

Lighting Fixtures — Procurement Decision Chain

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

Who decides which LED troffer brand gets bought? A data-driven dissection of the 3-tier pricing structure, Top 10 brand landscape, and the dual procurement chain spanning professional specification and retail markets.

What You'll Find Inside

- ✓ 11 markets covered — troffers, high-bays, strips, floods, emergency, roadway, landscape, track, recessed, under-cabinet, surgical
- ✓ 3-tier pricing analysis — specification-grade, contractor-grade, retail-grade with margin breakdowns
- ✓ Top 10 brand landscape — share, positioning, and distribution strategy by tier
- ✓ NEC & DOE regulatory outlook — LED efficacy mandates, emergency lighting code updates, Title 24 impacts
- ✓ Distribution channel map — spec → distributor → contractor → end user with substitution rates
- ✓ Cross-market insights — what office lighting procurement teaches us about healthcare, industrial, and retail

Preview

This report maps procurement across 11 distinct market segments and identifies which stakeholders drive decisions in each. The brand landscape is dominated by three giants — Acuity Brands, Signify (formerly Philips), and Eaton — who together control roughly 55–60% of the \$28B North American commercial lighting market.

\$180

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