

2020 Wattsmart® Business Vendor Event

Utah - Tuesday, February 25, 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, or contact us at:

Email: wbnv@nexant.com

Phone: 855.805.7231

UTAH AGENDA

7:30 - 8 a.m.	Registration, Breakfast & Networking	
8 - 8:30 a.m. (30 min.)	Exciting New Trends in the Marketplace - Adjustable Luminaires Explore the new industry trend of adjustable lighting products that allow for flexibility of installation and the ability to adapt to changing customer needs.	Measured Focus - 2020 Incentives for Building Your Business We'll cover key 2020 non-lighting incentives including: ARC, VRF, Evaporative, Cool Roof, Food Service, Custom and Midstream RTU's.
8:30 - 8:45 a.m.	Break	
8:45 - 9:30 a.m. (45 min.)	Selling Networked Lighting Controls Learn from real life case studies of when networked controls make the most sense and how to actually sell them to customers.	Integrated Building Controls for Small Business - Part 1 Learn the ins-and-outs, benefits, and reasons behind why whole building automation should be a part of your sales arsenal.
9:30 - 9:45 a.m.	Break	
9:45 - 10:30 a.m. (45 min.)	Light Your Way to Incentives; Your Customers Have Options Discuss the various options when your customer is opposed to conventional occupancy controls. Also, learn about exciting program improvements.	Integrated Building Controls for Small Business - Part 2 Continuation from part 1
10:30 - 10:45 a.m.	Break	
10:45 - 11:30 a.m. (45 min.)	2020 Wrap-up Awards, door prizes, and more!	
11:30 a.m. - 12 p.m.	Optional - After Event Q&A	