

# Lighting Controls — Procurement Decision Chain

By Wilson · 10 pages · Full report available for \$180

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*Tightest spec lock-in of any electrical category. Lutron Vive, Acuity nLight, Leviton GreenMAX — proprietary systems. Re-engineering cost makes substitution impractical after design.*

## What You'll Find Inside

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- ✓ Proprietary system lock-in — Lutron Vive, Acuity nLight, Leviton GreenMAX ecosystem analysis
- ✓ Top brands — Lutron, Acuity (nLight), Leviton (GreenMAX), Legrand, Eaton market positions
- ✓ Specification chain — how lighting designers and electrical engineers drive brand selection
- ✓ Retrofit vs. new construction — different decision chains for each
- ✓ Wireless vs. wired — market transition and installer preference shifts
- ✓ Energy code drivers — ASHRAE 90.1, Title 24, IECC impacts on control requirements

## Preview

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Lighting controls have the tightest specification lock-in of any electrical category. Once a Lutron Vive or Acuity nLight system is designed into a project, re-engineering costs make substitution practically impossible. This report maps the full decision chain from spec to install.

**\$180**

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