

# WHY SWITCHABLE?



EASE



FLEXIBILITY



EFFICIENCY

## SAME CPX CONFIGURATION GETS BETTER LPW IN SWITCHABLE FORMAT

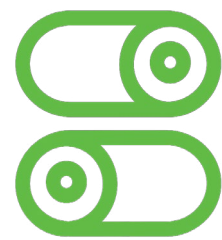
CPX 2X4 40LM 40K

Switchable = 144 LPW  
Static = 121 LPW

ALMOST  
**20%**  
GREATER EFFICACY

### HOW?

Lithonia Lighting switchable panels throttle back from highest to lowest lumen packages. This means a switchable CPX is under driving the LEDs that would normally be maxing out in static form.



### TAKEAWAY?

Higher lumens or higher efficiency in one panel. Your choice!

## SWITCHABLE PRODUCTS ACCOMMODATE DIFFERENT CEILING HEIGHTS IN SINGLE APPLICATION

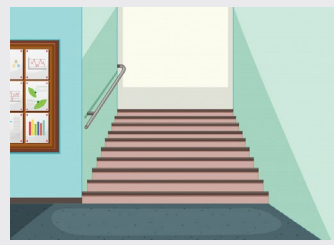
CPX 2X4 AL08 SWW7

CLASSROOM



9FT RECESSED CEILING  
LOW LUMEN SETTING

HALLWAY



12FT RECESSED CEILING  
MEDIUM LUMEN SETTING

ARTS/SPECIALS ROOM



15FT OPEN CEILING  
HIGH LUMEN SETTING

### BENEFIT:

Distributor can simplify stock needed

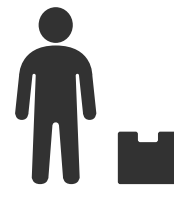
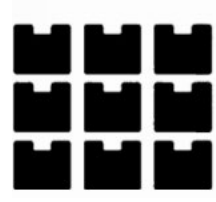
### BENEFIT:

Contractor installs less fixture types to save time on the job

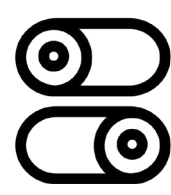
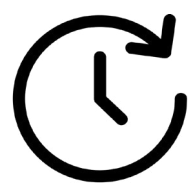
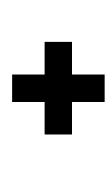
SEE WHAT WE MEAN! [CLICK HERE FOR LAYOUT TYPICALS!](#)

## STOCK 9 CONFIGURATIONS WITH 1 PANEL

DISTRIBUTOR



CONTRACTOR



### BENEFIT:

Stocking 9 panels in 1 requires less shelf space & inventory management

### BENEFIT:

Price of switchable product worth avoiding the time and gas to exchange fixture with wrong lumens or color temperature

## SWITCHABLE PRODUCTS HELP AVOID WAIT TIMES BY OFFERING CCT OR LUMEN PACKAGES NOT ALWAYS STOCKED

**0 DAYS** < **5+DAYS**

STOCKED PRODUCT

CUSTOM PRODUCT

### BENEFIT:

Distributors have what contractors need in stock

### BENEFIT:

Contractors don't need to make customers wait for special orders