



Welcome to another edition of the Silvair newsletter.  
We have some important news to share with you, so let's get right to it!

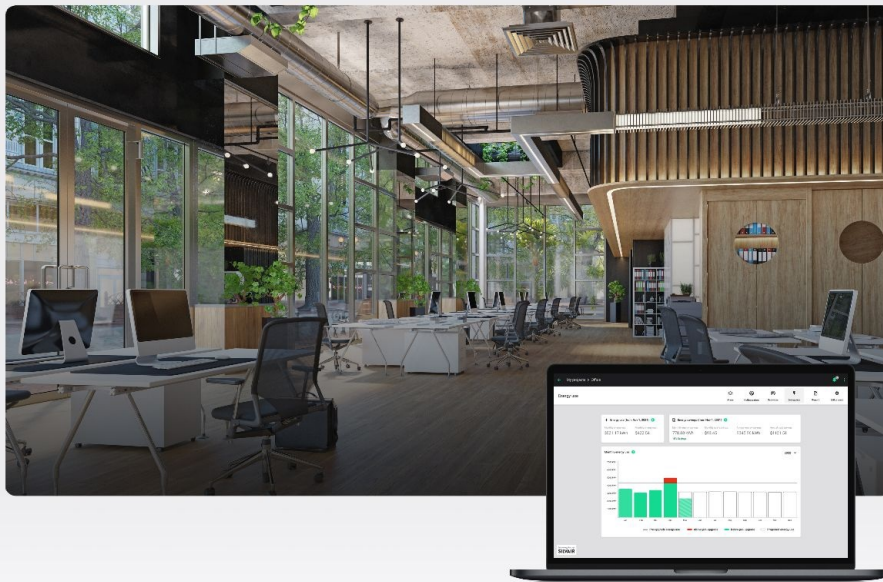


## Why connecting with your data via APIs is so important?

Last month, our Product Manager **Ewa Spohn** took part in **Smart Buildings Show** in London and talked more about the potential of API.

**APIs** allow customers to access the data from their Bluetooth mesh lighting networks in real-time, connect these networks with other building automation and management (BMS) systems, and build entirely new applications on top of them. Learn more about the possibilities from Ewa's lecture.

[WATCH THE VIDEO](#)



## Be sustainable! Numbers speak for themselves.

Our partners help their customers **achieve significant energy savings** and receive rebates from utility companies!

At **Atalian Headquarters** in Belgium, Sylvania achieved **69%** energy savings by monitoring energy use and adjusting lighting control strategies accordingly. **North Bakersfield Toyota** reached **90%** energy savings when Linmore LED carried out a complete lighting retrofit at the facility (incl. LED deployment).

These are a few examples of how you can achieve savings using Silvair technology. Have a project where you need to measure energy use? Need advice in choosing the proper control strategy? Our team is here to help!

[SCHEDULE A MEETING](#)

**De-centralised vs centralised controls**

**Scalability – Start small and grow as needed**

Centralised Controls	De-centralised/Distributed Controls
<ul style="list-style-type: none"><li>Resources must be planned at start</li><li>Complex and expensive to scale</li></ul>	<ul style="list-style-type: none"><li>Add resources as needed</li><li>Easy to scale without central investment</li></ul>
<p>Example:</p> <p>DALI – Max 64 luminaires per controller</p> <p>Client wants 1 more luminaire</p> <p>Must buy a whole new controller</p>	<p>Example:</p> <p>Start with a single meeting room</p> <p>Expand to whole office</p> <p>Scale to multiple floors</p>

**Bluetooth**

**SYLVANIA**

## Have you heard about the decentralized approach to lighting controls?

For many years the belief has been that lighting controls for buildings are complex things to buy, even more complicated to install, and are a dark art to program and use. Listen to **Sylvania Lighting's** Head of Technical Product Development - **Edward Lees**, in his presentation from the Smart Buildings Show. See how to put the 'old ways' behind us to deliver large-scale, reliable, and efficient lighting using the unique decentralized control architecture of **qualified Bluetooth® mesh**.

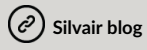
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