

Industry-Leading Partnership Announced Between Specification Lighting Sales and Northeast Technology Partners to bring Igor's Smart Building Platform, Nexos, to the New York Market.

New York City, NY - February 13th, 2019 - Specification Lighting Sales (SLS) and Northeast Technology Partners (NETP) have teamed up to bring the next generation of technology development to the lighting and smart building arena. These two highly respected sales organizations in their respective fields have formed an industry-leading alliance to promote Igor and the Nexos platform. Combined, their expertise will allow their clients to combine premier lighting experiences and controls with advanced smart building capabilities.

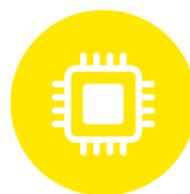
"We are absolutely thrilled to be associated with these two premier sales organizations," said Steven L'Heureux, CEO of Igor, "in an important market such as New York, people demand the best and this partnership brings together the best of the lighting design world, the best of the IT low voltage world, and the best in the Power-over-Ethernet (PoE) and IoT smart building technology."

Randy Kirsch, Principal of SLS Lighting agreed, "All three of the partnering organizations have compatible strengths that allow us to present Power over Ethernet to the New York design community. With completed projects in NYC and new projects on board, the reality is that PoE becomes an option for new building design. PoE is now being integrated in many of the architectural lighting product lines that SLS represents and this offers the architectural community new options to design with specification grade product that is compatible with this technology."

Larry Jalbert, President of Northeast Technology Partners, also noted the significance of the partnership, stating that "Bringing together these three premier organizations, each with a unique expertise, will best serve the New York City Metro market in educating, designing, installing, and implementing not just PoE Lighting, but the premier intelligent building backbone system available today and tomorrow."

Igor's flagship product, Nexos, is a Power-over-Ethernet (PoE) IoT smart building platform that incorporates the hardware, software, and cloud analytics components to form the digital building backbone. This reliable backbone uses proven technology to deliver superior

How Nexos Works



Node

SECURELY CONNECTS DEVICES

Physical devices like lights, room sensors, microphones and thermostats are connected natively or via the Node.



Gateway

INSTANTLY CONNECTS APPLICATIONS

Applications that set lighting, measure pressure and even hear gunshots are connected to each other through the Gateway.



Cloud

EFFORTLESSLY CONNECTS ACTIONS TO RESULTS

The data generated by physical devices and their communication is recorded and stored securely for optimizing and reporting in the Cloud.

smart building experiences. Combined with an open API and real-time platform data engine, Nexos is a forward looking IoT smart building technology that seamlessly integrates full lighting controls with virtually any IoT device or smart building application available on the market.

Nexos is the first PoE-based DLC product to be listed as a qualified product for utility rebate programs nationally, including with Con Ed in the New York area. Nexos also has emergency lighting capabilities and UL 924 certification with advanced cybersecurity measures to provide peace of mind to its clients.



IEEE



About the Partners

SLS

C O N T R O L S

With [years of collective experience](#) in lighting technology, the NYC lighting, engineering and construction community entrust our multidisciplinary staff to design projects in budget and deliver on time. Our unique approach to the project lifecycle – including engineering, implementation and commissioning – demands outcome-oriented results. SLS Controls' consistent growth in the market is attributed to our ability to uphold our core principles: offer superior service, demonstrate value, maintain relevance, and operate with integrity. Our clients' success is our motivation; our reputation is our obsession.

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northeast technology partners

Northeast Technology Partners was established in 2013, as a leading manufacturer's representative firm focusing in the NY metro and Northern NJ market. We represent

the premier manufacturers of Data Center, Enterprise Smart Buildings, and Distributed Antenna Systems (DAS). Collectively, we have over 75 years of experience in these industries and have formed long lasting partnerships with our customers and our manufacturer partners. Northeast Technology Partners prides ourselves on our outstanding reputation. We represent the leading manufacturers to provide our customers the best technology solutions

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With a global market increasingly trending toward smart homes and businesses, Igor has quickly made a name for itself as a leading player in the future of the agile, smart building industry. Now installed in over 27 countries, Nexos, delivers on the global market's readiness to enter the IoT world. Nexos is a robust solution that supports a growing ecosystem of partners that deliver a diverse set of user needs, such as LED lighting, security and advanced digital building controls.

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