



Stakeholder MEETING

2017

Field-Adjustable Products

Facilitators



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DLC



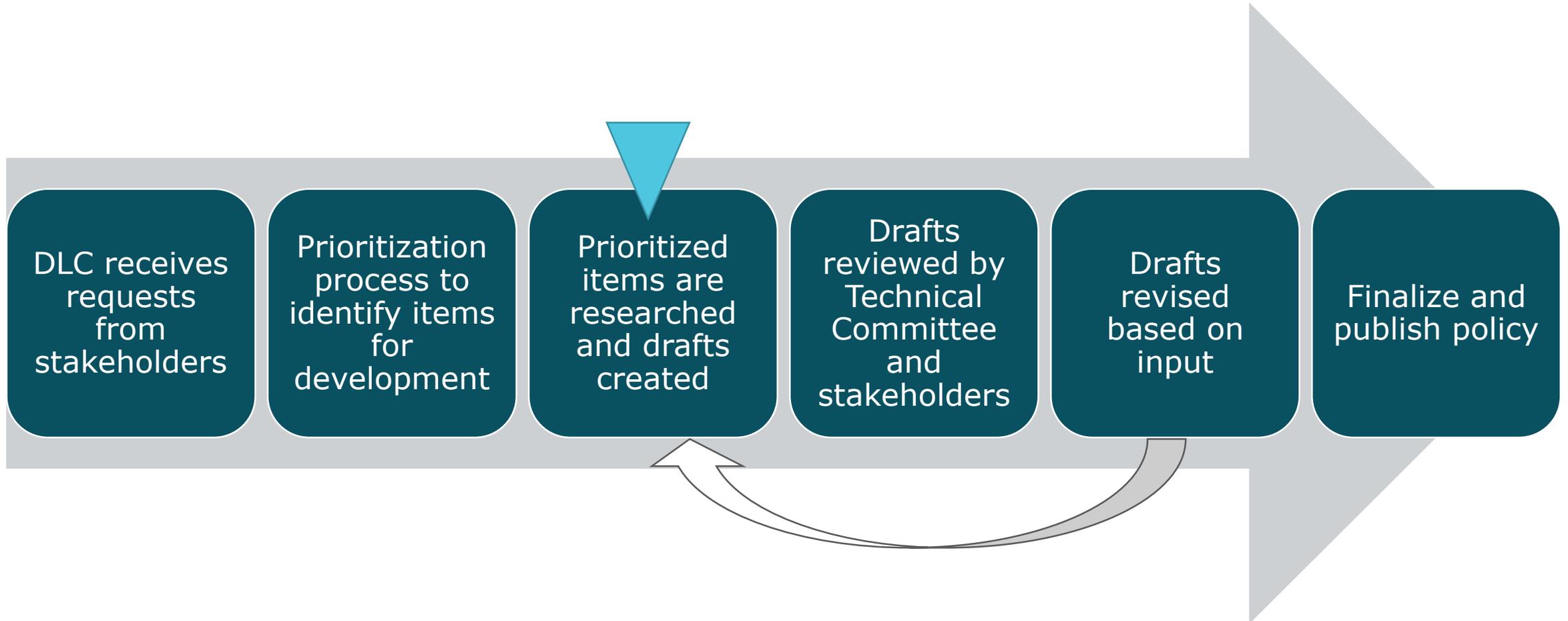
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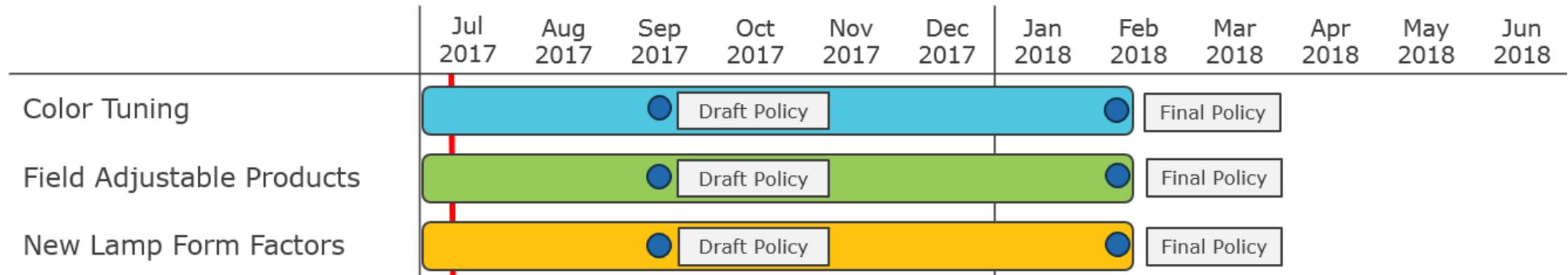
Agenda

- Stakeholder Input Process
- Current policy recap
- Call for info
- Discussion!

Stakeholder Input Process



Stakeholder Input Process



Technical Roadmap

- Goal of providing greater transparency and predictability to DLC activities, policies, and future plans
- Field Adjustability policy targeted for Q1 of 2018

Why Field Adjustable Products?

- Growing market trend
- Allows manufacturers to achieve greater economies of scale
- Potential for greater end user satisfaction
- Provide flexibility for innovation

Industry input is crucial!

Current Policy Recap

- Explicitly field adjustable products are ineligible
 - Exception for dimming (down only)
- Some field adjustability is allowed
 - Have unique SKU for each adjustable setting
 - Adjustable products which are clearly intended to be adjusted up stream
 - Rotatable products (on some PUDs)

Have Field Adjustable Products?

Send your model numbers & spec sheets with brief description:

- *What is adjusted on the product?*
- *What performance changes as a result?*
- *Who has the ability to adjust? Who is intended to adjust?*
- *Why was this a design consideration (as opposed to a new product)?*

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Subject: DLC Field Adjustable Products



Discussion

(See handouts)

Discussion Session Goals

1. A better idea of the field adjustable market
 - Where it is and where it's heading
2. Understanding of what effect field adjustable features have on product quality and performance
3. Understanding of implications on product testing and listing on the QPL
4. Ideas for how DLC can address

Discussion Session Ground Rules

- Please sign in on the Roster
- Please state your name and organization
 - At least the first two times you speak
 - Allows us take more detailed notes
- Self-police (and speak up) on any areas where you feel anti-trust issues may become problematic
- Be courteous to others!
- Don't be afraid to speak up
- Presentations will be posted on the website (no need for photos)

Naming Conventions

- How are your field adjustable products named? Do you use different SKUs or the same?

Carry one SKU with multiple FA aspects

- so multiple submissions to DLC aren't required

Adjustable Features

- What features do you see that are field adjustable?

Feature	Affected Performance
Drive current	Increased/decreased light output
Optical system	Precisely controlled light
“Non-dynamic” color	Proper CCT for end use
Lenses	
Uplight/Downlight %	

Adjustable Features

- What market trends do you see for each feature?
- Fewer Products/No Change/More Products
 - Drive current: More
 - Optical system: Average->More
 - Non-dynamic color: Viability unknown, but potential for more
 - Lenses: Average->More
 - Uplight/Downlight: More coming through labs

Adjustable Features

- What mechanisms are used to adjust each feature?

Feature	Mechanisms Used (dip switch, special tool, etc.)
Drive current	Tool plugged into driver (within 1% of any output); Wireless tuner; Mechanical based on leads (w/ resistors);
Optical system	Screw; Flashlight style;
"Non-dynamic" color	Same as drive current; mechanical switch
Lenses	Physical replacement (w/ screw)
Uplight/Downlight %	Mechanical switch changing current to array; remote adjustments; Other mechanical adjustments;

Adjusting Products

- Where does the adjustability typically occur?

Location	Count
Manufacturer	All
Distributor	Sometimes, depending on the “type” of distributor
Installer/Contractor	All
Facility Manager	
End User	

Adjusting Products

- Can adjustable products be adequately programmed/adjusted at the intended level?
 - Is training offered?
 - Are products designed with training in mind?

 - Instructions can be downloaded
 - Similar to retrofit kits

Listing on the QPL

- Given the variable performance, how do you suggest DLC represent the performance on the QPL? How can the range of adjustability be shown?
- Should DLC prioritize certain PUDs for field adjustability? If so, which?

Side Effects

- What is the chance that field adjustable products provide less energy savings due to poor/incorrect installation/adjustment?
- How can differing wattage/savings scenarios be justified for utilities?
- Where does field adjustability and controls begin/end? Where is the line drawn?

Manufacturer Benefits

- Do you feel that adding field adjustable features adds to the overall quality of the product? If so, why?
- How will stocking more field adjustable products help supply chain efficiency?

Other comments/questions

Open discussion

Thank You

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