



Value Engineering (VE) Playbook – Overview

Why Value Engineering Matters

Value Engineering (VE) is not about cutting corners — it is about protecting project intent while improving cost, availability, and schedule certainty. In today's lighting market, lead times, tariffs, funding requirements, and evolving specifications make VE a critical tool for keeping projects on track.

Biben Sales approaches VE as a technical solution exercise, not a product swap.

When to Value Engineer

VE should be considered when:

- A project is over budget or bids exceed estimates
- Long lead times threaten project schedules
- Specifications are vague or performance-based
- A specified manufacturer is unavailable or delayed
- BABA / Buy America requirements are introduced mid-project
- Competitive pricing is required without redesigning the project

Early VE engagement yields the best and most consistent results, but VE can be implemented at any stage of the project lifecycle.

How Biben Sales Value Engineers

Our VE Playbook is built around fixture equivalency, not brand replacement:

- Matching lumen output, distribution, efficacy, and CRI
- Preserving visual intent and application suitability
- Providing documented equals for engineer review
- Offering multiple VE paths when flexibility exists

Buy America / BABA Compliance

Domestic assembly or "Made in USA" alone may not meet Buy America / BABA material requirements. In addition, compliance can be configuration-specific, not family-wide. Separate compliance letters may be required even within the same product family, including:

- Continuous runs vs. individual fixtures
- Linear corners vs. straight sections
- Differences in driver, optic, or mounting options

When it comes to compliance, documentation is critical. Exact fixture configurations must be verified and documented to avoid resubmittals, delays, or funding risk.

Biben Sales helps identify compliant options early and confirms documentation for the exact fixture being installed.



Controls Strategy – Central to VE

Controls are a major cost and coordination driver and should be addressed early. Biben Sales represents an array of Networked & Broad Controls, each with their strengths and best use cases.

- Energio Controls – scalable lighting control systems for interior and exterior applications
- PLC Multipoint – robust multi-point solutions for site and building integration

Wall Box & Sensor Solutions:

- Leviton – wall switches, dimmers, and occupancy sensors compatible across fixture brands

Integrated Fixture Controls:

- Most commercial fixtures support integrated sensors, photocells, and dimming
- Integrated controls are often the most cost-effective VE solution

If the Engineer Pushes Back

Biben Sales encourages scripted language to help gain acceptance on VE projects as applicable:

“The proposed fixture meets or exceeds the specified lumen output, efficacy, CRI, optical distribution, and control requirements. It is submitted as an approved equal per Division 26 and Section 01 60 00. DLC listings, LM-79 / LM-80 data, photometrics, and Buy America documentation are available as required.”

Work with Biben Sales

Biben Sales lighting services include:

- VE mapping from specified fixture schedules to equivalents or alternatives
- Layouts and application support with minimal information required
- Site visits, takeoffs, and field recommendations
- Sample fixtures to support approvals and mockups

This VE Playbook highlights proven, go-to solutions for the most common commercial applications. Beyond these recommendations, Biben Sales represents a broad portfolio of manufacturers that may be leveraged when project conditions, pricing dynamics, availability, specifications, or freight strategies warrant a different approach.

When Value Engineering is done right, it does not change the project — it saves it.

Find links to all Biben Sales represented lighting manufacturers on our website:

<https://bibensales.com/manufacturers/#LightingDivision>



2x4 LED Troffers – VE Playbook

Typical Applications:

- Offices
- Classrooms
- Healthcare admin spaces
- Retail back-of-house
- Municipal buildings
- Light industrial / warehouses (office areas)

Specified	VE Picks	Key Specifications	Notable Benefits
Flat Panels			
Columbia NBT	Keystone KT-BPLED series	3,750–8,000 lm 35/40/50k 0-10v Dimming	Local availability CCT/Power Select 5-10yr Warranty
CooperMetalux CGT	ASD Lighting BLP Series	3,200–10,800 lm 30/35/40/50/65k 0-10v Dimming	Quick Ship Option CCT/Power Select 5-10yr Warranty
Eaton / Halo Panels			
Lithonia CPX / CPANL	Alphalite BFPL Series	2,875-7,500 lm 35/40/50k 1-10v Dimming	CCT/Power Select 7yr Warranty
Philips Signify Day-Brite Panels			
Troffers			
CooperMetalux Cruze	Keystone CBT-LED Series	2,600–5,850 lm 35/40/50k 0-10v Dimming	Local availability CCT/Power Select 10yr Warranty
Current Columbia LCAT / LST	ASD Lighting LTR Series	4,690–9,930 lm 30/35/40/50/65k 0-10v Dimming	Quick Ship Option CCT/Power Select 5yr Warranty
Eaton / Halo			
Philips Signify Day-Brite Troffer	Alphalite LTS / SLT / ILT Series	2,800-8,990 lm 30/35/40/50/65k 1-10v Dimming	10% Dim / Dim-to-off CCT/Power Select 7yr Warranty
Buy America/BABA			
Acuity Mark Architectural (BABA)	Xtralight (BABA) ADR / ART / LPR / OPT / TRL Series	2,920-14,950 lm 30/35/40/50k Tunable 27k-65k 0-10v/1% Dimming	BAA/BABA Architectural Design 80/90+CRI 5-10yr Warranty
Focal Point Troffers (BABA)			
H.E. Williams Architectural (BABA)	Lumenfocus (BAA) ETL / FFL Series	1,440-17,410 lm 30/35/40/50k 0-10v Dimming	BAA Compliant Architectural Design White/Black Color 90+ CRI 5-10yr Warranty



2x4 LED Troffers Continued

Information to Know / Confirm:

- Ceiling type: Lay-in grid, drywall, or hard ceiling to help choose fixture mounting requirements
- Target lumen range and CCT requirements.
- Controls: 0-10v (or deeper) dimming, occupancy sensor, integrated controls, or battery backup

When Specs are Vague: Choose a 2x4 Panel when:

- Spec uses generic/vague language (“2x4 LED recessed fixture”) or no lens detail provided
- Project is price-sensitive (schools, municipal, office)
- Schedule lists panels and troffers interchangeably
- Mentions of “clean ceiling” or “uniform appearance” in requirements
- Tight budgets or fast-track projects: Selectable fixtures reduce SKU complexity

Default VE Selections (Safe Picks): Keystone's KT-BPLED series

- Back-lit reliability
- Lower material cost
- Fast availability
- Easier approval on competitive bids

When Specs are Vague: Choose a 2x4 Troffer when:

- Spec explicitly states “troffer” without other language
- Lens type is called out (volumetric, basket, regressed)
- Project is design-forward or architect-led
- Photometric uniformity or visual comfort is emphasized

Default VE Selections (Safe Picks): Keystone's KT-CBLEd series

- Matches optical intent
- Preserves design language
- Reduces risk of rejection



2x2 LED Troffers – VE Playbook

Typical Applications:

- Offices
- Classrooms
- Healthcare admin spaces
- Retail back-of-house
- Municipal buildings
- Light industrial / warehouses (office areas)

Specified	VE Picks	Key Specifications	Notable Benefits
Flat Panels Columbia NBT Cooper/Metalux CGT Panels Eaton / Halo Panels Lithonia CPX / CPANL Philips Signify Day-Brite Panels	Keystone KT-BPLED series	2,400–5,000 lm 0-10v Dimming Back Lit	Local availability CCT/Power Select 10yr Warranty
	ASD Lighting BLP Series	2,500–3,700 lm 35/40/50k 0-10v Dimming	Quick Ship Option CCT/Power Select 5yr Warranty
	Alphalite BFPL / LTS Series	3,250-6,500 lm 35/40/50k 1-10v Dimming	CCT/Power Select 7yr Warranty
Troffers CooperMetalux Cruze Current Columbia LCAT / LST Eaton / Halo Philips Signify Day-Brite Troffer	Keystone CBT-LED Series	1,950–4,550 lm 35/40/50k 0-10v Dimming	Local availability CCT/Power Select 10yr Warranty
	ASD Lighting LTR Series	2,730–4,030 lm 35/40/50k 0-10v Dimming	Quick Ship Option CCT/Power Select 5yr Warranty
	Alphalite LTS / SLT / ILT Series	2,030-4,250 lm 30/35/40/50/65k 1-10v Dimming	10% Dim / Dim-to-off CCT/Power Select 7yr Warranty
Buy America/BABA Acuity Mark Architectural (BABA) Focal Point Troffers (BABA) H.E. Williams Architectural (BABA)	Xtralight (BABA) ADR / ART / LPR / OPT / TRL Series	1,890-7,040 lm 30/35/40/50k Tunable 27k-65k 0-10v/1% Dimming	BAA/BABA Architectural Design 80/90+CRI 5-10yr Warranty
	Lumenfocus (BAA) ETL / FFL Series	1,380-11,220 lm 30/35/40/50k 0-10v Dimming	BAA Compliant Architectural Design White/Black Color 90+ CRI 5-10yr Warranty



2x2 LED Troffers Continued

Information to Know / Confirm:

- Ceiling type: Lay-in grid, drywall, or hard ceiling to help choose fixture mounting requirements
- Target lumen range and CCT requirements.
- Controls: 0-10v (or deeper) dimming, occupancy sensor, integrated controls, or battery backup

When Specs are Vague: Choose a 2x2 Panel when:

- Spec uses generic/vague language ("2x2 LED recessed fixture") or no lens detail provided
- Project is price-sensitive (schools, municipal, office)
- Schedule lists panels and troffers interchangeably
- Mentions of "clean ceiling" or "uniform appearance" in requirements
- Tight budgets or fast-track projects: Selectable fixtures reduce SKU complexity

Default VE Selections (Safe Picks): Keystone's KT-BPLED series

- Back-lit reliability
- Lower material cost
- Fast availability
- Easier approval on competitive bids

When Specs are Vague: Choose a 2x2 Troffer when:

- Spec explicitly states "troffer" without other language
- Lens type is called out (volumetric, basket, regressed)
- Project is design-forward or architect-led
- Photometric uniformity or visual comfort is emphasized

Default VE Selections (Safe Picks): Keystone's KT-CBLEd series

- Matches optical intent
- Preserves design language
- Reduces risk of rejection



Linear / Slot Fixtures – VE Playbook

Typical Applications:

- Executive Offices
- Lobbies / reception areas
- Retail / Hospitality
- Conference / Collaboration Spaces
- Corridors and Circulation Paths
- Classrooms & Education Spaces

Specified	VE Picks	Key Specifications	Notable Benefits
Architectural Linear Acuity Lithonia/Mark Linear/Slot Amerlux Linear Comfort Vue Axis Linears Current Columbia MOD Linear / Slot H.E. Williams Architectural Linear Metalux Linear / Slot	Keystone Linta KT-LALED series Linear Lighting	2'/3'/4'/8' L/X/T Shapes 27/30/35/40/50k 0-10v Dimming	Black/Silver/White Direct/Indirect CCT/Power Select 10yr Warranty
	Lumato / American Linear Lighting Linear / GEO Series	Custom Lengths Custom Shapes 1"-5" Aperture 30/35/40k 80/90+ CRI 0-10v / Dali Dimming	Quick Ship Option 4 Colors Direct/Indirect CCT/Power Select
	Eralux Architectural Linear Full Portfolio	2'/3'/4'/5'/6'/8' 1.5"-2.5" Aperture L/X/T/T-bar Shape 30/35/40/50k 80/90+ CRI 0-10v / Dim-to-off	22 Colors / +Custom Direct/Indirect Wall Wash Wall-to-ceiling CCT/Power Select 5yr Warranty
	Renova EL / PL / GEO Series	2'/3'/4'/6'/8' 2"/3"/4" Aperture L/X/T Shape 22/27/30/35/40/50k 80/90+ CRI 0-10v/Triac/Dali Dim	White/Black/Custom Continuous Lens Custom Beam Angle Direct/Indirect 5 Mount Options 5yr Warranty
Acoustical Linear Acoustical Linear Systems BuzziSpace / BuzziSol / BuzziLight	Lumato GEO1 / Släk / 2SA / Acoustic Series	Round/Tri/Quad/Hex Blade 0"/1"/2" Aperture 30/35/40k	4 Fixture Colors 21 Baffle Colors 10 Baffle Textures Unlit/Direct/Indirect CCT/Power Select 2-10yr Warranty



Linear / Slot Fixtures Continued

Linear Corners Lithonia Slot 1 Focal Point Seem	Eralux Atlantis Series	3'/4'/5'/6'/8' 30/35/40k 80+ CRI 0-10v/1% Dimming	Black/White/Silver Direct/Indirect CCT/Power Select 5yr Warranty
Buy America/BABA Acuity Lithonia/Mark Linear/Slot (BABA) Focal Point Linear (BABA)	Lumato / American Linear Lighting (BABA) Linear / GEO Series	Any Length/Shape 1"-5" Aperture 30/35/40k 80/90+ CRI 0-10v / Dali Dimming	BAA/BABA Quick Ship Option 4 Colors Direct/Indirect CCT/Power Select
H.E. Williams Architectural (BABA)	Renova (BAA) PL / GEO Series	2'/3'/4'/6'/8' 2"/3"/4" Aperture 22/27/30/35/40/50k 80/90+ CRI 0-10v/Triac/Dali Dim	BAA Compliant White/Black/Custom Custom Beam Angle Direct/Indirect 5yr Warranty

Information to Know / Confirm:

- Mounting type: Recessed (slot), surface, suspended, or wall-mounted
- Ceiling condition: ACT grid, drywall, or open ceiling
- Run length: Individual fixtures vs. continuous runs
- Corner requirements: Inside, outside, or complex geometries
- Lens type: Diffuse, prismatic, micro-optics, or architectural lens
- Distribution: Direct or direct/indirect distribution, especially when listed as "architectural linear"
- Field conditions: Ability to field cut-to-length or need for factory-built runs
- Acoustics: Verify Noise Reduction Coefficient (NRC) requirement
- Acoustics: Match: 1) Orientation (vertical vs horizontal) 2) Panel thickness and 3) Color
- Acoustic fixtures are design-driven — VE must preserve appearance

When Specs are Vague:

If spec says: "Architectural Linear"

- Sell appearance + performance, not just lumens. Match the aesthetic.

If spec shows long runs but no details:

- Assume continuous linear with factory joiners and include corners if shown on plans

If spec lists premium brands without performance detail:

- Match aperture, lumen output, CRI, and controls — not brand name.

Default VE Selections (Safe Picks):

- Cost sensitive projects: Lead with Keystone, American Linear Lighting, or Renova.
- Architectural / premium aesthetic: Lumato or Eralux
- BABA / funded: American Linear Lighting for commercial, Lumato/Renova for design



Downlights – VE Playbook

Typical Applications:

- Offices and conference rooms
- Corridors and lobbies
- Retail and hospitality spaces
- Healthcare admin areas
- Education and municipal buildings
- Light commercial spaces

Specified	VE Picks	Key Specifications	Notable Benefits
Commercial Downlights Lithonia/Juno Columbia Lighting Cooper/Halo CooperMetalux Nora Lighting	Keystone KT-RD Series	4"/6"/8"/10" 27/30/35/40/50k 90+ CRI Combo Dimming	Local Inventory Changeable Trims CCT/Power Select 10yr Warranty
	ASD Lighting CD Series	1" through 10" Round/Square 27/30/35/40/50k 90+ CRI 0-10v Dimming	Black/White/Chrome Trimless Option IC/Wet Location CCT/Power Select 5yr Warranty
	ETI Lighting DL / CCDL / ALCD / FRCDL Series	3"/4"/5"/6"/8"/10" 27/30/35/40/50k 90+ CRI 0-10v/Triac Dimming	Changeable Trims Round/Square Nightlight 5yr Warranty
Architectural Downlights Amerlux Gotham Lighting Focal Point H.E. Williams Lucifer Lighting Mark Architectural WAC Architectural	Eralux Kineta / Galaxy / Una-Dua-Tria	2"/3"/4"/5"/6"/8" 27/30/35/40/50k 15-65D beam angle 90+ CRI 0-10/1-10v Dimming	Black/White/Trimless 4 Reflector Finishes Louver/Lenses Multi-head Recess Round/Square
	Alpalite ASDL / CSDL / LCDL / SJDL Series	4"/6"/8"/10" 27/30/35/40/50k 40-70D beam angle 80+/90+ CRI 0-10/1-10v Dimming	4 Trim Colors Round/Square Wall Wash Option CCT/Power Select 5yr Warranty



Downlights Continued

Information to Know / Confirm:

- Ceiling type: New construction, remodel, or retrofit
- Ceiling material: Drywall, ACT, concrete, or plenum depth constraints
- Aperture size: 4", 5", 6", or architectural small-aperture
- Beam spread: Narrow, medium, wide, or flood
- CCT / CRI requirements: Especially for retail, healthcare, or hospitality
- Dimming requirements: 0-10%, 1%, 0.1% or something different
- Confirm IC vs non-IC, plenum rating, and air-return requirements
- Verify wet/damp location ratings when applicable
- Trim type: Open, regressed, wall wash, or adjustable

When Specs are Vague:

Use case in commercial offices, corridors, or classrooms:

- Standard 6" or 4" commercial downlights

Use case in retail, lobby, or hospitality:

- Lean towards regressed or architectural trims

No beam spread listed:

- Medium or wide distribution is safest

No aperture defined:

- 6" commercial downlight is typically acceptable

Budget or fast-track projects:

- Integrated LED commercial housing over modular systems

No trim detail shown on reflected ceiling plan:

- White open trim assumed unless noted otherwise

Default VE Selections (Safe Picks):

If cost-driven / commodity or generic "LED Downlight" is specified:

- Lead with Keystone, ASD, or ETI.

If "Architectural" language is used:

- Lean toward Eralux or Alphalite for trim and optical quality



High Bays – VE Playbook

Typical Applications:

- Warehouses & distribution centers
- Manufacturing facilities
- Gymnasiums & field houses
- Big-box retail
- Aircraft hangars
- Light industrial spaces

Specified	VE Picks	Key Specifications	Notable Benefits
Round High Bay Current / Columbia Hubbel Industrial Lithonia CooperMetalux Signify/Philips Day-Brite Generic "UFO"	Keystone KT-RHLED Series	7,780-37,920 lm 30/40/50k 0-10v Dimming	Local Inventory CCT/Power Select 10yr Warranty
	ASD Lighting UHB / UHS Series	12,010-172,970 lm 30/40/50k 0-10v Dimming	Quick Ship Option CCT/Power Select 5yr Warranty
	ETI Lighting ERHB Series	9,490-37,940 lm 35/40/50k 0-10v Dimming	Black/White Power Select 5yr Warranty
Linear High Bay H.E. Williams Industrial Lithonia I-BEAM / IBL Metalux Encounter Signify/Philips Day-Brite	Keystone KT-HBLEED Series	10,460-63,420 lm 40/50k 0-10v Dimming	Local Inventory CCT/Power Select 10yr Warranty
	ASD Lighting WHB Series	12,500-92,900 lm 35/40/50k/RGBW 0-10v Dimming	Quick Ship Option CCT/Power Select 5yr Warranty
	Lumenfocus (BAA) PBL Series	7,970-65,240 lm 35/40/50k 0-10v Dimming	Static/Power Select 5-10yr Warranty
Architectural H.E. Williams Gym Focal Point Mark Architectural	Lumenfocus GAT Series	45,930-54,980 lm 35/40/50k 0-10v Dimming	CCT/Power Select Indirect 5yr Warranty
	Alphalite EHB / HEB Series	12,160-44,000 lm 35/40/50k 0-10v Dimming	Static/Power Select 7yr Warranty



High Bays Continued

Buy America/BABA	XtraLight (BABA)	8,650-207,890 lm	BAA/BABA
Lithonia (BABA)	HPH / LHF / LHR / OBL / SHB Series	30/35/40/50k 0-10v Dimming	Architectural Design Lens Options White/Black/Custom 5-10yr Warranty
H.E. Williams (BABA)	RHB Series (BAA)		
Focal Point (BABA)	Lumenfocus (BAA) PBL Series	7,970-65,240 lm 35/40/50k 0-10v Dimming	BAA Compliant Static/Power Select 5-10yr Warranty

Information to Know / Confirm:

- Mounting height and footcandle requirement
- Ceiling structure for mounting/hanging: Open steel, bar joist, or finished ceiling
- Distribution needed: Wide vs. narrow (aisle vs. open floor)
- Voltage: 120–277V or 347–480V
- Specific controls: 0–10V, motion sensors, daylight harvesting
- Environment: Damp/wet location, high temp, dust, or cold

When Specs are Vague:

- Default to UFO: For warehouses, distribution centers, or simple open-floor plans
- Default to Linear: For aisles, gyms, architectural spaces, or continuous-row layouts
- Mounting height: Higher ceilings favor UFOs for general coverage, linears for long rows
- No photometrics: Assume wide distribution for open spaces, narrow only if aisle specific
- When in doubt, utilize Biben provided layout services for spacing and photometric uniformity

Default VE Selections (Safe Picks):

- Standard warehouse / distribution center: Keystone KT-HBLED, ETI EHRB, or ASD UHB
- Cost-sensitive projects: ASD UHS
- Architectural / gymnasium: Lumenfocus GAT series for indirect lighting
- High mounting or high lumen output requirement: Xtralight HPHB or ASD UHB
- BABA / funded: Xtralight High Bay options or Lumenfocus PBL



Strip / Wrap Fixtures – VE Playbook

Typical Applications:

- Corridors, stairwells, and offices
- Classrooms and administrative areas
- Retail stockrooms & back-of-house
- Warehouses & industrial service areas
- Parking garages and service corridors

Specified	VE Picks	Key Specifications	Notable Benefits
Strip Fixtures Lithonia / Acuity Strip CooperMetalux Current / Columbia Signify/Philips Day-Brite Generic "LED Strip"	Keystone KT-MSLED Series	2,085-12,060 lm 2'4'/8' 35/40/50k 0-10v Dimming	Local Inventory CCT/Power Select 10yr Warranty
	ASD Lighting LSF Series	2,020-21,430 lm 2'4'/8' 35/40/50k/RGBW 0-10v Dimming	Quick Ship Option CCT/Power Select 5yr Warranty
	ETI Lighting VRST / SCST / ST / TRST / ECOST Series	1,090-11,700 lm 2'4'/8' 35/40/50k 0-10v Dimming	Round/Square Lens Double Lens CCT/Power Select 5yr Warranty
	Eralux JSQ / Jobber Series	1,950-21,000 lm 2'4'/8' 30/35/40/50/65k 0-10v Dimming	CCT/Power Select 5yr Warranty
Wrap Fixtures Lithonia / Acuity Wrap CooperMetalux Current / Columbia Signify/Philips Day-Brite	Keystone KT-(C)WLED Series	1,830-6,000 lm 2'4' 35/40/50k 0-10v Dimming	Local Inventory CCT/Power Select Curved/Standard 10yr Warranty
	ASD Lighting WRL Series	3,980-6,520 lm 35/40/50k 0-10v Dimming	Quick Ship Option CCT/Power Select Wide/Narrow Curved 5yr Warranty
	ETI Lighting WR / SWR / SCWR / NDWR Series	1,730-8,130 lm 2'4' 30/35/40/50k 0-10v/Triac Dimming	Slim/6"/8"/10" Width Deco Finish Nightlight



Strip / Wrap Fixtures Continued

Buy America/BABA Lithonia / Acuity Strip / Wrap (BABA) CooperMetalux Wrap (BABA) Generic "BABA Strip / Wrap"	Xtralight (BABA) LRS Series	1,950-9,150 lm 2'4'8' 30/35/40/50k Tunable 27k-65k 0-10v/1% Dimming	BAA/BABA CCT/Power Select 5yr Warranty
	Renova (BAA) LNR / LPW / NPW / PCM / SAI / SBW / SCW / SFT / SRW / SVW / WBW Series	1,000-24,000 lm 1'2'3'4'6'8' 27/30/35/40/50k 80/90/95+ CRI 0-10v/Triac/Dali Dim	BAA Compliant 4 Colors / Custom Narrow/Wide Body Round/Square Lens Corner Mount Recessed 5yr Warranty

Information to Know / Confirm:

- Mounting method: Surface, suspended, or row-mounted
- Length: 2', 4', 8', or other. Is continuous row a requirement?
- Environment: Dry, damp, wet, or cold storage
- Light output: Low-level utility vs. general illumination
- Voltage: 120–277V or 347–480V

When Specs are Vague:

- Back-of-house, storage, utility spaces: Default to Strip Fixtures
- Stairwells, corridors, classroom spaces: Default to Wrap Fixtures
- Parking garages or damp locations: damp/wet rated wrap, industrial strip, or vaportight
- Architectural / aesthetic requirement: Lead with Eralux or Renova
- BABA / funded: Lead with Xtralight, or use Renova for architectural emphasis

Default VE Selections (Safe Picks):

- Strip default: Keystone KT-MSLED, ASD LSF, ETI Strips, or the Eralux Jobber
- Wrap default: Keystone KT-CWLED, ASD WRL, or ETI Wraps
- Architectural / premium aesthetic: Eralux JSQ or Renova Strip/Wraps
- BABA / funded: Lead with Xtralight, or use Renova for architectural emphasis



Exterior Wall Packs – VE Playbook

Typical Applications:

- Building perimeters / exterior walls
- Parking areas and garages
- Service entrances and loading docks
- Walkways and stairwell areas
- Commercial, municipal, and industrial facilities

Specified	VE Picks	Key Specifications	Notable Benefits
Commercial Wall Packs Lithonia WXLED/WLH/WL Cooper /Metalux SBU/WBU/WT Current / Columbia CWL/CLW	Keystone KT-WPLED Series	5 Form Factors 30/40/50k 0-10v Dimming	Local Inventory CCT/Power Select 10yr Warranty
	ASD Lighting WLR / SWP WLP / WLS Series	6 Form Factors 30/40/50k 0-10v Dimming	Local Inventory Direct/Indirect CCT/Power Select 5yr Warranty
	ETI Lighting VPK / CWPK / MWPK / SWPK / TWPK Series	5 Form Factors 30/40/50k 0-10v Dimming	CCT/Power Select 5yr Warranty
Architectural Wall Packs Cooper Lumark AWP Genlyte Stonco WPM H.E. Williams VWPH/VWPV/WPAL	Lumenfocus WPS Series	30/40/50k 0-10v Dimming	White/Bronze CCT/Power Select 5yr Warranty
	Alphalite ARWP Series	3 Form Factors 30/40/50k Type II/III/VS 0-10v Dimming	Direct/Indirect CCT/Power Select 5yr Warranty
	Eralux Bromo / Lago Series	Full Cutoff / Sconce 27/30/40/50k 20-100D Distribution 0-10v Dimming	White/Bronze/Black Direct/Indirect CCT/Power Select 5yr Warranty
Buy America/BABA Lithonia (BABA) WXLED/WLH/WL) Generic BABA Wall Pack	Xtralight (BAA) VNTW Series	30/40/50k Type II/III/IV 0-10v Dimming	BAA/BABA White/Bronze Custom Finish CCT/Power Select 5-10yr Warranty



Exterior Wall Packs Continued

Information to Know / Confirm:

- Application: Building perimeter, service door, loading area, alley, walkway
- Distribution type: Full cutoff, forward throw, or traditional
- Light level needed: Security vs. wayfinding vs. area illumination
- Environment: Wet location, coastal, or vandal-prone
- Controls: Photocell, occupancy sensor, or external control

When Specs are Vague:

- Municipal, school, or dark-sky jurisdictions: Full cutoff wall pack is safest
- Service doors and maximum forward throw is desired: Traditional wall packs, unless restricted
- Full Cutoff when light trespass concerns exist around neighboring properties
- Traditional when no local restrictions and maximum forward light output is needed
- No distribution noted: Choose full cutoff to avoid pushback on other requirements
- No lumen package noted: Selectable between 3,000–6,000 lumens cover most applications
- No control language: Photocell is standard; occupancy sensor only if noted

Default VE Selections (Safe Picks):

- Commercial: Keystone KT-WPLED, ETI Wall Packs, or ASD Wall Packs
- Architectural / premium aesthetic: Lumenfocus WPS, Alphalite ARWP, or Eralux Bromo
- BAA / funded: Xtralight VNTW



Exterior Area / Site Lighting – VE Playbook

Typical Applications:

- Parking lots and garages
- Roadways and campus drives
- Perimeter security lighting
- Parks and recreation areas
- Loading zones and industrial yards
- Pedestrian paths and plazas

Specified	VE Picks	Key Specifications	Notable Benefits
Commercial Area Lights Lithonia VBL/VAP/OFL	Keystone KT-ALED Series	9,310-42,770 lm 30/40/50k Type II/III/IV/V 0-10v Dimming	White/Bronze Local Inventory CCT/Power Select 10yr Warranty
Cooper /Metalux OVL/OFL Current / Columbia COL/AAL	ASD Lighting LSB Series	6,050-129,620 lm 30/40/50k Type II/III/IV/V 0-10v Dimming	4 Colors Round/Square CCT/Power Select 5yr Warranty
Hubbell RAB A/AL/LED	ETI Lighting AL / VAL Series	8,400-42,460 lm 30/40/50k Type III/IV/V 0-10v Dimming	CCT/Power Select 5yr Warranty
	Eralux Genesys	10,500-40,500 lm 22/30/40/50k Type II/III/IV/V 0-10v Dimming	4 Colors CCT/Power Select 5yr Warranty
Architectural Site / Plaza Lighting Cooper Lumark Genlyte Stonco H.E. Williams	Olympia Lighting Post Top / Street Light Series	6,500-18,350 lm 30/40/50/55k 0-10v Dimming	4 Colors Round/Square CCT/Power Select 5-10yr Warranty
Buy America/BABA Lithonia BABA Generic BABA Area Light	Xtralight (BAA) VNT Series	5,000-65,000 lm 30/40/50k Type II/III/IV/V 0-10v Dimming	BAA Compliant White/Bronze Custom Color 5-10yr Warranty



Exterior Area / Site Lighting Continued

Information to Know / Confirm:

- Application: Parking lot, roadway, pedestrian path, campus, storage yard
- Pole type: Round steel, square steel, decorative, existing vs. new
- Arm configuration: Single, double, tenon, mast arm, or slip fitter
- Distribution type: Type II, III, IV, V
- Light levels: Security vs. uniformity vs. wayfinding
- Local code / zoning: Dark-sky, Back-Up-and-Glare (BUG) rating, up light restrictions
- Controls: Photocell, networked controls, time clock

When Specs are Vague:

- No distribution pattern specified: utilize an OpticSwap all-in-one box fixture to cover all bases
- Type III is most common. Type IV minimizes backlight (edge-of-site). Type V offers symmetry
- No mounting height noted: Design for 20-25' poles as they are most common
- No lumens specified: Selectable between 12,000–20,000 lumens covers most applications
- No control language: Photocell is standard

Default VE Selections (Safe Picks):

- Standard area / parking: Keystone KT-ALED, ASD LSB, ETI AL/VAL, or Eralux Genesis
- Industrial / heavy environment: ASD LSB or Olympia Street Light
- Architectural / aesthetic site: Olympia Post Top or ASD LSB Round
- BAA / funded: Xtralight VNT