SMART LIGHTING
THAT'S BRILLIANT

A GUIDE TO CONTROL4 SMART LIGHTING SOLUTIONS

Smart lighting can be added to a frequently used room or throughout the entire house. And with different types of interactions—such as a touch screen that allows for easy ramping or dimming of any light, a dedicated keypad that activates a "scene" at the touch of one button, or control of the lights using just a voice command—smart lighting with Control4 is both brilliant and beautiful. You can even program the lights to respond to a homeowner's schedule, without any touch at all.

One-Room Lighting Control

For dedicated home theaters and family rooms, smart lighting can help set the mood and create an ambiance perfect for watching a movie or relaxing together.

Main Living Areas

Every home has areas which are frequented by the family that can benefit from smart lighting. The kitchen, family room, master bedroom, and front porch are common examples. Smart lighting in the main living areas provides homeowners the benefit of taking advantage of lighting control in many different situations throughout the day. From waking in the morning, to entertaining, to going to bed. Also, by focusing the smart lighting budget on the high-value/high-traffic areas of the home, the benefits of smart lighting are more affordable and approachable for your customers.

Whole-Home Smart Lighting

Whole-home smart lighting provides for a consistent experience and lighting control throughout the home. Every room and light can benefit from smart lighting, and wall clutter is reduced by simplifying lighting access and control. In any whole-home project you can do strictly Centralized or Wireless Lighting throughout the home. However, when budgets are constrained, you can also take a hybrid approach and mix both Centralized and Wireless Lighting to achieve an overall lower-cost total solution.

Control4®

Homeowner Benefits of Smart Lighting

Intelligent lighting that enhances beautiful lighting and design.

Easily set the mood or create ambiance in a room or throughout the whole home using smart home scenes with the single touch of a button or with avoice command.

Intuitive and easy for the whole family to use, control lighting from a keypad on the wall, a mobile device or tablet, Apple Watch, and even Amazon Alexa voice control.

Peace of mind with smart lighting that illuminates your home for you.

• Mockupancy simulates an occupied home even when away.

• Never arrive to a dark home, thanks to lights that turn on as the garage door is opened after sunset.

• In an emergency, automatically turn on every light in a home.

• With multi-color LEDs, see if the front door is locked or the garage door is closed from across the room.

Improve energy efficiency with porch lights that turn on and off on a schedule and lights in a room that turn off when you leave.

More than just lighting, coordinate everything in a smart home, and start music or adjust audio volume with smart keypads.

Why Control4 Smart Lighting?

• Great features, like backlit engraving, ambient light sensor, and multi-color LEDs

• Configurable keypads that can be customized for homeowners so that they can set a "scene" or a mood with one touch

• Ramping and dimming, elegant feel and experience

• Lighting scenes that can be created by homeowners by using Control4 touch screens or iOS and Android tablets

• Voice control and multiple interfaces (scheduling, keypads, remote, voice, mobile)

• Sophisticated design, sleek colors, and multiple keycap and faceplate options

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Control4 Programming Features

The Control4 approach to programming is efficient and powerful, making it possible to deliver stunning lighting experiences for customers and to easily update and change programming over time.

• Powerful scene timing and tracking, no code required

• Scene toggling to easily create the right on/off experience in a room

• User-configurable lighting scenes from touch screens and iOS or Android tablets

• Snap Shot Driver to capture scenes to keypad buttons

• Last button press programming for using up and down buttons to dim scenes from keypads

Who Is Smart Lighting For?

Control4 Smart Lighting is for every home. Whether it's just the lighting in a single room, the main areas, or the entire home, homeowners get advantages from living with Control4 Smart Lighting. Most homeowners simply don't know the benefits of living with smart lighting in their home.

The desire for smart lighting can vary between households, depending on who resides there and how each person lives day to day in the home. Factors such as annual income, lifestyle, and technology enthusiasm also contribute to overall interest in smart lighting within a home.

	Value Buyer	Premium Buyer	Luxury Buyer
Income	The quintessential middle-class customer with annual income ranging between $100k-150k annually. The value buyer wants to maximize the value they extract from any smart solution, gaining the most benefit with the least amount of spend. Given the cost of smart lighting, it's easy to ignore the value buyer as a potential customer.	Upper middle class with an annual income of $150k-300k and more discretionary income to upgrade their home. The premium buyer is driven by creating an experience within the home and is a little less constrained by budget.	Established with the means and desire to fully automate their entire home. With annual incomes over $300k and multi-million dollar homes, there's an appetite and interest in automation throughout the home.
Desires	Typically comes to Control4 dealers for one-room entertainment solutions. Positioning one-room solutions as a starting point or foundation for a smart home can pave the path for expansions that include smart lighting.	Typically comes to Control4 Dealers for solutions such as a dedicated home theater or multi-room audio. For the premium buyer, smart lighting is the perfect complement to a home theater by creating that movie-going experience with dimmed lighting or for multi-room audio as an interface to control music and audio volume.	Typically comes to Control4 dealers for the whole-home automation experience. With multi-room audio, shades, and other applications, smart lighting is an intuitive interface throughout the home.
Solutions	The best way to sell smart lighting is to strategically prioritize a few lights and rooms around the house, providing the customer the most value. Exterior lights, the family room or media room, and the kitchen and master bedroom are all excellent places to start and can be done at a reasonable cost.	Start with focused solutions that complement interest areas (theater and multi-room audio), but then expand lighting to the high-traffic areas, such as the kitchen and living room, and ultimately throughout the whole home.	There may be an interest in lighting throughout the home. Mix both Centralized and Wireless Lighting to get the coverage in every room if the budget is getting a little high.
Budget	$500-$3,000 MSRP	$3,000-$8,000 MSRP	$5,000-$75,000

The Control4 Smart Lighting Advantage for Dealers

Control4 is a platform with simple installation and integration.

• It's easy to bring a project online for a customer. Avoiding lengthy, cumbersome programming means less time on site and more profit for you.

Mix and match Control4 Centralized and Wireless Lighting solutions.

• The entire Control4 platform uses the same programming approach. Wireless, centralized, or a mix of both work just as well in any project.

Easily commission devices on a mobile device with Composer Express.

• Save time by simply walking around a project with an Android or iOS mobile device to identify ZigBee devices. The app automatically identifies with the right device and adds the correct driver to the room in a project.

SATISFIED CUSTOMERS

In customer satisfaction surveys, Control4 Smart Lighting customers say smart lighting is the one solution they could not live without.

The Control4 Keypad

The Control4 keypad unlocks many benefits of smart lighting and automation. More than simply a way to turn on the lights in a room, the keypad becomes the easiest way to intuitively live with automation.

Make the choice to add smart lighting about more than just upgrading a light switch.

One-touch lifestyle

• With a single touch of a keypad button, a homeowner can turn on the lights in a single room or the whole home.

Multi-color LEDs

• Multi-color LEDs on the keypad provide visual feedback about the state of a home or the lights. By default, the LEDs show which lights are currently on but with additional programming can show whether the front door is unlocked or a garage door is left open.

More than just lighting

• Start a favorite playlist, adjust the volume, and more.

Backlit with custom engraving

• Makes it easy for the whole family to use.

Control4 Smart Lighting Products

WIRELESS

Control4® Adaptive Phase Dimmer
Compatible with virtually any load type. Supports both forward- and reverse-phase dimming. Available in 120V, 240V, and 277V versions. Also available in square format for UK and Euro markets.

Control4® Forward Phase Dimmer
An economical solution for dimming forward-phase loads. Available in 120V only.

Control4® 0-10V Dimmer
Provides in-wall control of four-wire 0-10V dimmable fluorescent ballasts and LEDs. Available in 120/277V and 240V versions.

Control4® Switch
On/off control of a variety of load types. Supports high in-rush loads like fountain pumps or banks of fluorescent lights. Available in 120V, 240V, and 277V versions. Also available in square format for UK and Euro markets.

Control4® Configurable Keypad
Provides elegant control of lighting scenes, blinds, music, and more. An assortment of buttons are included and can be arranged in up to 38 different configurations. Available in 120V, 240V, and 277V versions. Also available in square format for UK and Euro markets.

Control4® Keypad Dimmer
Combines dimming capabilities of the Adaptive Phase Dimmer with the customization of a Configurable Keypad. Available in 120V, 240V, and 277V versions.

Control4® Fan Speed Controller
Provides quiet fan speed control of standard paddle-type ceiling fans. Available in 120V only.

Control4® Auxiliary Keypad
An economical solution for three-way load control. Connects directly to compatible Control4® Dimmers, Switches, or Fan Speed Controllers with existing, in-wall wiring. Available in 120/277V versions.

CENTRALIZED

Centralized Lighting allows for dimming, switching, and load management to be performed by modules that are tucked away in a closet. This avoids disrupting the aesthetics of a home that has a lot of keypads.
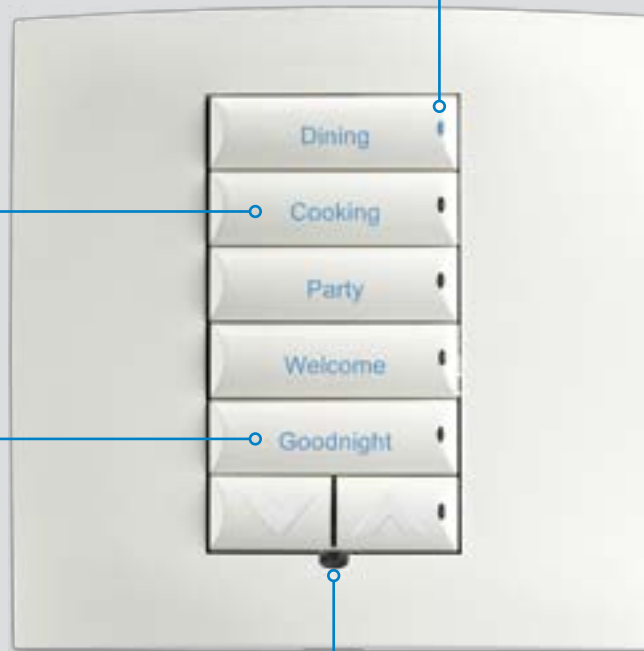

5-Slot Panel

2-Slot Panel

PRO TIP

Mixing Centralized and Wireless Lighting products in a home is an easy way to get lighting in every room and reduce the overall project cost for a homeowner.

ENGRAVED KEYCAPS

Status LEDs
Provide visual status of scenes or devices. RGB LEDs can be changed to virtually any color.

Backlit buttons
Illuminate engraving for easy viewing. RGB backlighting allows virtually any color to light up each button.

Custom engraving
Clearly identifies each button so you know what you're controlling before you touch it. Keycaps can be engraved in up to 130 different languages, including English, Spanish, German, and Chinese.

Ambient light sensor
Automatically adjusts backlight and status LED brightness depending on the light level of the room.

FACEPLATES

White

Snow White
(Satin Finish)

Biscuit

Light Almond

Ivory

Brown

Black

Midnight Black
(Satin Finish)

Aluminum
(Satin Finish)

Satin Nickel
(Metal)

Stainless Steel
(Metal)

Venetian Bronze
(Metal)

Brown and Ivory are not available for 240V products.

Proven Programming Ideas

There are countless ways to use smart lighting to enhance the lives of a homeowner. Here are few ideas that have proven to deliver.

Red Light/Green Light

Bind the LEDs on a keypad to a door lock or garage door, showing red if the home is insecure (unlocked or open) and green if everything is secure (locked or closed).

Welcome Lights

Turn on the lights in the entryway or kitchen when the garage door opens after sunset.

Pause/Play

Set the mood for a movie with lights that automatically dim when a customer presses "play" on a Control4 remote and turns back on when "pause" is pressed.

Panic Button

One button that turns on all lights in a home. Scare away an intruder or have the light you need to respond to an emergency.

Kids Bedroom Lights On

Program the LEDs on a keypad in the master bedroom to show if the lights or TV are on in a kids room after bedtime.

Intelligent Front Porch

Create a schedule for all exterior lights to turn on at sunset and off again before sunrise.
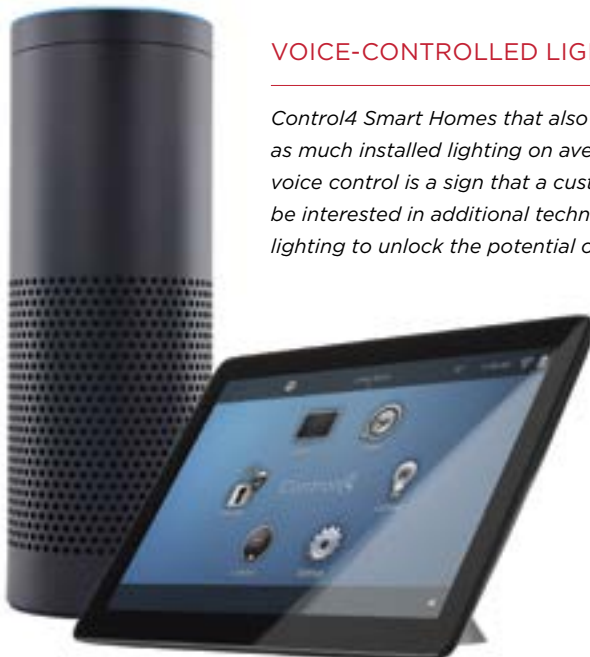
VOICE-CONTROLLED LIGHTING

Control4 Smart Homes that also have Amazon Alexa have twice as much installed lighting on average. Homeowner interest in voice control is a sign that a customer is tech savvy or may be interested in additional technology, so be sure to sell them lighting to unlock the potential of voice control.

Get Started with Control4 Smart Lighting

Install it in your showroom for a top-notch selling experience.

Smart lighting needs to be seen to be believed and understood by homeowners. Install smart lighting in your showroom, complete with engraved keycaps, Control4 faceplates, and additional interfaces such as mobile, touch screens, and voice control.

For a comprehensive showroom demo, you can start with the Control4 Smart Home Demo for lighting with voice control. The script will provide you with everything you need to do an effective and compelling smart lighting demo in your showroom.

Make it a part of your default demo path, regardless of customer interest.

If they come in for multi-room audio, make sure you show how to start a playlist and adjust audio volume with a keypad during the demo. This is also a perfect time to show them how lighting can integrate with audio to set a mood.

Control4 Lighting Design Services

We're here to help you on your lighting projects. The Lighting Design Service is a free service where you submit a residential lighting (electrical) floor plan, and we will send you back a budgetary bill of materials back. Lighting Design Services can help you with centralized, wireless, and hybrid lighting projects. Submit your floor plans on the Control4 Dealer Portal.

Technical Field Managers are here to support you.

When you are in the field and need some additional support, our Technical Field Managers (TFMs) are here to help. Just speak to your sales manager and we'll get someone on the ground to give you the hands-on support to make every project a success.

Control4.com