Philips Lighting Concept Centre 2016 Schedule

<table>
<thead>
<tr>
<th>WORKSHOP</th>
<th>DAYS</th>
<th>DATES</th>
<th>TUITION</th>
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<tbody>
<tr>
<td><strong>Lighting Fundamentals</strong></td>
<td>3.5</td>
<td>Jun 6-9; Oct 3-6</td>
<td>$695</td>
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The 3.5-day workshop offers a practical understanding of the principles of lighting and an introduction to today’s lighting technologies, including sources, luminaires, and controls. We take an interactive, experience-based and participant-centered approach, using full-scale, hands-on demonstrations, and lots of practice. Participants see lighting in action, explore how lighting systems work, and measure and evaluate lighting alternatives.

**Workshop Agenda:**
- Light Generation
- Quality of the Visual Environment
- Lighting Metrics & Photometry
- Lighting Calculation Methods
- What lighting does: the perception and psychology of light and colour
- What lighting costs: sustainability and the total cost of ownership
- Lighting systems: sources, ballasts, luminaires and controls for filament, LED, fluorescent, and HID technologies
- Introduction to lighting for office space and industrial facilities applications
- LEDs

| E120 System Design Workshop    | 1    | Feb 24; Aug 17 | $0      |

This one-day seminar provides a full introduction to selling systems for the lighting industry, centered on Philips North American Products. This class strives to comprehensively train a sales or sales support person to assemble practical and sellable solutions including fixtures, controls, and services.

**Workshop Agenda:**
- Foundation: Lighting controls fundamentals and language in the North American lighting and electrical industry.
- Focus: Survey of the three Philips portfolios in controls, and how they interoperate and connect.
- Application: Design a system around a fixture package and get to the bill of materials
- Value: Explore the practical application exercises in groups to determine how they could be engineered differently, and those impacts on cost and functionality.
- Future: Survey of the cutting edge topics, pertaining to systems and solutions in North America.

| Controls Fundamentals          | 1    | May 4        | $290    |

The knowledge gained from this 1-day Controls workshop will not only allow you to feel more comfortable with Controls in generals, but will also give you the information needed to supply your customers with the best energy management and architectural controls solutions available.
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<tr>
<td>LED</td>
<td>1</td>
<td>Mar 23 Dec 7</td>
<td>$290</td>
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The 1-day LED Workshop is designed to give the participant all the tools to make an intelligent decision in choosing the correct LED for the respective application. While there is much talk about LEDs, there is a lack of knowledge with regards to this ever popular light source. We will explore the history of the LED, physical characteristics of a light emitting diode, effects that will limit an LED's effectiveness, LEDs in comparison to other available sources, as well provide a look into the future.

**Workshop Agenda**
- Understanding how LEDs produce light
- Principle operational issues
- Negative effects of heat on all aspects of LEDs
- LEDs and their effect on color
- Industry specification guides
- Specifying LEDs in the present and the future

| Lamp & Ballast Driver        | 1    | Sep 14     | $290    |

This workshop provides a 1-day training session that will allow participants to acquire the knowledge to choose the optimal light sources and lighting systems for all lighting application solutions. Technological advancements in both lamps and the auxiliary devices that make them perform are changing and improving. Discover how the luminaire systems: the lamps, the ballasts, drivers, and optics will allow you to choose the best lamp and ballast combination to optimize your lighting designs.

| E201 Dynalite Technical Training | 2    | Feb 25-26  | $0      |

The two-day E201 Dynalite Technical Training is for Philips partners wishing to commission Philips systems including Dynalite control products available in North America. A heavy concentration occurs on Dynalite system hardware, integration with 3rd parties, protocols, configuration and monitoring software (Including Envision Manager and Envision Project).

**Workshop Agenda**
- Basic Envision Project Software Overview
- Overview of Philips Dynalite product portfolio
- Basics of System design
- Understanding of common control terminology and strategies.
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<tr>
<td>Lighting Specialist Workshop</td>
<td>2</td>
<td>Mar 21-22, Dec 5-6</td>
<td>$425</td>
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This 2-day Workshop builds on a basic understanding of lighting to address the critical issues in the experience, measurement and assessment of lighting and lighting systems. This workshop is aimed at the needs of those with two-to-five years of lighting experience and the desire to augment their lighting knowledge and know-how.

We take an interactive, experience-based, and participant-centered approach, using full-scale and hands-on demonstrations. Participants observe lighting in action, measure and evaluate lighting alternatives, and practice applying the content.

Workshop Agenda:
- Human and Business Impacts of Lighting
- Language of Light – Terminologies and a Technical Review
- Analyzing the total cost of ownership
- Photometry
- Colour and Its Impact on Source Selection
- Choosing Luminaires to Meet Specific Needs for Each Application
- Light Over Life
- Controls: Components, Interaction and Strategies

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<th>Lighting Application Workshops</th>
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<tr>
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<td>2</td>
<td>May 9-10, Sep 12-13, Oct 17-18, Oct 20-21, Nov 14-15</td>
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These 2-day workshops address the principles and practicalities of integrated lighting solutions for specific situations.

We take an interactive, experience-based, and participant-centered approach, using full-scale and hands-on demonstrations.

Participants observe lighting in action, measure and evaluate lighting alternatives, and practice applying the content. Lighting systems are considered as an integrated solution, including sources, luminaires, and controls.

Workshop Agenda:
- Understanding and applying recommended practice
- The critical qualities of light
- Illuminance selection
- Appropriate lighting systems