



LEDs: What do Lighting Designers Want?

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atelier ten

PRACTICE PRINCIPLES

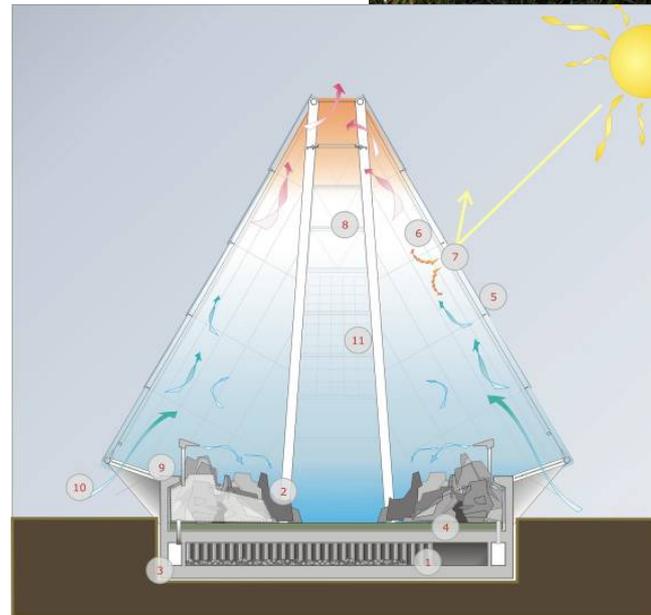
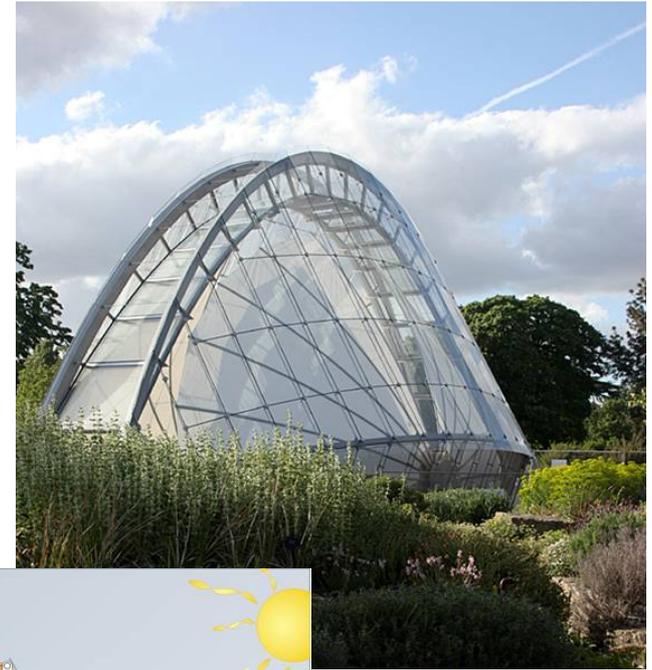
Buildings and landscapes do more, systems do less

Design from first principles

Integrated, collaborative design

Pragmatic solutions

Relationship building



On the boards...

almost 1 million square feet

- Ave Maria University: Oratory, Library, Student Recreation Center, Student Activities Center, Housing, Law School, Campus Master Plan
- Dartmouth College Life Sciences Building
- Madison Dearborn Partners LLP, Chicago
- Nova Southeastern University, University School, Lower School, Auditorium Arts Building, Dining Hall
- Nova Southeastern University Performing & Visual Arts Building
- Private Residence, penthouse in Washington D.C.
- Smith College Ford Hall (laboratory building)
- University of Rhode Island, College of Pharmacy
- University of Iowa, College of Public Health
- Virginia Tech Basketball Training Facility
- Venu Furniture Showroom, Chicago

On the boards...

most projects have LED fixtures specified

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Your shortcut to architects...

- Ayers Saint Gross
- Bohlin Cywinski Jackson
- Cannon Design
- Centerbrook
- Gary Lee Partners
- Herbert S. Newman & Partners
- Kohn Pederson Fox
- Metropolis Development Company
- Moser Pilon Nelson
- Payette
- Robert A.M. Stern Architects
- Sasaki
- S / L / A / M Collaborative
- Studios Architecture
- Svigals
- Ten Arquitectos

LIGHT INFLUENCES THE EXPERIENCE

- Engage the senses of the occupants: see, touch, feel, hear
- Define architecture, textures, perimeters, levels, perforations, apertures, pathways
- Create visual hierarchy, drama
- More, less, hue, tone, pattern, rhythm, intensity, direction



LIGHT AS A STRATEGIC RESOURCE

Understand how a space is meant to be used & enjoyed

Optimize visual comfort & appeal

Integrate daylighting & electric lighting systems

Design collaboratively, but challenge assumptions

Use energy effectively & creatively

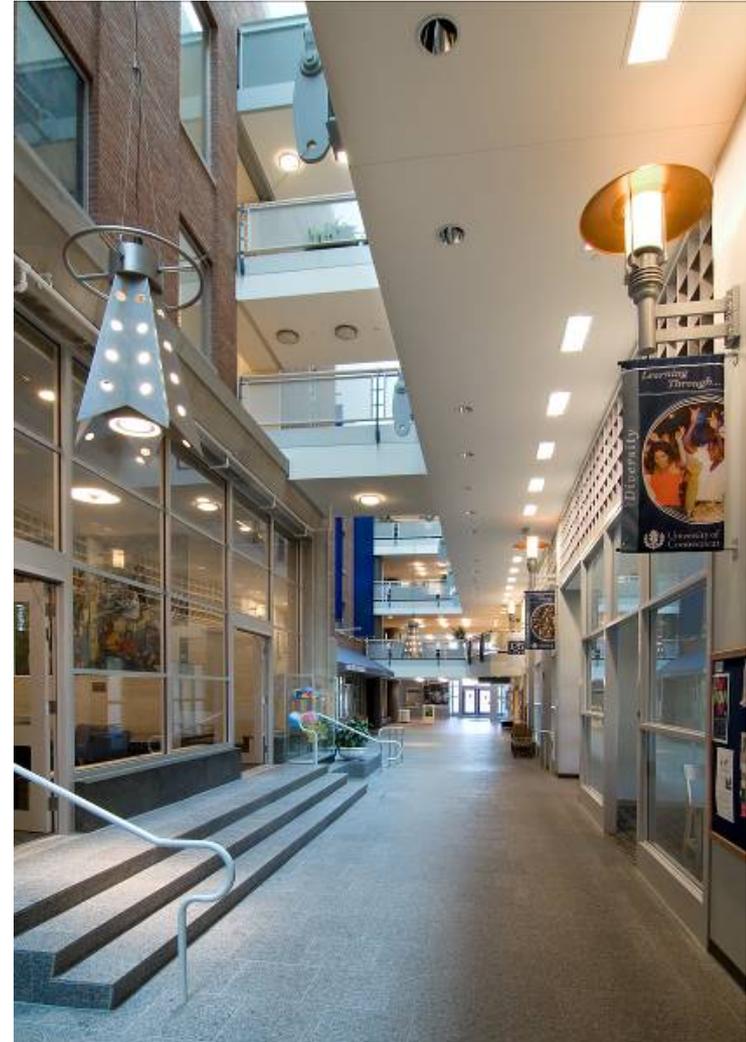
Specify luminaires & controls pragmatically for long-term value & environmental benefit



Think like a designer

Balance
brightness,
distribution,
uniformity,
color, and
intensity ...

with energy use,
cost,
energy
consumption,
wiring,
installation,
maintenance.



What is going really right for LEDs

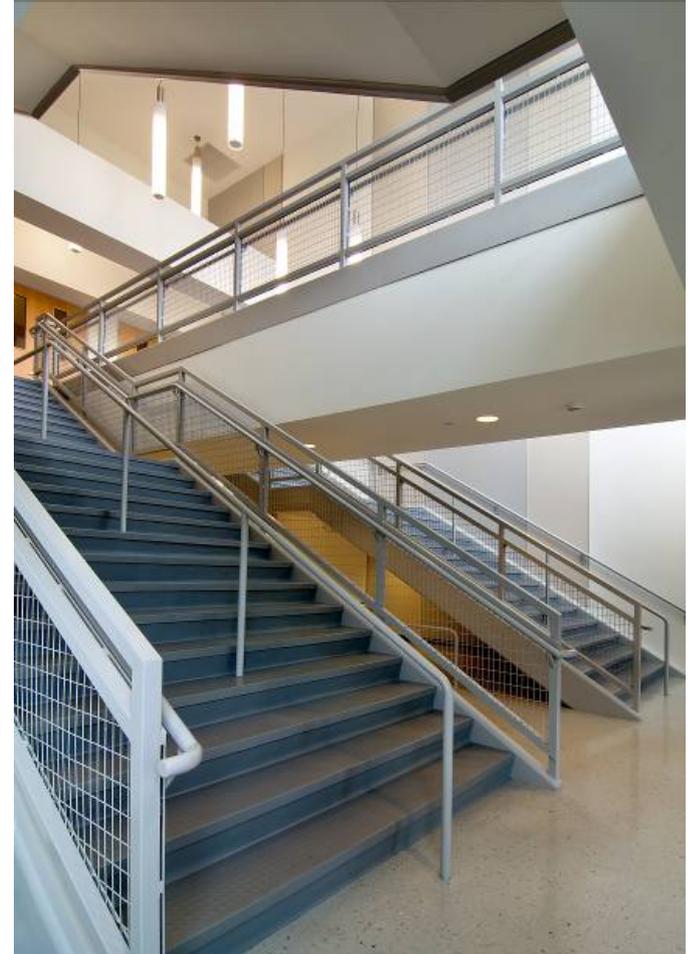
- Light output
- Color temperature (within 200K and you're safe)
- Color consistency
- Fixture options
- Number of manufacturers
- Cost is declining (keep it heading that way)
- Marketplace knowledge & comfort
- Successful installations

What is not really going right for LEDs

- Proprietary fixtures
- Heat related board failures
- Not as energy efficient as the hype
- High first cost
- Perception of limited manufacturer loyalty to the specification market

Specify-ability: Before the project

- Teach specifiers how to use the product BEFORE there is a project
- Samples, samples, samples
- Offer complete systems
- Pre-solve installation details
- Provide complete specification documentation
- Educate specifiers on products, options, pricing
- Accept the reality of the 3-name specification



Specify-ability: During design / specification

- Provide a thorough website
- Provide spec pages in PDF, include dimensions, power, photometry in IES format & iso-fc curve, color temp, options, mounting configurations
- Allow direct access to in-house technical support for specifiers
- Assist in budget development
- Review installation details & share lessons learned about performance / installation success



Specify-ability: During construction / after installation

- Provide true installation submittals
- Notify specifier of shipping timeline & meet delivery dates
- Give feedback to the specifier about product problems, installation concerns
- Stand by the products until they work and keep working (warranty)



Solve my problems...

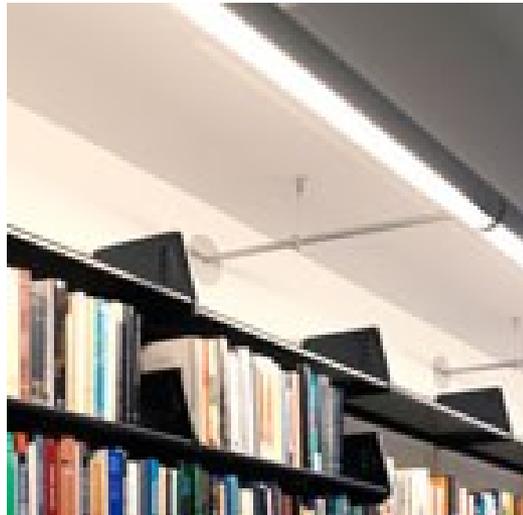
Take on the tasks at hand



Product images courtesy of (clockwise from left):
Artemide, Lightolier, Bartco



Take on the verticals



Installation images courtesy of BartcoLighting

Take on the night



Product images courtesy of (clockwise from left):
B-K, B-K, Lithonia, BK, Gardco,

Take on circulation



Provide automatic luminaire cut-off when 50% output of lamp lumen depreciation is reached – this allows for fixture use as emergency egress solution.



Product image courtesy of Prescolite