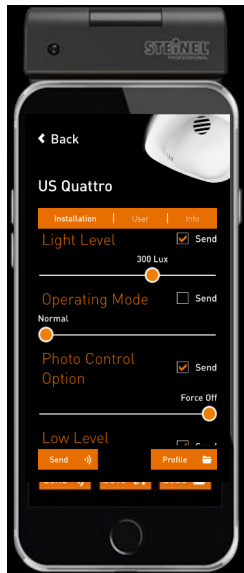


STEINEL's robust controls allow for solutions at a fraction of the price of a room controller.



With our new SUPER DUTY power packs, DIM-24 and COM2 sensors, STEINEL provide solutions to the following code requirements and more:

- Plug load control
- Multi-zone dimming
- Daylight harvesting
- Vacancy sensing
- Fail-safe operation
- Independent automatic HVAC control
- Force ON and OFF inputs for BMS integration



Your Partner for Large and Small Projects

- Fast Shipping: Orders in by noon CST for **same day shipping**
 - Robust stocking levels in our Bloomington, MN headquarters
 - Continuous stock replenishment from Europe
- Quick Quote and Layouts: 24-48 hours for most requests
- Talk directly to **technical support** and get your questions resolved over the phone
- Samples upon request
 - Talk to your Regional Sales Manager about the project and timing and we can get samples into your hands
- Low percentage of return rates: **0.25% of our products are returned**



High Quality

Free Yourself from Callbacks

● steinel

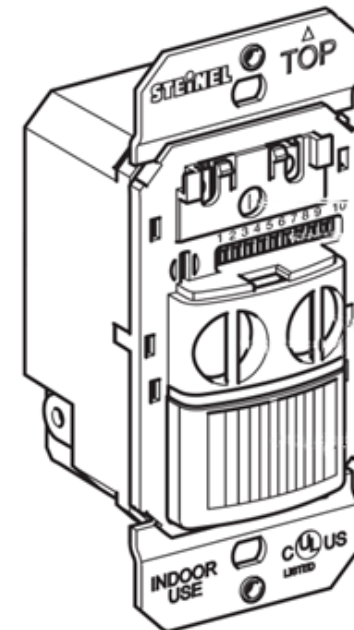
High Quality Reduces Callbacks

- Low return rate: **.025%**
- Sensors that work - European manufacturing and quality testing
- Vandal-resistant rubber lens cover
- Durable, heavier grade plastics molded in Europe, not China
- Metal plate behind wall switches: prevents bowing, flexing and cracking

STEINEL



competitor





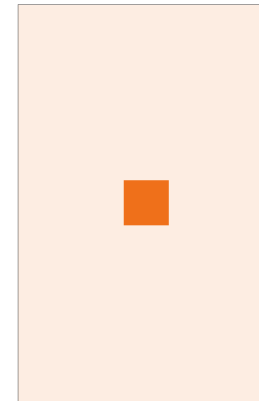
Better Technology



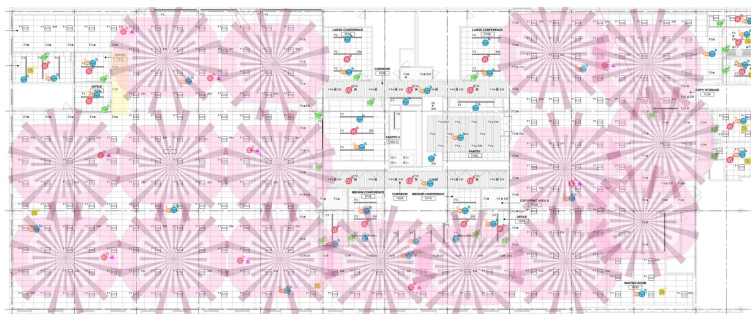
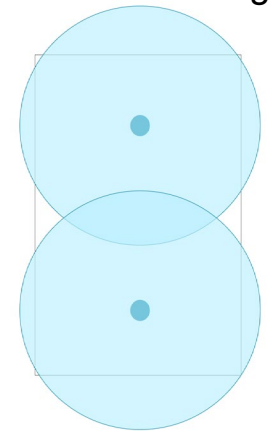
Smarter Design to Save You Time

- Smarter coverage pattern covers square rooms
- 4 Pyro electric lenses, mechanically adjustable
- 4800 detection zones
- Integrated photo cell
- Rooms require fewer sensors
- Manual and Remote commissioning
- Out of the box functionality and code compliance

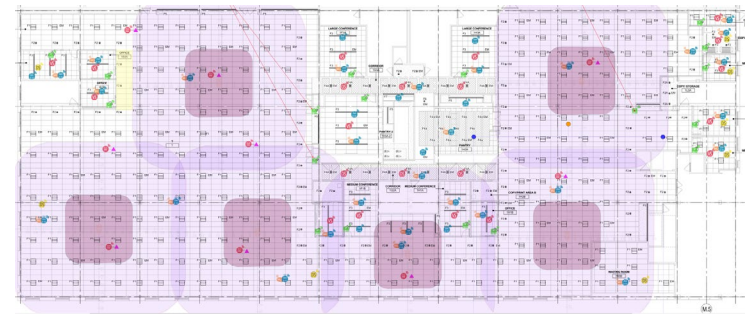
STEINEL coverage



Traditional coverage



Competitors: 16 sensors - Overlap needed due to large space.



STEINEL: 6 sensors – less than half the competition.

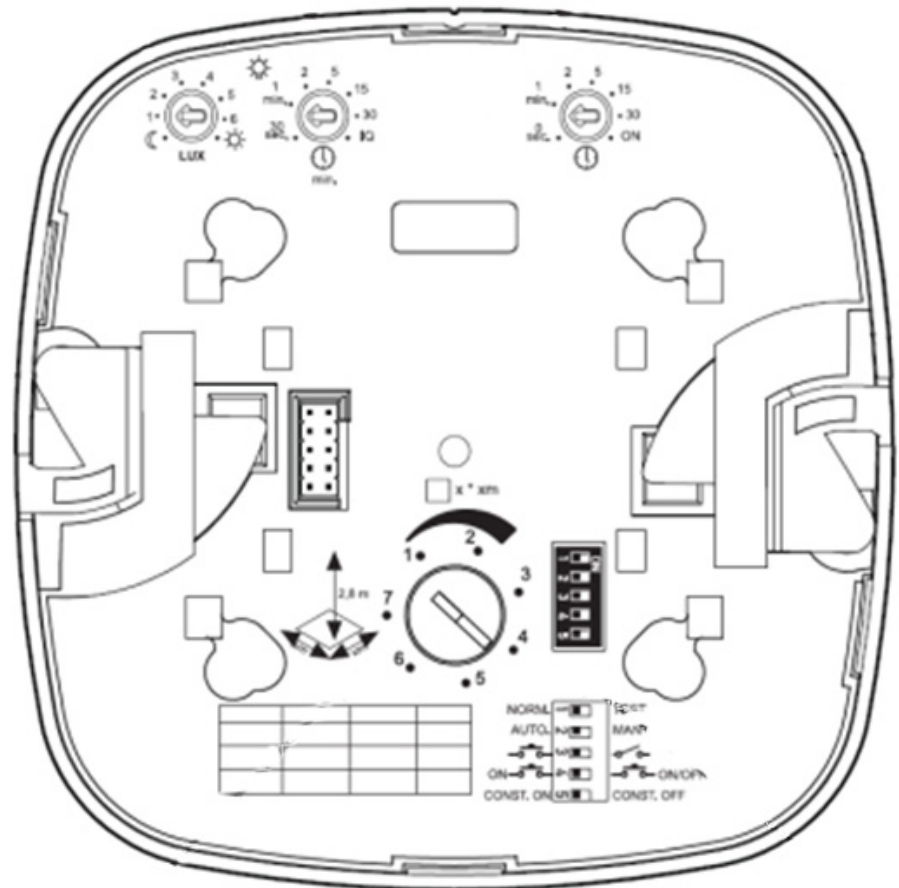


Easy to Commission

Simple Manual Dials & Dip Switches

- Manual programming on each device
- Easy commissioning for code-compliance
- Simple, user-friendly controls
- Intuitive dials with clear labeling
- Wiring diagram printed on side of product

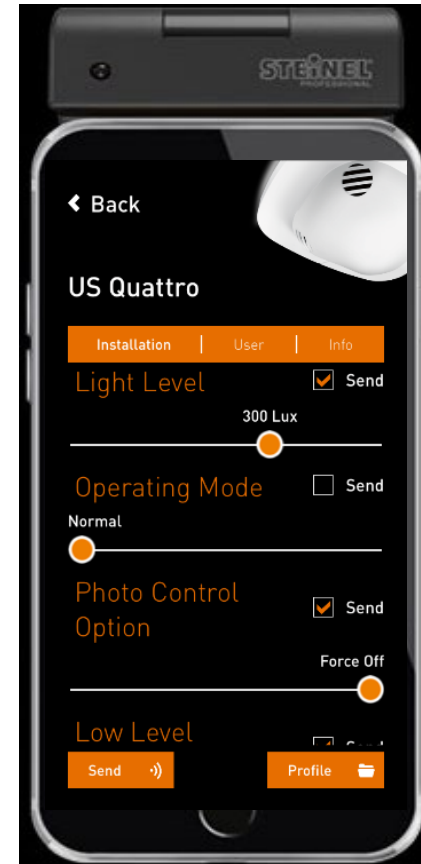
IR Quattro DIM-24





Easy to Commission Smart Remote

- Easy commissioning by contractors
- Save time and money on scheduling factory commissioning (no tech required)
- Profiles – copy/paste approach
- Extended sensor functionality
- No laptop required
- Easily make changes on the fly with the simple app.
- iOS and Android

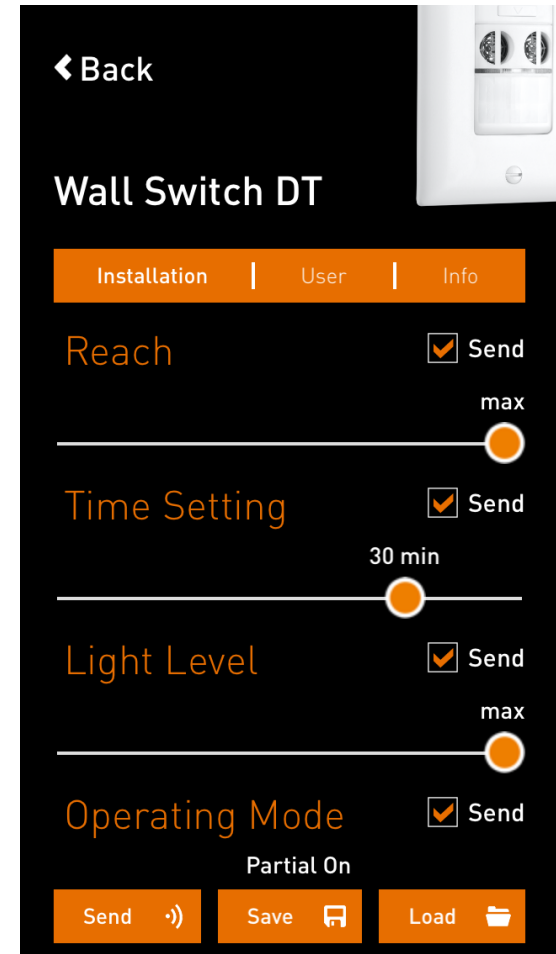
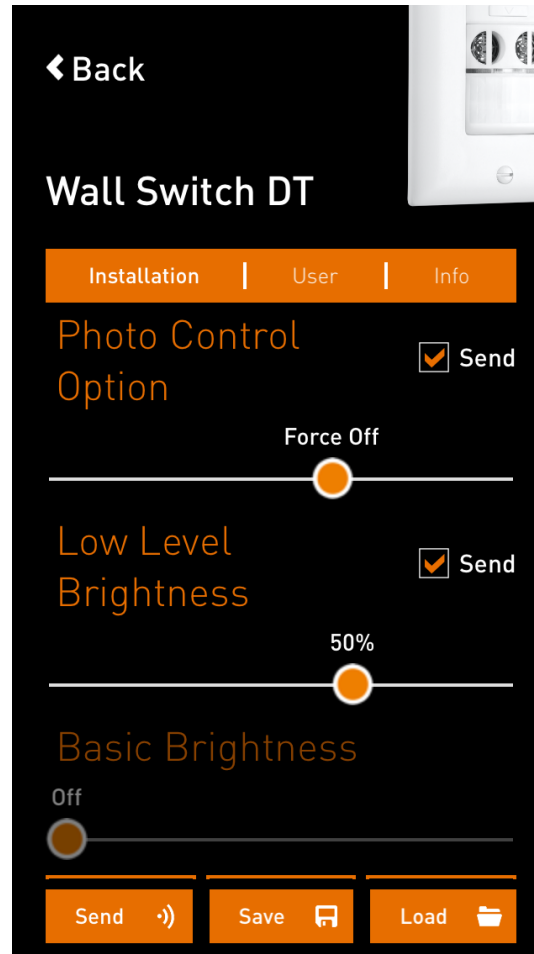
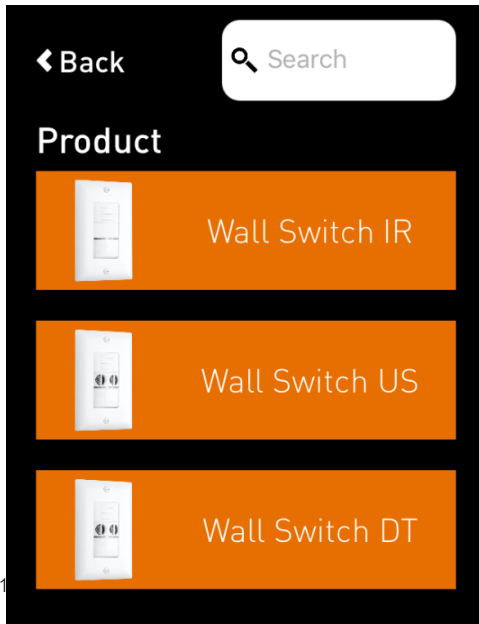
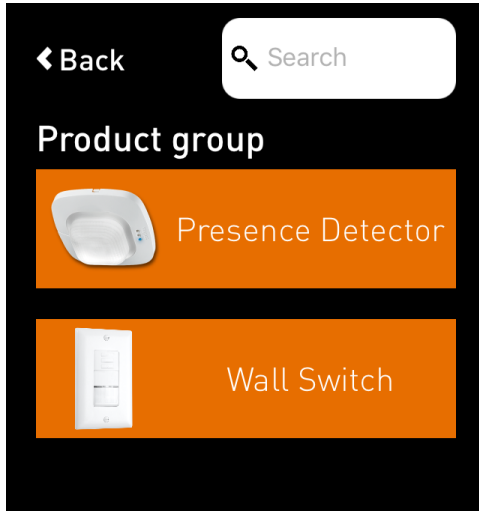




Easy to Commission



Smart Remote Example: Wall Switch








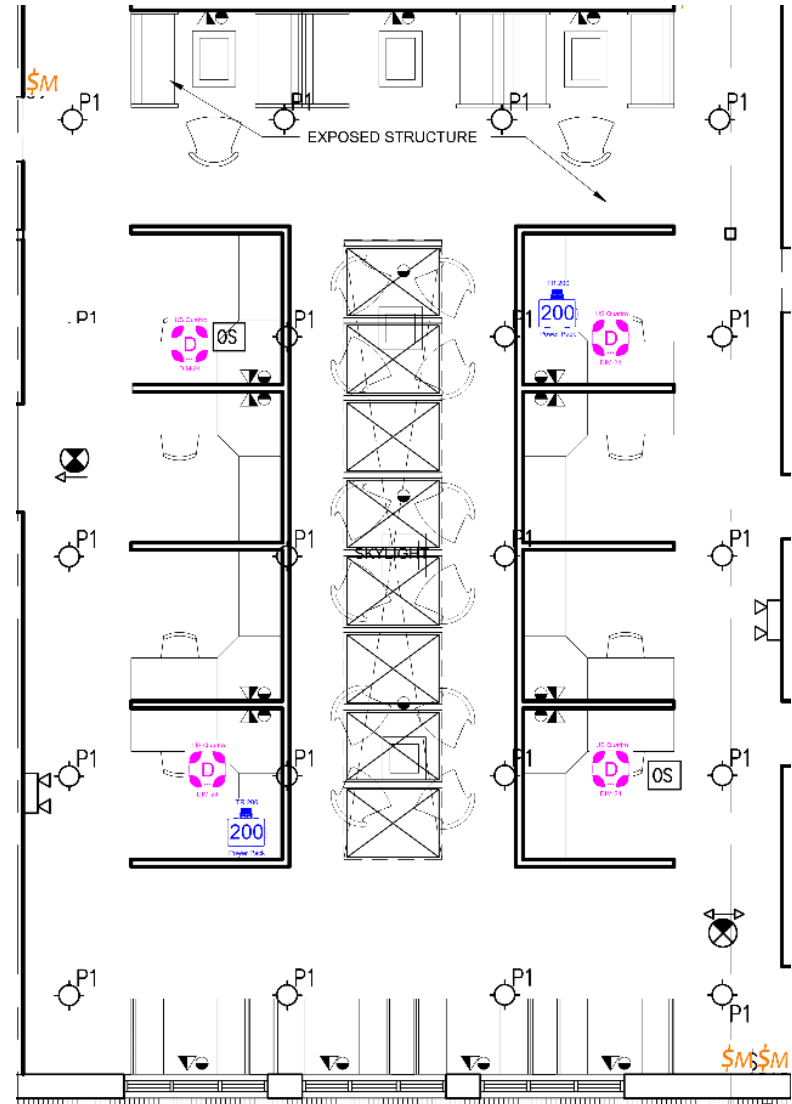
APPLICATIONS

STEINEL Solution

- Occupancy sensor provides automatic all OFF.
- All sensors to be set to partial ON or manual ON to meet the code.
- Momentary switch is used to provide manual control of the lighting.
- Receptacle control is achieved by using a second power pack with a built-in timer.

This layout: \$800 / 3500 sq. ft.


Product	Description	
US Quattro DIM-24	Ultrasonic occupancy/vacancy sensor w/ 0-10V dimming	
TR 200	Heavy Duty Power Pack	
MCS-W	Momentary Switch	

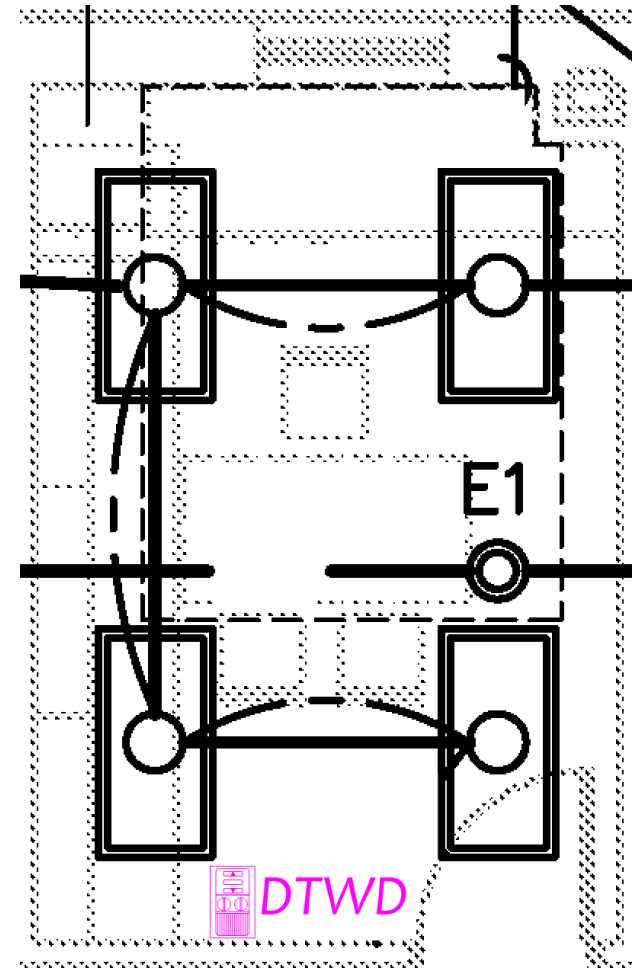


STEINEL Solution

- Use of occupancy sensor provides automatic all OFF.
- All sensors to be set to partial ON or manual ON.
- Momentary switch is used to provide manual control of the lighting.

This layout: under \$100 / 250 sq.ft.

Product	Description	
DT WLS/VS DIM	Dual-tech occupancy/vacancy wall sensor with 0-10V dimming	






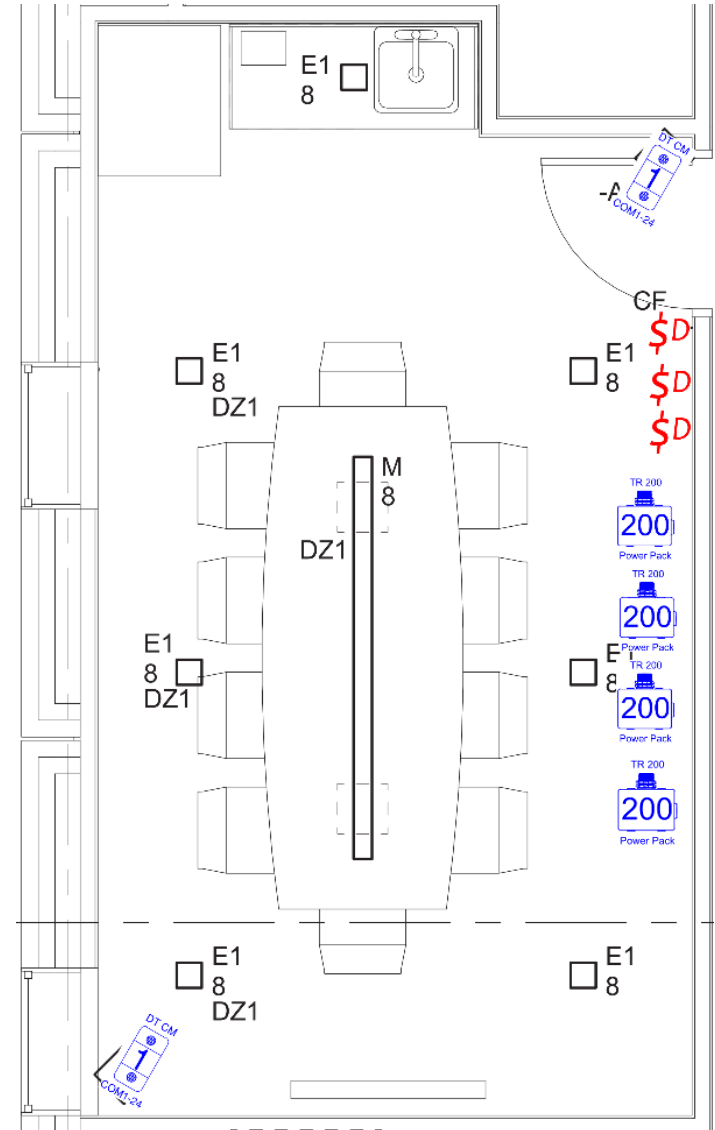


STEINEL Solution

- Dualtech sensor mounted on the wall at or below the pendent mounted fixtures and in the corner near the same wall as the entrance so no motion is detected outside of the room.
- Use of occupancy sensor provides automatic all OFF.
- All sensors to be set to manual ON.
- Receptacle control is achieved by using a second power pack with a built-in timer.

This layout: \$600 / 1000 sq. ft.

Product	Description	
DT Quattro/CM DIM-24	Dual-tech occupancy/vacancy sensor w/ 0-10V dimming	
TR 200	Heavy Duty Power Pack	
ST IP710-LFZ	0-10V Slide Dimmer	



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High quality



Better Technology



Cost effective

STEINEL Lighting Controls

All the Power – Half the Price



STEINEL is your partner for cost-effective, code-compliant projects:

Questions about our solutions?

tech@steinel.net

888.298.8298

Need layouts for your project?

Contact our tech team or your Regional Sales Manager.

Need to connect with our sales team?

sales@steinel.net

800.852.4343

