

THE RETROFIT SOFTWARE
HAT CHANGED EVERYTHING.



SNAPCOUNT RETROFIT SHOWCASE

SCHEDULE

MAY 5-6 | 2020

DAY 1 - MAY 5, 2020

TIME (CDT)	SNAPCOUNT ESSENTIALS TRACK	SNAPCOUNT ECOSYSTEM TRACK
10:00 - 10:45	<p>Preparing your retrofit operation for current and post-crisis success (Presenters: Jeff Seifert and Mike Seifert)</p> <p>The COVID-19 pandemic has forced an unexpected and dramatic shift in the way the retrofit industry manages work and workers. For an industry immersed in on-site facility tasks, the abrupt move to remote work has created temporary disorientation to the otherwise competent retrofit profession. In a world that is becoming more digital, virtual and interconnected, this session will explore how organizations investing in digital work methods and markets will be well-prepared to not only survive but thrive when the economic downturn inevitably ends. The presenters will also preview the upcoming showcase content and reveal unique stimulus measures available to the SnapCount community.</p>	
11:00 - 11:30	<p>Enhancing credibility through accurate site audits (Presenters: Jason Lopez and Christine Mallula)</p> <p>Facility professionals demand speed and accuracy from retrofit contractors and reward companies who deliver. Learn how SnapCount contractors improve speed, reduce time, labor and minimize error, all to wow their customers and eliminate their competition.</p>	<p>Leveraging digital project management to enhance profit and customer happiness (Presenter: Mike Seifert)</p> <p>You've spent weeks convincing the prospect to move forward with your lighting proposal (and leveraged SnapCount to develop your project), and thankfully they've given you the green light. Now is not the time to cut corners on your implementation process and risk customer satisfaction and profitability. This session will illustrate how to turn your SnapCount project into a well-oiled implementation success using the SnapCount operations module.</p>
11:45 - 12:15	<p>Increase closing rates and revenue through rapid project turnaround (Presenters: Jason Lopez and Christine Mallula)</p> <p>When it comes to winning retrofit projects, speed, precision and appealing to the right buying motivation will win the day over the less prepared competitors. This session will reveal the techniques and technologies adopted by the retrofit industries' top players.</p>	<p>Leveraging SnapSource to enhance lighting product sales (Presenter: Ian Massien)</p> <p>Enabling SnapCount users to eliminate the need for manual lighting product updates, the SnapSource Product Hub presents an opportunity for manufacturers to enhance product sales in a digital method. Learn how manufacturers are utilizing SnapSource to increase brand and product awareness and gain insight into product usage trends.</p>
12:30 - 1:00	<p>Achieving a true project "win" through successful project implementation (Presenter: Mike Seifert)</p> <p>A retrofit project isn't truly won until the project is implemented on time and on budget. Learn how SnapCount Operations can help you ensure that materials and labor are deployed effectively and without error.</p>	<p>Selling Lumens as a Subscription (Presenter: Paul Chamberlain, Linmore LED)</p> <p>The post-Covid era will exert downward pressure on capital budgets as facility owners struggle to find new revenue and money-saving measures. Join Linmore LED as they reveal how a "Lumens as a Service" sales approach can spearhead project opportunities that provide much-needed lighting upgrades while offering positive cash flow day one.</p>
1:15 - 1:45	<p>Increase credibility and create partnership opportunities through SnapCount Certification (Presenter: Barb Pesut-Hanley)</p> <p>Despite the current disruption in the traditional retrofit contracting profession, many SnapCount users are preparing themselves for explosive growth once the dust clears by adding another level of credibility to their resume. Learn how SnapCount Certification helps users gain partnerships opportunities and earn a leg up in the retrofit game.</p>	<p>Proposing Sports and Recreational Lighting for new retrofit opportunities (Presenters: Stephen Mitchell & Line Momeni, MaxLite)</p> <p>Sports lighting offers a high visibility, high performance and high ROI opportunity for retrofit contractors. In addition, sports lighting projects can often be completed without access to interior spaces, making them easier for your customers and contractors to facilitate during this period of social distancing. Join the MaxLite team as they discuss their line of sports and recreational lighting and how to apply it to your next project.</p>
2:00 - 2:45	<p>Clean technology financing in uncertain times (Presenter: David Ingram)</p> <p>Proposing and closing retrofit projects in the coming months, under the "post-pandemic, New Normal," will require a new approach, particularly for those customers who may view undergoing a retrofit project impossible at this time. DLL can show you how to: 1) deliver a compelling proposal for a more sustainable system now, 2) make it easy for your customers to acquire the solution, and 3) show them how to find added cash flow in their buildings. Learn how integrating financing into your proposals upfront will help you gain a competitive advantage, particularly if you aren't using financing today. If you are using financing, leverage DLL's expertise to sharpen your skills and arm your sales team with the tools to close sales.</p>	

DAY 1 CONT.

TIME (CDT)	SNAPCOUNT ESSENTIALS TRACK	SNAPCOUNT ECOSYSTEM TRACK
3:00 - 3:30	<p>Successfully managing a national account rollout with SnapCount (Presenter: Lynn Hawkins, Sustainable Turnkey Solutions)</p> <p>Managing a project as complex as a national account can be daunting when the sheer volume of locations, fixtures and auditors is considered. But the leading national account players are effortlessly managing intricate national account projects from end-to-end with digital continuity. Learn how SnapCount empowers contractors across the country to work seamlessly in one platform across the country.</p>	<p>Exploring opportunities in garage lighting (Presenter: Lynnette Schaeffer, LC - EIKO)</p> <p>Lighting for parking garages can be a high-impact success story for your customer and does not require entry to indoor spaces, a definite plus during the current pandemic. In this session, EIKO will reveal how to impress your customer with their parking garage lighting while improving safety and security, enhancing brand visibility, and saving time and money through reduced energy costs and easy commissioning.</p>
3:45 - 4:15	<p>SnapCount Workshop and Q&A Session (Presenter: Christine Mallula)</p> <p>The SnapCount customer success team answers your questions about everything SnapCount related and provides quick tutorials to show you how SnapCount can take your operation to the next level.</p>	<p>How lighting channel partners and distributors can increase product sales with SnapSource (Presenters: Jeff Seifert and Ian Massien)</p> <p>For electrical distributors, lighting retrofit may now only represent a slice of the pie in terms of product sales. However, with the DOE estimating the market for LED lighting retrofits to exceed \$200 Billion, many retrofiters are seeking new avenues to increase sales to the retrofit market. Learn how the SnapSource Product Hub is created a new opportunity for channel partners and distributors to help the SnapCount contractor network continue their torrid pace of lighting retrofit sales.</p>

DAY 2 - MAY 6, 2020

TIME (CDT)	SNAPCOUNT ESSENTIALS TRACK	SNAPCOUNT ECOSYSTEM TRACK
10:00 - 11:00	<p>14 strategies to finding retrofit success during the economic downturn (Presenters: Mark Jewell and Jeff Seifert)</p> <p>There's no denying the magnitude of change that has over-taken the world and national economies has had a significant impact on the retrofit market. Forward looking retrofiters, despite the chaos are taking the opportunity to discover new recession-specific business development techniques, leveraging remote and digitally-based business communication methods, and using down time to bolster their operations to prepare their companies for the post-crisis growth opportunities ahead.</p>	
11:15 - 11:45	<p>Find and be found for retrofit project partnerships with the SnapSource Service Marketplace (Presenters: Jeff Seifert and Mike Seifert)</p> <p>In an industry exploding with project opportunities for service providers of all kinds, one problem stands in the way in particular: a labor shortage. How are top retrofit companies looking to fill their needs for qualified labor? The SnapSource Service Marketplace brings the term "find and be found" to a reality in the retrofit industry, enabling SnapCount customers to seek out other SnapCount-trained professionals to assist with critical lighting retrofit project needs.</p>	
12:00 - 12:30	<p>Eliminate manual lighting solution updates for lightning quick project quotation (Presenter: Mike Seifert)</p> <p>In an industry priding itself on installing the most efficient lighting products, a very inefficient process exists - manually updating lighting product catalogs. This session will introduce you to the SnapSource Product Hub, a constantly updated, accurate repository of lighting solutions directly from the manufacturer. Learn how SnapSource will eliminate your need to keep a product catalog and generate faster, more accurate lighting retrofit proposals.</p>	<p>Enhancing lighting product visibility and product usage trends with SnapSource analytics (Presenter: Ian Massien)</p> <p>You've learned how the SnapSource Product Hub can increase lighting product sales and ease new product introduction to a ready-made retrofit market, but its benefits don't stop there. This session will showcase the enhanced visibility of product specification trends that manufacturer partners receive to aid in forecasting and inventory management efforts.</p>
12:45 - 1:15	<p>Specifying advanced controls and IoT technologies in a digital platform (Presenter: Danny Krueger, IoEnergy)</p> <p>As an familiar industry buzzword, most individuals in the lighting industry are familiar with the "internet of things" (IoT). In an industry that tends to think about lighting projects in terms of three-year paybacks and simple ROI, what's often unknown are the benefits that sophisticated IoT controls can provide on top or simple energy savings. Learn how one innovative retrofit operator, IoEnergy specifies advanced controls and leverages SnapCount to deploy successful IoT projects.</p>	<p>Retrofit moves outside with Outdoor Lighting Solutions from LEDVANCE (Presenter: Jessica Cardona, LEDVANCE/Sylvania)</p> <p>Recent events have significantly restricted access to indoor spaces for many retrofit contractors and ESCO's. Now may be the perfect opportunity to propose an exterior retrofit that not only improves the bottom line, but provides both beauty and safety to the customer's facility. Join LEDVANCE as they highlight the latest advances in outdoor lighting solutions.</p>

DAY 2 CONT.

TIME (CDT)	SNAPCOUNT ESSENTIALS TRACK	SNAPCOUNT ECOSYSTEM TRACK
1:30 - 2:00	<p>How SnapCount Customer work with large ESCO's (Presenter: Reg Cook, Hemma Lighting)</p> <p>Large ESCO's are responsible for a significant and growing portion of the Energy Efficiency industry. If you are a retrofit specialty firm serving the ESCO space (through subcontracting), managing the lighting component the ESCO's energy service performance contract requires skill, precision and flexibility. Learn how one SnapCount user balances the critical need for detailed data across large campus facilities with the timeliness and accuracy expectations mandated by the ESCO community.</p>	<p>A close-up look at UFO High Bays for warehousing applications (Presenter: Alan Karen, SATCO Products)</p> <p>Supply chain interruptions have left many warehouse and distribution centers available for an expedited lighting upgrade. Join SATCO products as they focus on UFO High Bay solutions that deliver superior light, long life, ample control options and much needed energy and dollar savings.</p>
2:15 - 3:00	<p>Accessing accurate, real-time utility rebate estimates with Encentiv Energy (Presenter: Steve Moritz)</p> <p>With thousands of rebate programs nationwide constantly changing, rebate lookup and processing can be quite the headache. That's why SnapCount has partnered with Encentiv Energy to provide accurate, real-time rebate estimates. Learn how retrofitters are spending 75% less time calculating rebates and increasing customer acceptance by 20% with Encentiv Energy's Encentivizer™.</p>	
3:15 - 3:45	<p>Easing facility owner's fears during COVID-19 (Presenters: Tim Donovan & Tim Driscoll, Donovan Energy)</p> <p>For the majority of building owners and facility directors, the Global Pandemic has frozen the otherwise typical operations at many of their facilities. Many operators have barred contractor access to buildings even though they are typically vacant or have enacted severe restrictions to 3rd party access. Learn how one SnapCount customer helps ease the initial fear surrounding access and works with their customers on strategies to provide a confident and safe project access strategy.</p>	<p>Retrofit Solutions to maximum impact for contractor and customer (Presenters: Brian Perdue & Walter "BJ" Pidgeon, GE Current, a Daintree company)</p> <p>In these times, getting to a true win/win quickly with your customers can make the difference between a go or no-go decision. GE Current, a Daintree company, will explore the latest Albeo High Bay luminaires offering superior performance, compelling ROI and ease of installation (yielding install labor savings). This combined with advanced control solutions, enable you to offer more savings while expanding retrofit project opportunities.</p>

To register for any of the above sessions, visit the SnapCount Retrofit Showcase web page and fill out the corresponding session's registration form.

www.streamlinx.com/snapcount-retrofit-showcase