

Smart Ceiling Mount Room Controllers and Sensors

Value Proposition

Smart Ceiling Mount Room Controllers (SRC) and Smart Ceiling Mount Sensors (CMS) deliver an all-in-one solution for code compliance. The line simplifies advanced lighting controls by integrating several control strategies into a self-contained, cost-effective, and easy-to-install, and easy to configure device. Engineered for easy configuration, the Smart Sensor App is used to enable and configure as many or as little capabilities as needed.

Meet advanced design requirements for standalone occupancy/vacancy sensing, dimming, and daylight harvesting applications. Independently control zones with one or two 0-10V dimming zones and one or two daylight harvesting zones. The line can also be used to meet additional

code requirements for partial-ON, partial-OFF, demand response, plug load control, and UL924 emergency lighting. Add manual and 3-way/multi-way control with PLVSW Low Voltage Keypads, Wireless Companion Switches, and Wireless Companion Dimmers.

Target Applications

- Education
- Commercial Spaces
- Healthcare
- Hospitality



Target Audiences

Target Audience	Distributor	Contractor	Facility Manager / Building Owner	Specifier
Key Selling Points	<ul style="list-style-type: none"> • Stock less models to meet more project requirements • Easy to sell one-in-all solution to meet code compliance • Differentiating features from the competition; i.e. partial-ON, partial-OFF, etc. • Competitive pricing for contractor resale • Demand for volume based repeat sales 	<ul style="list-style-type: none"> • Professional commercial-grade quality for reduced callbacks • Quick and fast installation—complete more projects faster for more profits • Install just two devices instead of four devices, less cost and complexity of pulling wires • Less components = labor, hardware, and time savings • Meets multiple application requirements for more project opportunities 	<ul style="list-style-type: none"> • Simple and easy-to-install energy saving solution • Easy-to-use interface for product use • Robust design and easy to update firmware with new features via OTA • Easy setup and usability • Scalable—enable as little or as many capabilities as needed for the space • Easy to modify via the app to meet changing occupant needs and code changes 	<ul style="list-style-type: none"> • Meet national / local energy codes including control of individual lighting zones • Robust mechanical design • Scalable—network SRC and CMS sensors to expand FOV and capabilities to meet SOO • Meet cost targets • Easy-to-use customer interface makes handing off the project to owner/ occupants easier • Easy to specify and design
Key Benefits	<ul style="list-style-type: none"> • More standard features included • Stock less models to meet multiple applications 	<ul style="list-style-type: none"> • Fast to install + labor savings • Backed by the brand preferred by the trade with over 117+ years of proven experience in the industry 	<ul style="list-style-type: none"> • Immediate recurring energy savings • Simple, cost-effective lighting control solution (components + installation) 	<ul style="list-style-type: none"> • Easy to specify and meet code compliance • Scalability—enable as many lighting control strategies as needed with the app
Smart Selling Tips	<ul style="list-style-type: none"> • Target top 5-10 distributors who currently stock PRC and/or Provolt 	<ul style="list-style-type: none"> • Demo how easy it is to install and configure with the App 	<ul style="list-style-type: none"> • Lead with energy savings as it reduces the overall cost of doing business 	<ul style="list-style-type: none"> • Lead with energy code compliance and scalability with robust features

Energy Codes

Control Type	2021 IECC	ASHRAE 90.1 2021	2022 Title 24, Part 6	Summary of Requirements
Manual Space Control				<ul style="list-style-type: none"> Every area enclosed by walls or floor-to-ceiling partitions must have a manual control Controls must be located within the area served by the controls, or must be a remote switch clearly identifying the lights it controls with a status indicator
Automatic Shutoff				<ul style="list-style-type: none"> Occupancy sensors are required in a number of applications Different applications have specific guidelines for partial-OFF, bi-level, and auto-OFF sensors
Multi Level Control				<ul style="list-style-type: none"> In most indoor spaces, general lighting must be dimmed to steps between OFF and full-ON
Daylight Response				<ul style="list-style-type: none"> Daylight responsive controls are required in both toplight and sidelight daylight areas, which must be independently controlled with accessible calibration devices
Receptacle Control				<ul style="list-style-type: none"> Required in specific applications to keep certain receptacles powered OFF based on occupancy
Demand Response	—	—		<ul style="list-style-type: none"> Non-residential lighting systems with a general lighting power of 4,000 watts or greater shall be capable of automatically reducing lighting power in response to a Demand Response Signal

Features

ELEVATE YOUR SENSING CONTROL OPTIONS

- Can be used to comply with IECC, ASHRAE 90.1, and 2022 Title 24, Part 6 occupancy/vacancy sensing, dimming, partial-ON, partial-OFF, daylight harvesting, demand response, and plug load control requirements
- Single and dual relay models
- True zone control with independently controlled zones
- Easy configuration with the Smart Sensor App
 - Select the operating mode: occupancy (auto-ON/ auto-OFF) or vacancy (manual-ON/auto-OFF)
 - Select the sensing technology: PIR only, or multi-tech (PIR & U/S)
 - Adjust sensor sensitivity and timeouts
 - Set up partial-ON and partial-OFF levels and partial-OFF timeouts (SRC)
 - Enable the integrated photocell for daylight harvesting (SRC) or ambient light hold-OFF (CMS)
 - Wirelessly network up to five SRC or CMS devices to expand the field-of-view (FOV) coverage
 - Program scheduling
 - Create multi-room templates for fast room replication
- Default mode meets minimum code requirements with auto-ON/auto-OFF, 20 min timeout, and manual control
- UL924 listed for emergency lighting
- Add a Super Duty Power Pack and Marked “Controlled” Receptacles for plug load control
- Includes two interchangeable lenses and aisleway masks
- Add manual and 3-way/multi-way control with Low Voltage Keypads, or Wireless Companion Switches and Dimmers

Customer Needs

- Cost-effective solution for code compliance
- Quick and simple solution for energy savings
- Fast and easy to design, install, and commission lighting controls

Customer Benefits

SIMPLIFY CODE COMPLIANCE

- Smart Ceiling Mount Room Controllers and Smart Ceiling Mount Sensors can be used to comply with IECC, ASHRAE 90.1, and 2022 Title 24, Part 6 occupancy/vacancy sensing, dimming (SRC), partial-ON (SRC), partial-OFF (SRC), daylight harvesting, demand response, and plug load control requirements
- Meet code requirements for emergency lighting
- Install just two devices instead of typical four devices

INCREASE ENERGY SAVINGS

- A lighting control solution with sensing, dimming, and daylighting capabilities can deliver up to 49% energy savings

OPTIMIZE SPACE FUNCTIONALITY

- Improve the functionality and comfort of a space for occupants to work, learn, or play by adding scalable lighting controls to automatically turn the lights on or off based on occupancy as well as dimming capabilities for visual comfort and additional strategies to take advantage of natural daylight, and more

Questions to Ask

COMMERCIAL DEVICES REQUIRED IN NON-RESIDENTIAL APPLICATIONS

- Why do I need to install commercial solutions in commercial applications when the residential devices are cheaper?
- Ensure high quality commercial-grade installations and reduce callbacks by using the right solutions in the right applications. Install commercial grade lighting controls in commercial applications.
 - Meet non-residential energy code compliance for IECC, ASHRAE 90.1, and 2022 Title 24, Part 6
 - Occupancy (auto-ON/auto-OFF) and vacancy (manual-ON/auto-OFF) operation
 - Timeouts for auto-OFF requirements
 - Partial-ON, partial-OFF (SRC)
 - Daylight harvesting (SRC), ambient light hold-OFF (CMS)
 - Plug load control
 - Demand response
 - UL924 listed for emergency lighting
 - Use higher input voltage and ratings to meet commercial requirements

LIGHTING CONTROL APPLICATIONS

- What challenges are you having with (selling/installing/specifying) sensors for standalone applications?
- What lighting control problem are you trying to solve?

ENERGY SAVINGS

- What pitch is your team using to sell energy saving controls to their customers?
- What solution are you currently stocking/installing/specifying? What would make you switch to Leviton?

FEATURES AND COMPLIANCE

- What do you need (must have/nice to have) your lighting controls to do?
- Would it be helpful if you could stock, install, and specify a solution that met all requirements?



Objections

NOT INTERESTED/DON'T NEED IT

- I'm really not interested in installing lighting controls. Do I really need them?
- Find out what solution they're currently utilizing for lighting controls, what they like and don't like about it, and reinforce key selling points.

TOO EXPENSIVE/NO BUDGET

- I just want a simple, inexpensive sensor to meet the code requirements. I don't need anything fancy.
- Ask questions to better understand the project and how the space will be used to identify opportunities.
- Break down pricing (equipment + labor) so they understand the value of what they would be receiving compared to other solutions.

CODE COMPLIANCE

- Will this solution meet our local energy code requirements?
- Yes, review the local code for specific requirements and/or consult with a professional advisor.

APP CONFIGURATION

- I don't want to have to pull out my phone to program every sensor I install.
- Industry is trending towards app configuration. Review how simple it is to configure using the Smart Sensor App, including multi-room templates, and how much time and labor is saved.
- Out-of-the-box default mode meets minimum code requirements.

I LIKE THE COMPETITION BETTER/I DON'T LIKE LEVITON

- I've always used the competition. I'm not familiar with Leviton. I had a bad experience with Leviton.
- Find out what they like about the competition. Review competitive comparison, exclusive features, and value add services.
- Find out why they don't like Leviton, ask how you can change their mind, and what it would take to give Leviton another chance.

Resources

Available at www.leviton.com/smartsensors

- Data Sheets
- Solution Sheets
- Application Cookbook
- CSI Specs
- Smart Sensor Brochure
- Sensing Control Guide
- Video: How to Install a Smart Ceiling Mount Room Controller and Smart Ceiling Mount Sensor
- Video: How to Configure Smart Ceiling Mount Room Controllers and Smart Ceiling Mount Sensors with the Smart Sensor App

Leviton Manufacturing Co., Inc. Lighting & Controls

10385 SW Avery Street, Tualatin, OR 97062 **tel** 800-736-6682 **tech line** (6:00AM-4:00PM PT Mon-Fri) 800-959-6004

Leviton Manufacturing Co., Inc. Global Headquarters

201 North Service Road, Melville, NY 11747 **tel** 800-323-8920 **tech line** (8:30AM-7:30PM ET Mon-Fri) 800-824-3005

Visit our website at: www.leviton.com/smartsensors

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