

# Solais

Case Study







In the world of ambiance and atmosphere, few elements wield as much influence as lighting. Its nuanced interplay of color tones and output can either elevate an experience to new heights or cast a pall over the surroundings. No one knows this as well as Solais, a leading LED lighting manufacturer based out of Frisco, TX.

Solais has been manufacturing and providing lighting solutions for over 15 years all over the United States. With a vision to enhance their customer experiences, and showcase the full versatility of their lighting solutions they embarked on a journey with Casambi that would transform their showroom and redefine the way they interacted with lighting systems.



Prior to integrating Casambi, Solais had limited control to demonstrate capabilities within their product offerings in the showroom. They were unable to showcase the full potential of their lighting solutions because the traditional control systems they have been using are restrictive

Upon discovering Casambi, Daniel Miller, CTO of Solais Lighting remarked, "Once we realized that we could layer Casambi seamlessly over our existing system without the need for a central brain was very intriguing and seemed like an easy integration without having to do a complete overhaul."

They quickly understood the power of working with Casambi which enables luminaire level lighting control allowing them to demonstrate true functionality of their product to customers.



With a sprawling 7500 sqft showroom at their disposal, Solais wasted no time in partnering with Casambi to leverage the innovative technology. Over 100 individual fixtures were strategically installed, creating a dynamic environment for showcasing their lighting solutions. The flexibility offered by Casambi allowed them to create multiple zones and scenes, and more importantly, allowed them to show the individual capabilities of fixture families. Sona Bill, the Director of Marketing said,

*“The control factor is incredibly important to be able to demonstrate color temperature and light output. Designers want to be able to experience this in person. Prior to this, we weren’t able to show color temperatures or the kind of beam spreads and how it actually looks. Now we can show the functionality of each specific fixture, how it dims, and how it looks in a ceiling. We’re able to share the entire experiential aspect of the light fixtures - not only for customers, but for training our team internally as well.”*

Solais installed five ceiling panels, also referred to as clouds, hanging at 9.5 ft from their 40 ft deck. They worked closely with their General Contractor and electrician to install Casambi’s nodes into each individual fixture., which they said was “straightforward, and easy”. Once the nodes were installed, the Solais team was supported by Casambi’s team of experts to set up and program the intuitive app interface. Bill said,

*“The Casambi team was there to assist every step of the way, ensuring everything was working properly. Our ability to control light outputs with a simple tap of a button has been a game changer in our showroom. In the retail scene, there are three walls which currently use three different color temperatures to show the contrast. Now, utilizing the app with the Casambi integration, we can show a different ambiance in the entire scene very easily, which was not possible before.”*



Buoyed by the success of integrating Casambi into their showroom, Solais has big plans for the future. They aim to incorporate Casambi offerings into all their downlights and are poised to launch a track light with Casambi integration. This strategic move aligns with their vision to offer intelligent and attractive lighting solutions to their national customer base.

The collaboration between Solais and Casambi exemplifies the transformative power of innovative lighting controls. By embracing Casambi's features, they not only revolutionized their showroom experience but also paved the way for future expansion and product innovation.



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<b>LOCATION</b>	<b>CASAMBI UNITS</b>	<b>APPLIED FEATURES</b>
Frisco, TX	100	Color Tuning, Dimming, LLLC, Zones, Scenes

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[casambi.com](http://casambi.com)

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