

# 2020 Wattsmart® Business Vendor Event

Idaho - Tuesday, March 31, 2020



## Wattsmart Business Vendors and the Wattsmart Business Vendor Network

The Wattsmart Business Vendor Network is a collaboration between Rocky Mountain Power and Wattsmart Business Vendors. Wattsmart Business Vendors are local contractors, distributors, architects, engineers and other industry professionals who choose to support a more efficiently built environment through their services and the Wattsmart Business programs. To become a Wattsmart Business Vendor, apply at [Wattsmart.com/vendor](http://Wattsmart.com/vendor), or contact us at:

Email: [wbnv@nexant.com](mailto:wbnv@nexant.com)

Phone: 855.805.7231

## IDAHO AGENDA

7:30 - 8 a.m. (30 min.)	Registration, Breakfast, & Visit Vendors	
8 - 8:30 a.m. (30 min.)	Welcome and Introductions with BPA and Rocky Mountain Power	
8:30 - 8:45 a.m. (15 min.)	Visit Vendors	
8:45 - 9:45 a.m. (60 min.)	<p><b>Exciting New Trends in the Marketplace - Adjustable Luminaires</b></p> <p>Explore the new industry trend of adjustable lighting products that allow for flexibility of installation and the ability to adapt to changing customer needs.</p>	<p><b>Integrated Building Controls for Small Business</b></p> <p>Learn the ins-and-outs, benefits, and reasons behind why whole building automation should be a part of your sales arsenal.</p>
9:45 - 10 a.m. (15 min.)	Visit Vendors	
10 - 10:45 a.m. (45 min.)	<p><b>Selling the Value: Networked Lighting Controls</b></p> <p>Learn from real life case studies of when networked controls make the most sense and how to actually sell them to customers.</p>	<p><b>2020 BPA Incentives for Building Your Business</b></p> <p>Learn about exciting new updates to HVAC measures and an overview of customer project guidelines &amp; project examples.</p>
10:45 - 11 a.m. (15 min.)	Visit Vendors	
11 - 11:30 a.m. (30 min.)	<p><b>Closing General Session</b></p> <p>Wattsmart Business &amp; BPA Program Overviews Awards, Door Prizes</p>	
11:30 a.m.	Visit Vendors, Award Winner Photos	