Capabilities and Services Statement

INtegrated

Integrated – a Gerard Lighting Company

Visionary solutions for tomorrow and beyond

At Integrated we understand the deep connection between lighting, people and business. That's why, when it comes to large-scale lighting projects, we know clients need more than just illumination, they need flexible and visionary solutions that do not sacrifice reliability, efficiency or commitments to energy reduction.

Our turnkey capability enables us to support you through every stage of the installation process – from project formation to the delivery phases. Whether your business lies within the Commercial, Industrial, Health, Education or Retail sector, our team will provide you with award winning technology, solution development and post delivery ROI monitoring.

We know that future proofing is a priority for all asset owners and facility managers as they seek to invest in a backbone lighting design solution that meets current and emerging regulatory, stakeholder and compliance needs. Through our collaborative design approach and innovative production methods, Integrated provides you and your customers with a superior lighting experience.

The solutions we provide also lead to a reduction in energy cost, energy load and greenhouse gas emissions – all whilst complying with work, health and safety requirements. It is through these exceptional outcomes that Integrated improves the environments of where people live, work, learn, shop and heal.

Why Integrated? - Asset Owner (REIT)

Latest lighting technology = increased asset value + increased rent yield + happier tenants + competitive advantage in attracting new tenants + control over their asset

Why Integrated? - Tenant

Latest lighting technology = lower energy costs + lower energy load + better lighting outcome + facilitated and supported by owner

Why Integrated?

Integrated = trusted + leader + national scale and reach + quality solution + consistent outcome across sites + one company to manage it all

2015
winner
IES NSW LUMINAIRE DESIGN AWARD of EXCELLENCE

PIERLITE
professional lighting solutions

GERARD LIGHTING

SYLVANIA

Crompton

Our World Class Brands

Integrated is part of Australia's most innovative and comprehensive lighting group - Gerard Lighting. By working with our leading brands - Pierlite, Sylvania, Crompton, Diginet, Concord, CSE and Austube, we gain the ability to source the best products and insights for our client needs.

As Australia's largest and most forward-thinking lighting company, we are the trusted industry leader for intelligent and sustainable lighting solutions, delivering bespoke lighting outcomes that fit the unique requirements of each of our clients. Our scale and reach allows us to confidently and consistently deliver large-scale commercial, industrial, retail, health and education lighting projects.

Our engagement is open and transparent, bringing to clients the best of expertise across energy management and electrical works to complement our intimate knowledge of lighting. Our priority is to continue to be the system integrator of choice and the brand clients trust in providing bespoke lighting solutions for large-scale, multi-site changeovers.

Sectors

Commercial

Lighting quality has a profound and proven effect on employee health, productivity and organisational culture. That is why we provide you with lighting solutions that will greatly improve the working environment for all your employees. Improved lighting produces positive responses that have been linked with measurable increases in worker satisfaction, motivation, comfort and attentiveness whilst reducing stress, decreasing anxiety and enhancing morale.

With research showing that insufficient commercial lighting can lead to eyestrain, headaches, fatigue and irritability – there has never been a better reason to update your lighting.

Industrial

We understand that employee safety and well-being is important for those in the Industrial sector. Poorly specified, sited or maintained workplace lighting can lead to accidents – which can be catastrophic for your business.

Appropriate and considered lighting without glare or shadows will reduce stress and fatigue, and is paramount in preventing workplace accidents. Moreover, various studies suggest that good workplace lighting improves productivity and reduces work errors which results in cost savings to your business. It is, therefore, imperative that appropriate and considered lighting is used in these settings.

Retail

We understand lighting has amazing capabilities when it comes to creating and shaping the physical retail space. With the discovery that lighting directly influences mood, and with 80 percent of the sensory information the brain receives coming through our eyes – the idea of lighting has changed. No longer is it about simply filling an otherwise dark retail store with light.

Lighting is now a powerful visual aid that impacts every aspect of the retail experience. From brand and product perception to consumer engagement and ambience. Lighting helps to create an emotional in-store experience that connects consumers with a retailer's brand and influences buying decisions.

Sectors

Health & Aged Care

In recent years, the effects of the physical environment on the healing process have proved to be increasingly relevant for healthcare staff, their patients and their families. Research shows that light impacts human health, the performance of visual tasks, control of the body's circadian rhythms, and enables critical chemical reactions in the body.

"Studies show that higher light levels are linked with better performance of complex visual tasks and light requirements increase with age. By controlling the body's circadian system, light impacts outcomes in healthcare settings by reducing depression among patients, decreasing length of stay in hospitals, improving sleep and circadian rhythm, lessening agitation among dementia patients, easing pain, and improving adjustment to night-shift work among staff. The presence of windows in the workplace and access to daylight have been linked with increased satisfaction with the work environment. Further, exposure to light is critical for vitamin D metabolism in the human body." (Anjali Joseph, Ph.D.,)

Education

Whilst education systems constantly evolve, the most vital aspect of the learning process is often the most neglected – lighting. Lighting has a profound impact on the performance, social behaviour and health of students.

The most advanced lighting is closer to natural sunlight in its make up which is in contrast to the distracting flicker prevalent in fluorescent lighting. This is extremely important, as various studies show natural light improves student concentration and learning abilities. Along with behavioural changes, lighting also influences physical health, such as changes in blood pressure, body growth and shifts in circadian rhythm.

The Integrated Approach

The Integrated sales process is crafted into six specially designed stages; needs analysis, audit, scope & proposal, solution design, project delivery and support & review. Each stage plays a crucial part in identifying our client's needs in order to provide them with intelligent lighting solutions.

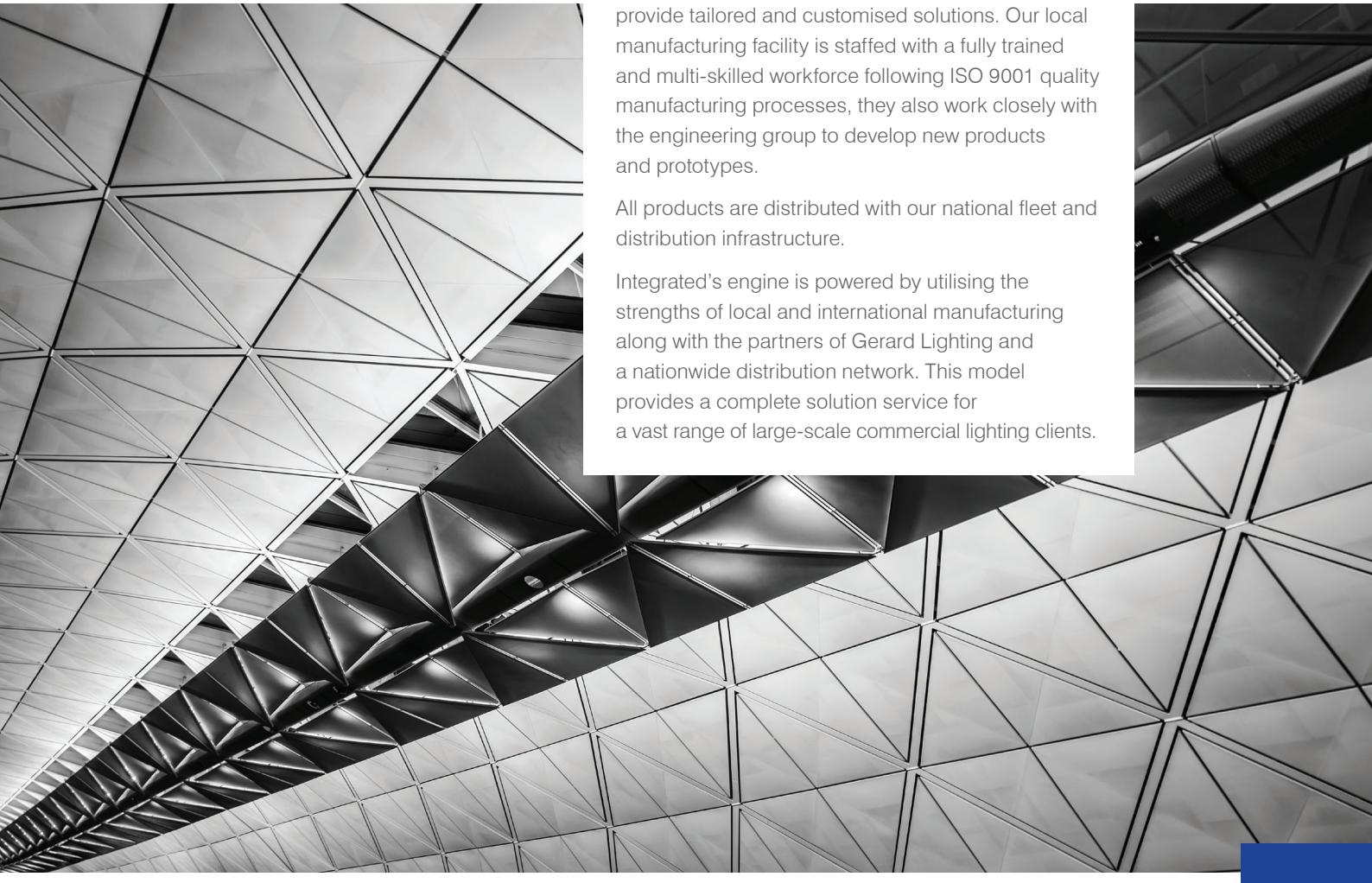
The Best Global Supply Partners Backed by Local Manufacturing

Gerard Lighting partners with leading manufacturers across Asia and Europe – all experts in their specialised fields, servicing large global markets. These partnerships allow us to stay future focused in lighting design and technology, ensuring our clients are at the forefront of new development and that their lighting solutions are future-proofed.

Our local manufacturing facility is located just outside of Sydney (Padstow), allowing us to easily provide tailored and customised solutions. Our local manufacturing facility is staffed with a fully trained and multi-skilled workforce following ISO 9001 quality manufacturing processes, they also work closely with the engineering group to develop new products and prototypes.

All products are distributed with our national fleet and distribution infrastructure.

Integrated's engine is powered by utilising the strengths of local and international manufacturing along with the partners of Gerard Lighting and a nationwide distribution network. This model provides a complete solution service for a vast range of large-scale commercial lighting clients.



Engineering & Design Excellence

The growth and innovation of our engineering capabilities are spearheaded by our Sydney based research, engineering and new product development team. Our design engineers have been the driving force in the advancement of thermal simulation, optical simulation, LED module design and understanding the sensory connection between lighting and people. We work collaboratively from the beginning of the project to understand the lighting design needs through research, development, and product modification.

To provide our clients with a world-class digital control system, our team of engineers continue to push the boundaries of our Diginet Rapix DALI-based control system, which includes front-end user-interface software.

The rigorous testing that we do to verify the fittings will perform, ensures our clients get real value for money and long term peace of mind.

Our Team

Aaron Martin

General Manager

Stephen Micallef

National Solutions Specialist

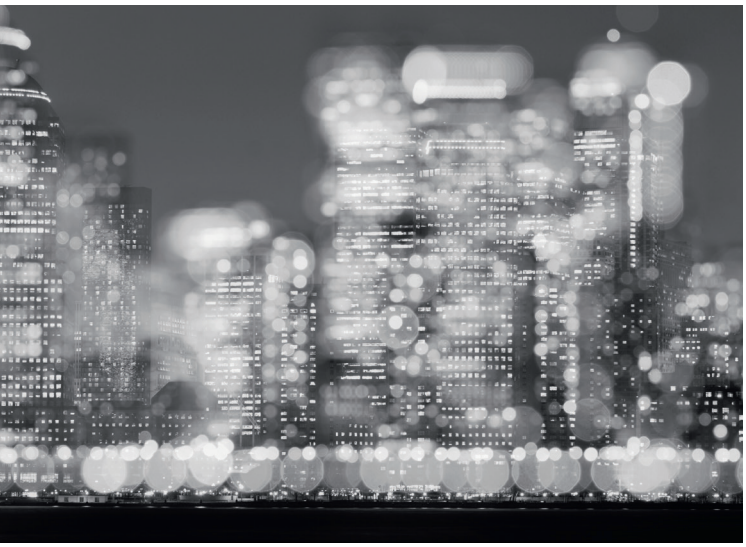
Michael Losciuto

Category Manager

Trevor Baker

Project Manager

Our Partners



Energy & Rebate Management

Integrated partner with a number of leading independent energy and rebate management companies. With Integrated, they reduce your energy costs and consumption by providing expert engineering advice and services. This includes forecasting the impacts on energy savings and certificates of various lighting and controls systems design options. By facilitating the trading of carbon certificates (rebates), they take away the hassle of dealing with different state legislation frameworks.

Installation (Electrical Contractors)

We partner with Australia's leading electrical contractors who each provide differing expertise across the sectors we service. We ensure we select the most appropriate electrical contractor to suit our client's needs and project deliverables.

Financial Capability

In partnership with Westpac, you can enjoy the flexibility of financing your lighting upgrade through the savings you make from your newly reduced electrical and maintenance costs. This allows you to preserve your capital expenditure budgets and account for costs of the project as a cash neutral, operational expense. In discussions with Westpac, you can choose the most appropriate term depending on their finance objectives.

Future Makers & Connected Lighting

We understand that humanity has an increasingly symbiotic relationship with technology. This is why we partner with organisations to navigate the complexities of technology whilst providing expert advice on the future advancements of data rich, connected ecosystems. Along with any advancements that may occur, our Control Systems & Sensory Network Integration allows our clients to take full advantage of enhanced energy reduction overall.

At Integrated, we understand that sensory lighting is a universal asset that all commercial business' need. To utilise lighting infrastructures more intelligently, we embed smart sensors into luminaries and drivers thus creating sensor networks. This extends the lighting systems reach and value beyond illumination and into the cloud for data analytics — thus permitting high-level seamless sharing of data to and from other converged IoT-enabled building management systems.

Contact Us

If you want to bring your business into the future, or would like more information on Integrated's full range of services, please contact:

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☎ 1300 743 780

Who we work with

WITCHERY
TerryWhite chemists
IGA
Snooze sleep well
coles save every day
HUNGRY JACK'S
priceline beauty health home
MIMCO
7-ELEVEN
DanMurphy's
COUNTRY ROAD
LIQUORLAND
MECCA COSMETICA
coles express
Audi
TRENERY