

System integrators strengthen the LED network



In addition to existing partners from optics, thermal management and electronics (OTE), the LED Light for You (LLFY) network now includes system integrators. As the professional link between customers and OTE specialists, they are the contacts for customers and, at the same time, the coordinators for OTE specialists. Depending on the particular requirements, they bring experts together from all three sectors and, if necessary, offer support for end users at all stages up to the successful completion of their projects.

The concept of system integrators makes it easier for end users to use pioneering LED technology for various lighting solutions. As the “one face to the customer,” system integrators are the interface between the customer and the application. They focus specifically on customer requirements and bring together the appropriate partners from the optics, thermal management and electronics sectors to achieve the desired results. If requested to do so, they will also coordinate all the activities necessary for the successful completion of a project. “The network therefore offers a complete solution from a single source for various target groups such as architects, luminaire manufacturers and anyone interested in LED technology,” said Sebastian Lyschick, LLFY Project Manager at OSRAM Opto Semiconductors. “As a link between LED users and specialists from the OTE sectors, the system integrator can coordinate entire projects or various aspects of such projects.”

Specialist system integrators are available for a wide variety of lighting solutions, such as those for architectural applications, for applications in the signage industry and for the design of LED luminaires. In the architectural sector, for example, it is lighting planners who take on this role. At present, there are 13 system integrators among around 80 partners currently active throughout the world.

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The system integrator concept improves the service and customer satisfaction levels of the LLFY network. The network provides a clear roadmap in the highly fragmented LED market, supports potential users of LED technology, and helps find expert partners for partial and complete projects. OSRAM certifies the LLFY partners in accordance with strict quality guidelines.

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