



# The Power of Two

Defining the future of  
connected lighting together

Signify Partner Program  
Certified System Integrators





Lighting projects are getting more complex by the day. That's why working with quality partners is the key to realizing successful lighting installations. The Signify Partner Program creates partnerships which will unlock new business potential. We call it the power of two. Connect with world-class brands, extraordinary professionals, and an immense amount of expert knowledge. Join our alliance of excellence today and let's build the future of connected lighting together.

Trust in the power of two.



# Empowering collaboration

As a Signify Partner, you are part of an inspiring community of like-minded professionals, where you not only increase your brand's visibility, but also engage with some of the world's most innovative businesses, resourceful suppliers and experienced sellers. An energizing exchange of skills, knowledge, ambition and ideas. And you benefit from Signify's specialized support.

# Your quality partner

As the world leader in lighting and the number 1 lighting company for the Internet of Things (IoT), Signify is constantly pushing the boundaries of what's possible. Interact, our IoT platform, enables the connected LED lighting systems of the future. Embedded sensor networks collect data that you put to your advantage: well-informed decisions, unequalled operational efficiency, and significantly reduced costs. We make lighting intelligent.



**"Together we're better at finding solutions for our customers, however big the challenge may be."**

**We're proud to market the best lighting brands in the world:**

**PHILIPS**

Global brand in professional and consumer lighting

**interact**

Our Internet of Things platform and connected lighting systems

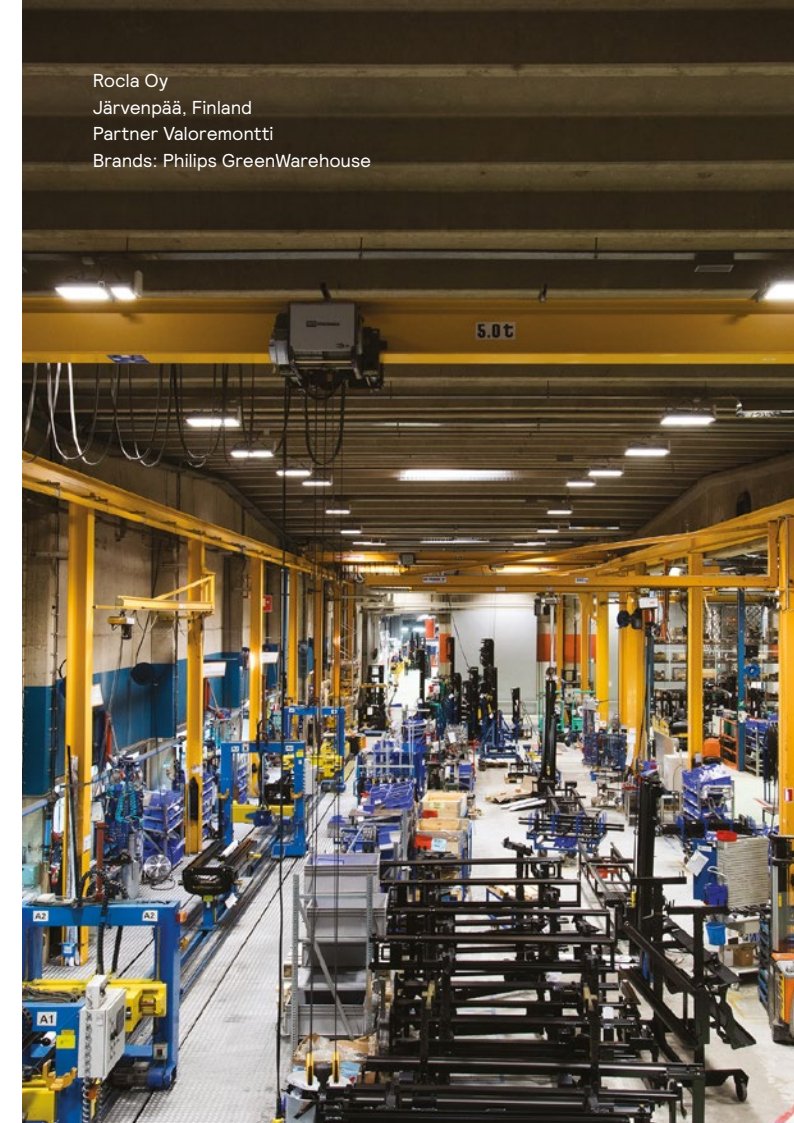
**COLOR KINETICS**

Our global brand in dynamic architectural lighting systems

**PHILIPS**  
**dynalite**

The world's finest lighting control system

Rocla Oy  
Järvenpää, Finland  
Partner Valoremontti  
Brands: Philips GreenWarehouse





# Meet our partners

Brandon McCartney,  
Pro-Cal Lighting

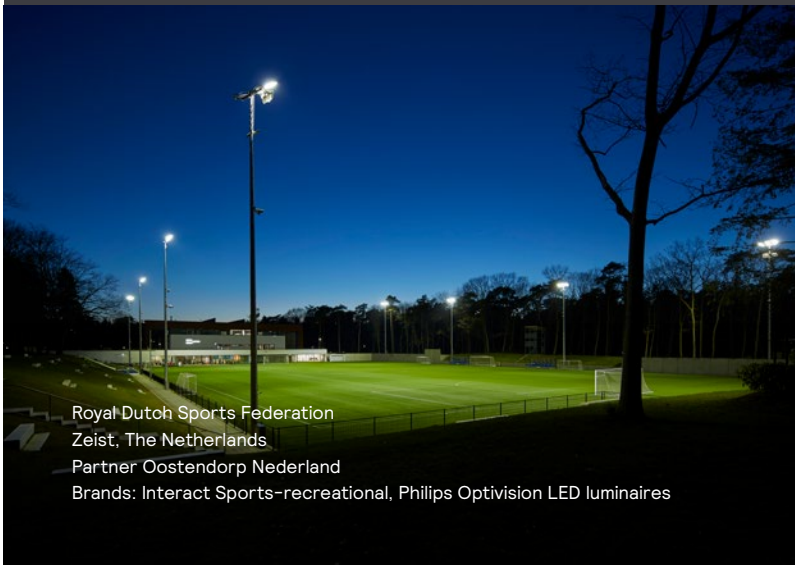
“We’ve been a Signify Partner for two years and it’s been very successful. Pro-Cal is different because of the value we bring to the customer. We offer multiple products: audit, design, installation and service.”

“A project we’re very proud of is with the Gaslamp Association in San Diego. We upgraded their street lighting with pole-to-pole installations using Color Kinetics products with localized controllers. We also lit up the iconic fabric roof of San Diego Convention Center’s Sails Pavilion using Color Kinetics color-changing lighting systems. That project was the catalyst for our partnership. How the partnership helps? Project and knowledge sharing. When we work with other partners, we can benefit from each other’s expertise. Also, Color Kinetics experts are just a phone call away. The power of two? A mutually beneficial collaboration.”



San Diego Convention Center  
San Diego, USA  
Partner Pro-Cal Lighting  
Brands: Color Kinetics

“When we work with other partners, we can benefit from each other’s expertise.”



Royal Dutch Sports Federation  
Zeist, The Netherlands  
Partner Oostendorp Nederland  
Brands: Interact Sports-recreational, Philips Optivision LED luminaires



View other Certified  
System Integrators on  
[signify.com/partnerprogram](https://www.signify.com/partnerprogram)



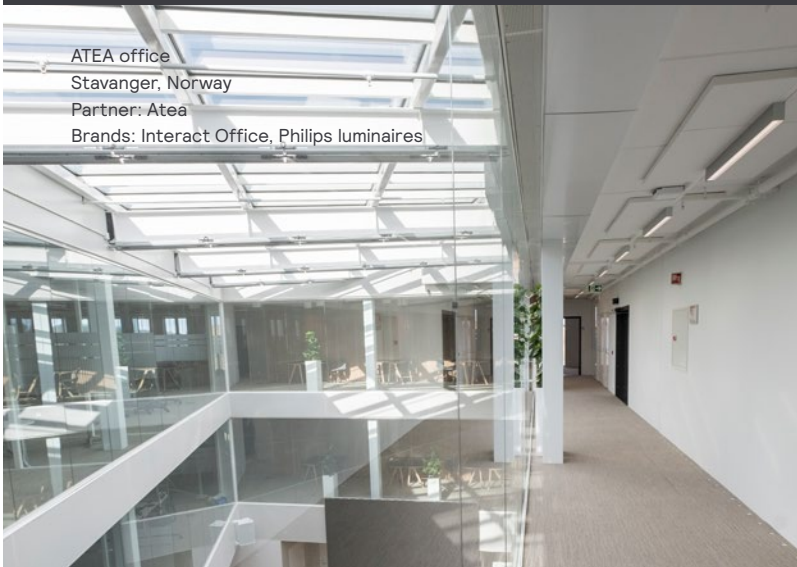
Curtis Hixon Waterfront Park  
Tampa, USA  
Partner SESCO Lighting  
Brands: Color Kinetics

Kyle Ledford,  
SESCO Lighting

“We’ve been partners with Signify for almost 20 years. It’s a long-term, trusted relationship. Together we’re better at finding solutions for our customers, however big the challenge may be.”

“I’m passionate about what I do, and Color Kinetics really helps differentiate me in the marketplace. I’m grateful for my career and that my reputation is associated with them. And that any time a client needs something, they know they’ll be taken care of. The opportunities so far have been amazing and I’m looking forward to the opportunities of the future.”

“We’ve been partners with Signify for almost 20 years. It’s a long-term, trusted relationship.”



ATEA office  
Stavanger, Norway  
Partner: Atea  
Brands: Interact Office, Philips luminaires



# Partnership levels



Certified System Integrator

Platinum partner

High-caliber certified system integrators that meet the Platinum minimum revenue requirements for selling and servicing Signify’s connected and Interact portfolios, and who exhibit a proven expertise and a track record of working with APIs to create complex 3<sup>rd</sup> party integrations.



Certified System Integrator

Gold partner

World-class certified system integrators that meet the Gold minimum revenue requirements for selling and servicing Signify’s connected and Interact portfolios, and who are capable of basic integrations of lighting with third party products or systems.



Certified System Integrator

Silver partner

Recognized and certified system integrators that meet the Silver minimum revenue requirements and are committed to selling and servicing Signify’s connected and Interact portfolios.



“My customers know that if they need something, they know they’ll be taking care of.”

Kyle Ledford,  
SESCO Lighting



Pillows Hotel Anna van den Vondel  
Amsterdam, The Netherlands  
Partner Toverli Lighting & Control Solutions  
Brands: Interact Hospitality, Philips Dynalite

# Partnership benefits



### Marketing

Access market trend data, build plans and campaigns, generate demand



### Commercial

Create proposals, access valuable incentives, improve close rates, publicize success



### Technical

Access tools and support for solution development and sales

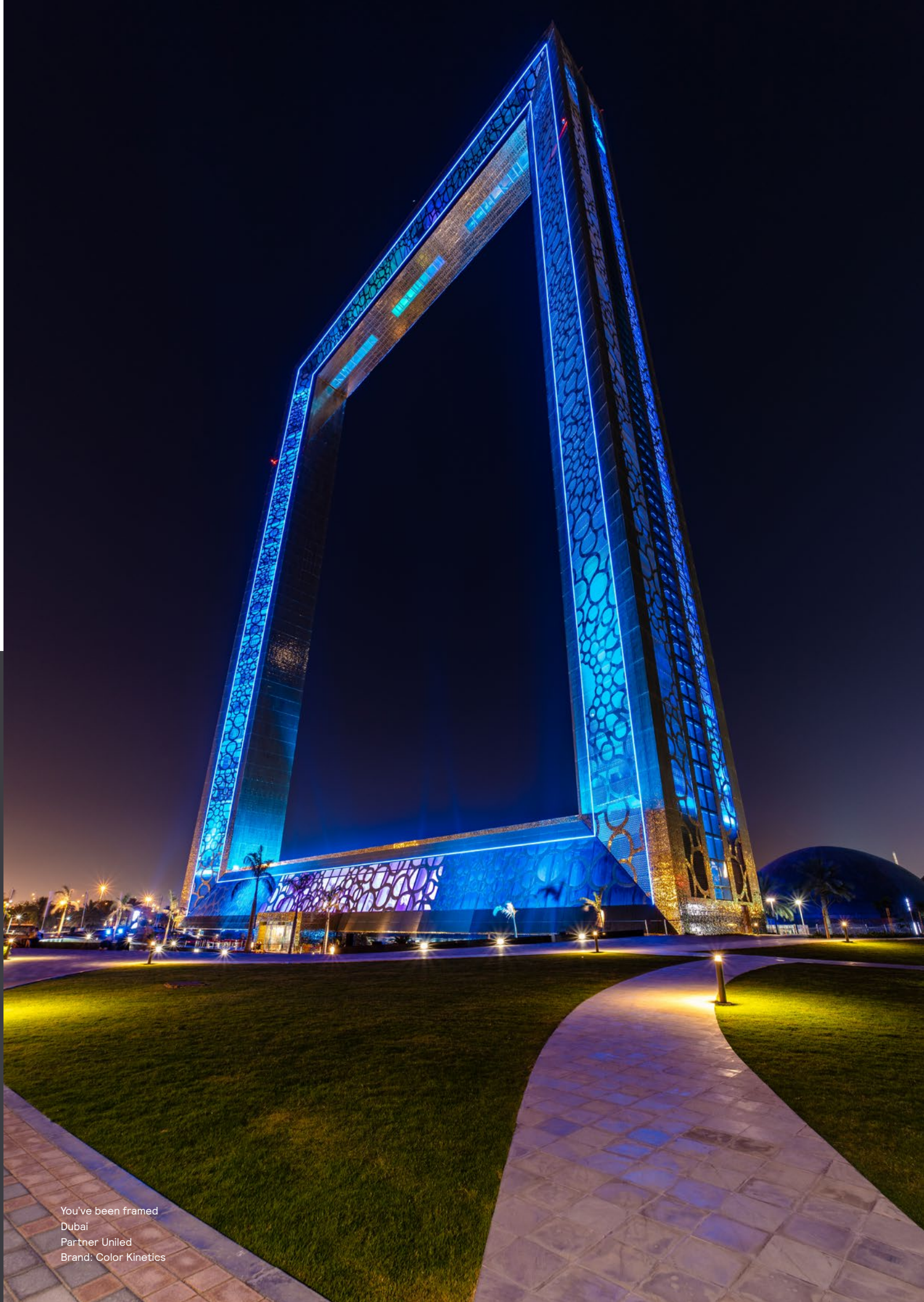
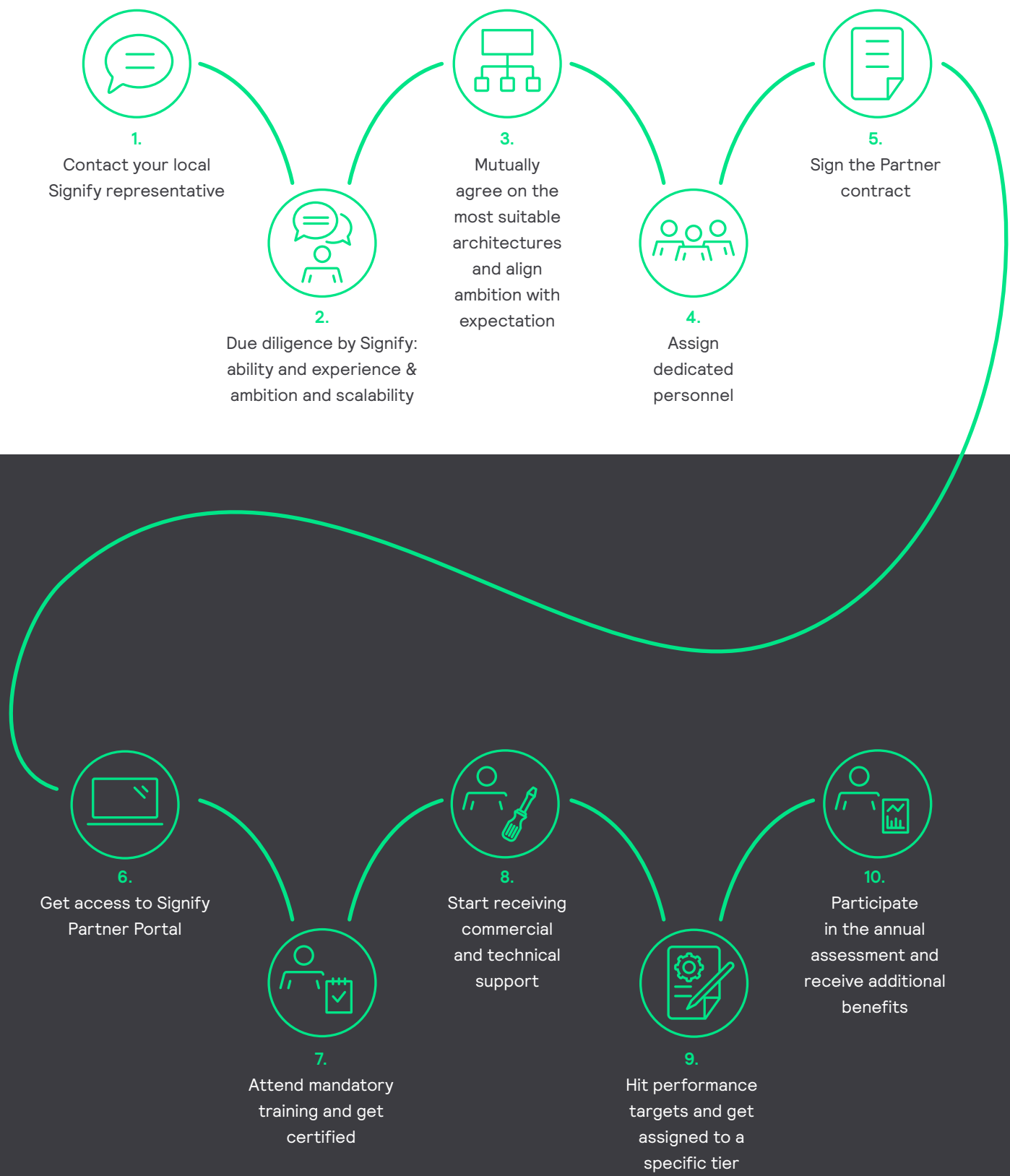


### Training

Build skills, access certifications, webcasts and workshops



# Become a Certified System Integrator

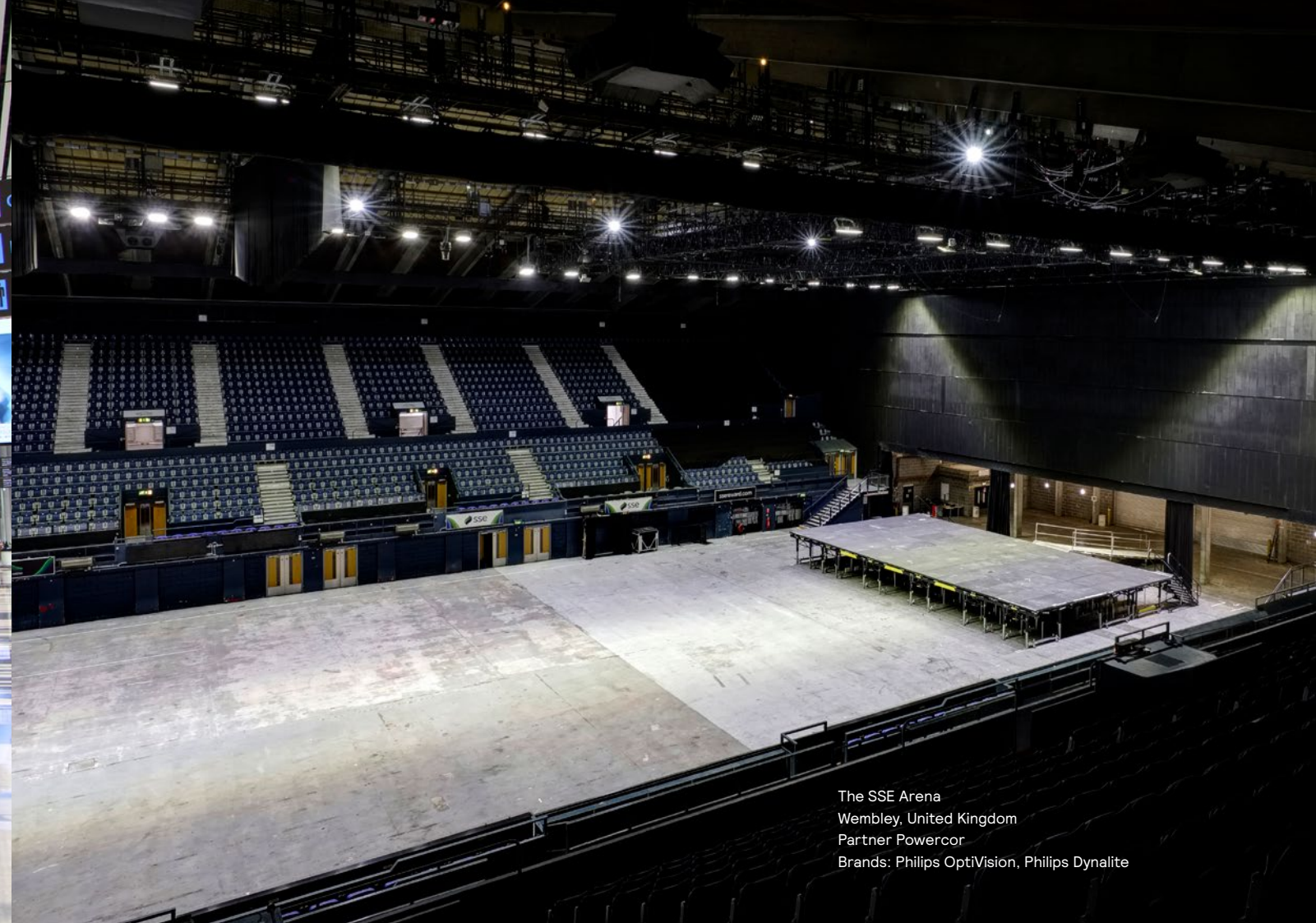


You've been framed  
Dubai  
Partner United  
Brand: Color Kinetics





Changi Airport Terminal 3  
Singapore  
Partner Control Tech Asia  
Brand: Philips Dynalite



The SSE Arena  
Wembley, United Kingdom  
Partner Powercor  
Brands: Philips OptiVision, Philips Dynalite



Matagarup Bridge  
Perth, Australia  
Partner Light Application  
Brands: Interact, Color Kinetics, Philips Dynalite



Modernization of the lighting system  
Brzesko, Poland  
Partner PROSTER Sp. z o.o.  
Brands: Philips Dynalite, Philips GreenWarehouse





Start shaping the  
future of professional  
lighting and find out  
how you too can  
profit from the  
#PowerOfTwo.





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