Eaton Lighting

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Powering Business Worldwide

Eaton Lumensafe integrates lighting and high definition video surveillance

The AirLink® RV50 LTE router is integrated inside and enables wired and wireless communications to and from the LumenSafe lighting fixture.

With the RV50, Eaton is able to provide a secure, connected fixture that is simple to install, flexible and remotely manageable.

QUICKFACTS

Company
Eaton Lighting
(www.eaton.com)

Customer Profile
Eaton Lighting is a world leader in LED lighting and control solutions. The company has won many awards for its lighting solutions, including the ENERGY STAR 2019 Partner of the Year – Sustained Excellence Award for the fifth consecutive year for continued leadership and superior contributions to ENERGY STAR.

Eaton's broad range of innovative products and systems are designed to maximize performance and energy efficiency. With sales of $1.7 billion in 2018, Eaton Lighting serves customers in commercial, industrial, residential and municipal markets.

Objectives
Expand product line with a fixture that would integrate lighting and security cameras into a single pole

Results
- All-in-one solution offers customers 30% lower installation costs, flexible integration with the choice of video management and security systems, as well as remote monitoring of their assets
- RV50 provides state-of-the-art cybersecurity to ensure customer data is secure

Sierra Wireless Products and Services
- A Sierra Wireless® Public Lighting Solution
- LumenSafe with AirLink® RV50

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Jay Sachetti, *Director, IoT Alliances, Connected Communities, Eaton Lighting*

CHALLENGE

Outdoor lighting is among the most significant and expensive infrastructure that municipalities and utilities own, often consuming up to half of a city's total energy budget.

As governments worldwide face public and regulatory pressure to become more energy efficient, many are finding that lighting is an area where the Internet of Things (IoT) can deliver both immediate and long-term benefits.

In 2018, Eaton set out to expand its product line with a fixture that integrates lighting and security cameras onto a single pole to help its utility, municipal and commercial customers take advantage of their vertical real estate. Adding fixtures on these assets often meant complicated installations with multiple crews and multiple visits. Eaton's goal was to provide an integrated, open and agnostic, and easy-to-install solution. They also wanted to allow customers to connect these fixtures using wired and wireless communications.

SOLUTION

Eaton launched LumenSafe in 2018.

This all-in-one solution offers customers 30% lower installation costs, flexible integration with the customer's choice of video management and security systems, as well as remote monitoring of their assets. LumenSafe is available with both dome and pan-tilt-zoom (PTZ) cameras, which can be remotely operated.

For cellular connectivity that provides maximum deployment flexibility and no need to worry about or invest in network infrastructure, Eaton chose the Sierra Wireless AirLink® RV50, which is integrated inside and enables communications to and from the LumenSafe lighting fixture. "One of the main reasons that Eaton chose Sierra Wireless was its ability to provide a product that could be certified by Eaton's cybersecurity center of excellence, said Jay Sachetti, Director, IoT Alliances, Connected Communities, Eaton Lighting. "While other routers were considered, few passed the rigorous requirements that Eaton has to validate that connected devices are using best practices in managing cybersecurity threats."

The LumenSafe products are equipped with market-leading, high-definition video cameras from Axis® Communications and work with a wide range of video analytics and video management systems, including those from Genetec™ and Hitachi.

RESULTS

Utilities and municipalities are taking advantage of LumenSafe for a range of applications.

Monitoring their vast array of assets and critical sites is an issue for both national security and asset protection. Offering new camera-based services to their customers and public stakeholders has also provided new ways to utilize existing infrastructure and crews, while making a difference in their local community.

LumenSafe offers the ability to monitor sites like schools, shopping centers, stadiums, roadways and intersections, pedestrian corridors, airports, parking lots and car dealerships. And, because LumenSafe is an open architecture, video can be streamed from the cameras to other systems, like customer traffic analyzers, people counters, trip line detectors, bag drops, and parking utilization systems.

"The support we received from Sierra Wireless helped us develop an integrated, flexible and easy to install solution that is allowing our customers to deploy quickly," said Mr. Sachetti.

The evolution of LumenSafe will include additional connection points for customers to add new devices and sensors of their choosing.

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Jay Sachetti,
Director, IoT Alliances, Connected Communities, Eaton Lighting

About Sierra Wireless
Sierra Wireless (NASDAQ: SWIR) (TSX: SW) is an IoT pioneer, empowering businesses and industries to transform and thrive in the connected economy. Customers Start with Sierra because we offer a device to cloud solution, comprised of embedded and networking solutions seamlessly integrated with our secure cloud and connectivity services. OEMs and enterprises worldwide rely on our expertise in delivering fully integrated solutions to reduce complexity, turn data into intelligence and get their connected products and services to market faster. Sierra Wireless has more than 1,300 employees globally and operates R&D centers in North America, Europe and Asia.

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