

# Press Release

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## Customisation and services

### "Uniqueness becomes the standard"

**Arnsberg, April 2022 – Every project is unique. This is also the reason why TRILUX offers customers extremely high flexibility with solutions that can be easily individualised or specifically developed according to customer requirements. Also on board: customised services that cover everything related to light, ranging from financing to digital services.**

Customisation is one of the big buzzwords in the lighting market, meaning the individualisation of existing solutions according to own specifications. Classic examples are, in addition to the individual production of luminaires, special colour-coating of the luminaire body in the company corporate identity or covers with printed logos. TRILUX already offers customers a wide range of possibilities in this regard, but certain especially demanding architectural projects require completely new developments. Thanks to in-house manufacturing facilities, individual customer requirements can be implemented to tight deadlines. Karsten Müller, Managing Director at TRILUX Architectural, is not surprised by the trend. "Companies know about the potential of a coherent overall appearance in which all elements – including the lighting – stringently reflect the corporate identity. It's the reason why the demand for special requests will increase in the future and become increasingly standard," says Müller. Numerous references underline the expertise of TRILUX in this area. Two examples:

#### **CSSB – a design from higher circles**

The CSSB (Centre for Structural Systems Biology) is an interdisciplinary research facility located at Hamburg's the DESY campus. The sophisticated and versatile new building is illuminated with a mix selected from the TRILUX standard portfolio and special luminaires. Central, style-defining elements are three huge light rings with diameters of three and six metres, which seem to float weightlessly above the glazed, multi-storey foyer. In keeping with this, galleries, intermediate ceilings, the lecture

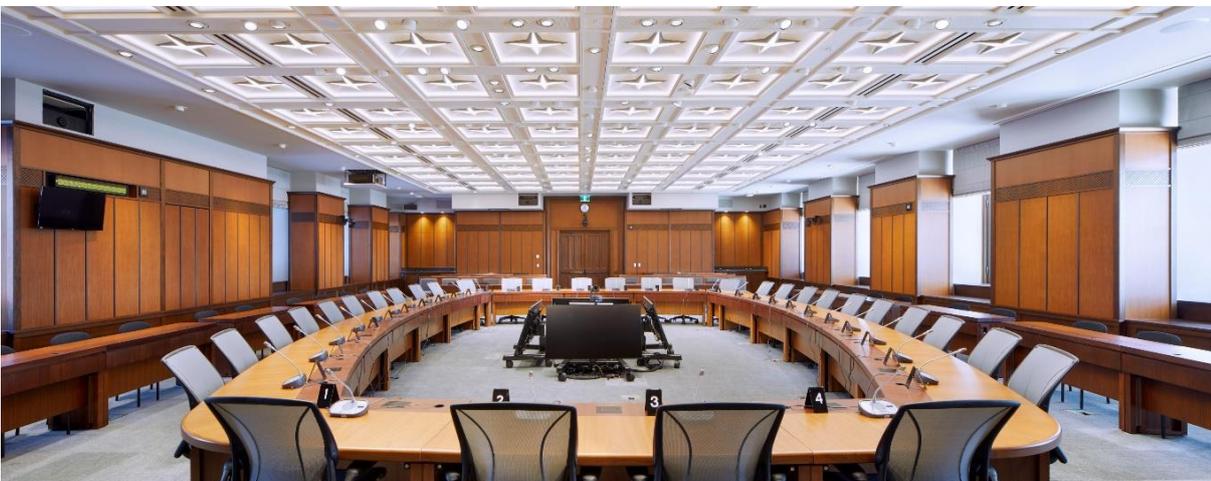
hall, cafeteria and corridors are also illuminated with a special solution. The approximately one hundred differently sized, circular luminous ceilings are seamlessly recessed into ceilings and walls and make a style-defining contribution to the building's identity. TRILUX solutions also provide excellent and highly efficient light in all other areas of the building, including laboratories, offices and meeting rooms. A highly characteristic building with a homogeneous look and style.



(Photos: TRILUX)

### **Canadian Parliament – sophisticated light, prestigious design**

The Canadian Parliament in Ottawa was searching for a technically leading lighting solution for conference rooms in its West Block as part of a refurbishment project. The need was to achieve harmonisation with the historic building ensemble as well as meet maximum demands in terms of quality of light, for example for TV broadcasts from the cabinet room. In close cooperation with the renowned New York lighting design offices OVI and the architects from ARCOP, TRILUX Architectural developed three special luminaires. The central design element with high recognition value for the 100 recessed and surface-mounted ceiling luminaires in the cabinet room is a four-pointed star. No less impressive are the 92 huge ceiling surface-mounted luminaires with a diameter of two metres in four further committee rooms in which the shining star was implemented by covering a planar luminaire. Further special design and technical requirements for all luminaires were also specified, such as acoustic damping properties to improve the conversational atmosphere and particularly easy access for maintenance.



(Photos: Tom Arban Photography, Toronto // Richard Seck Photography, North York)

TRILUX offers customers similar flexibility with a wide-ranging modular portfolio of services. These range from the search for customised financing solutions such as 'Light as a Service', support in obtaining subsidies, lighting design, installation, maintenance and operation to the design and operation of IoT applications. "There's a particularly high demand for financing advice," explains Uwe Graf, head of the Services business unit. "Together with the customer we look for the optimal package and offer the most appropriate solution through maximum transparency and objectively comparable approaches". A good example:

**rauch Möbelwerke – large project, in-depth consulting and high savings**

rauch Möbelwerke from Freudenberg, Germany is one of the largest manufacturers of bedroom furniture and wardrobe ranges in Europe. The company wanted to upgrade outdated lighting at its 103,000 square meter corporate headquarters with administration and workshop areas, and selected TRILUX as a full service provider to convert the entire site to custom LED solutions. In the search for an optimum financing solution, four different options were discussed in detail, including balance sheet-neutral financing with the TRILUX Light as a Service rental model. After an objective comparison of the different financing packages, rauch selected a customised purchase option, among other things to take advantage of still available grants from KfW (the German reconstruction loan corporation) for the LED transformation. The conversion paid off from day one: rauch now saves 44,000 euros per month in energy costs for lighting. As such, also an attractive model for other rauch sites as well.



(Photos: TRILUX)

## About TRILUX

TRILUX SIMPLIFY YOUR LIGHT represents the most simple and reliable path to customised, energy-efficient and future-capable lighting solutions. In the dynamic and increasingly complex lighting market, customers are provided with optimal advice, ideal orientation and perfect light. In order to ensure this claim TRILUX accesses a broad portfolio of technologies and services as well as efficient partners and companies within the TRILUX Group. The lighting specialist brings together individual components to create tailor-made complete solutions – always perfectly matched to customer requirements and the field of application. This allows complex and extensive projects to be simply and rapidly implemented from a single source. According to the principle of SIMPLIFY YOUR LIGHT, easy planning, installation and use is the focus of customer solutions in addition to quality and efficiency.

The TRILUX Group has six production locations in Europe and Asia and supports international customers with 30 subsidiaries and many sales partners. The Light division includes the brands of TRILUX SIMPLIFY YOUR LIGHT, Oktalite and Zalux. Associated companies include wtec, Crosscan, ICT and the online platform watt24. The Innovation Centre, as a division for research and development, bundles innovative power under the roof of TRILUX. The TRILUX Akademie has locations in Germany, Austria, the Netherlands, Belgium, the United Kingdom, France, Switzerland and the United Arab Emirates, and communicates expertise concerning themes, trends and new developments in the lighting sector. The company employs approximately 5,000 employees worldwide, with headquarters at Arnsberg in Germany.

For more information, visit [www.trilux.com](http://www.trilux.com).

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