



Save energy, increase comfort  
with the *i.LON*® Internet Server



Solutions for Retail Stores

Consumer trends may come and go, but saving energy, lowering operating costs, and increasing customer comfort will never go out of style. Retail store owners who outfit their locations with Echelon's *i*.LON Internet Server can start reaping these benefits right away.

The *i*.LON Internet Server creates a single point of interaction for schedules and alarms to help store managers maintain a comfortable shopping environment. In addition, the server collects and transmits data that lets store owners optimize building subsystems including heating, ventilation, and air conditioning (HVAC), lighting, and security—all through a single network. The savings are considerable since the average retail store, operating without an effective control system, wastes thousands of dollars a year in energy costs.

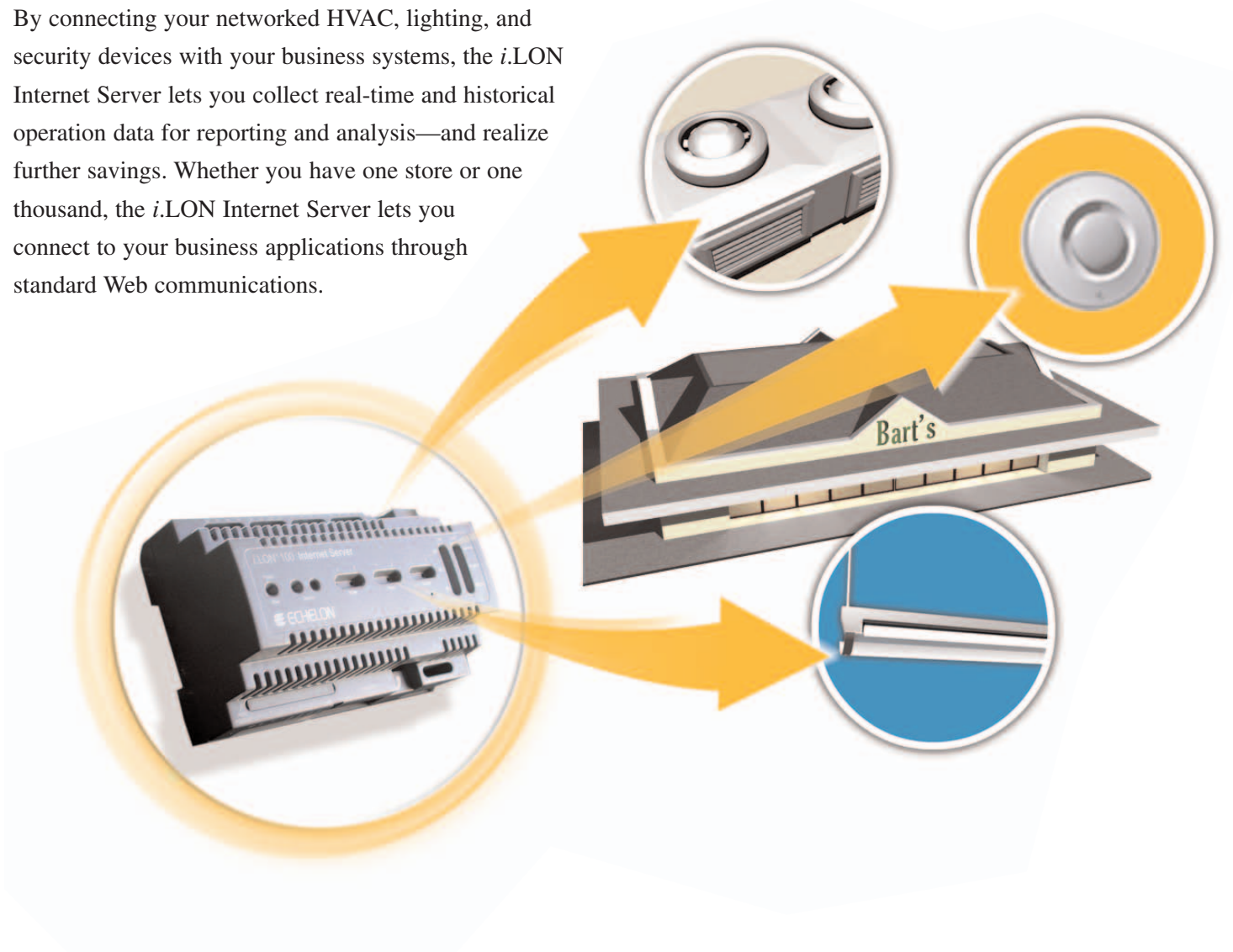
By connecting your networked HVAC, lighting, and security devices with your business systems, the *i*.LON Internet Server lets you collect real-time and historical operation data for reporting and analysis—and realize further savings. Whether you have one store or one thousand, the *i*.LON Internet Server lets you connect to your business applications through standard Web communications.

### **Deliver Savings—Right out of the Box**

The *i*.LON Internet Server works with your store's existing equipment right out of the box. Add LONWORKS devices such as light and motion sensors to your network and you'll be able to manage energy, equipment, and store environments even further. And with hundreds of leading providers of building automation systems offering the equipment you'll need, it's easy to do.

### **Benefits for Franchise Owners**

**Save energy without sacrificing comfort.** Integrate the *i*.LON Internet Server with LONWORKS based light sensors, occupancy sensors, and thermostats, and cut energy costs by as much as 20 percent to 30 percent—while still providing a well-lit, comfortable environment for customers and employees.



- **Indoor lighting.** Light sensors and controllers can automatically adjust the level of artificial lighting in a room based on the amount of natural light that's present. Occupancy sensors, combined with the *i.LON* Internet Server's scheduling programs, can further control lighting and reduce costs. Scheduling programs can also reduce lighting levels based on daily and seasonal timetables. You can even control lights manually through a Web browser interface.

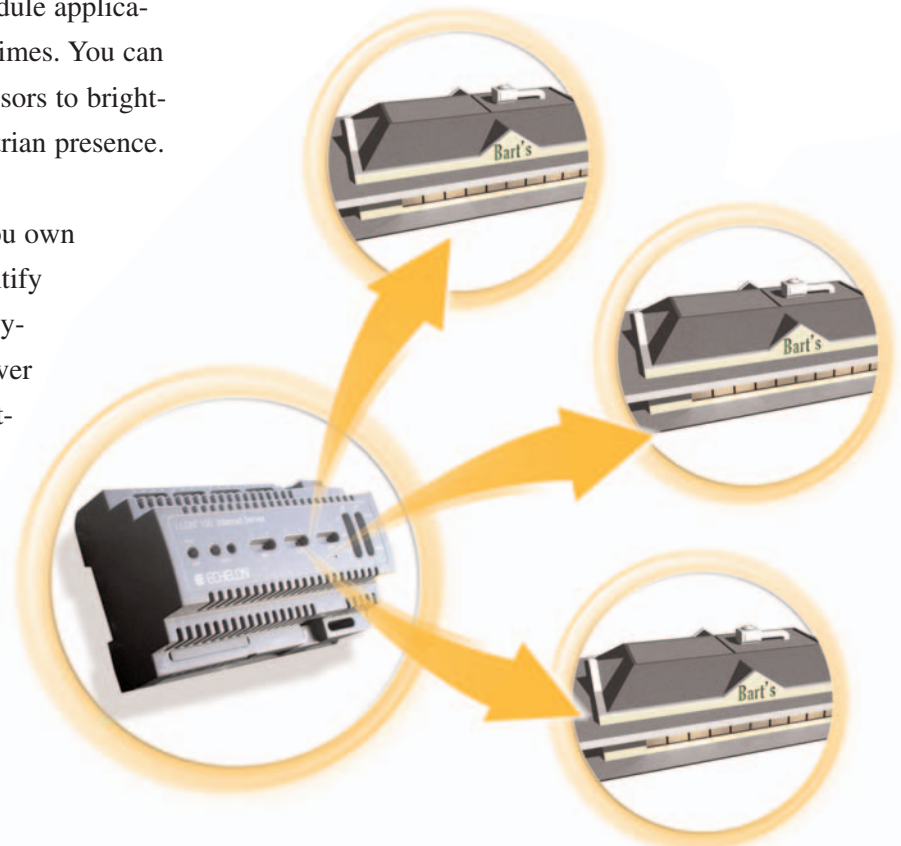
- **Indoor climate.** Use data collected from the *i.LON* Internet Server to help control room temperature fluctuations and reduce energy use. For example, instead of running an HVAC system based solely on setbacks and timers, your system can use occupancy and air-quality sensors to create the perfect shopping climate. For standalone stores, this can reduce HVAC costs by almost one-third.

- **Outdoor lighting and signage.** Monitor and control exterior lighting through the *i.LON* Internet Server's astronomical clock, which lets you schedule applications based on local sunrise and sunset times. You can also use LONWORKS enabled motion sensors to brighten or dim lights based on car and pedestrian presence.

**Save energy in multiple locations.** If you own multiple franchises, you can quickly identify stores in your network that are less energy-efficient by using the *i.LON* Internet Server to collect information for trending, reporting, and analysis applications. Standard Web communications make it easy to integrate your store networks with your business applications.



**Keep customers and employees comfortable and safe.** Automated climate control systems can enhance customer comfort, making the shopping experience more pleasant, resulting in higher profits through longer visits and an increased likelihood of repeat business. LONWORKS enabled motion sensors can brighten exterior lighting in parking lots and walkways based on presence. Sensors can also remotely control gate access to parking structures, as well as set off alarms when someone is detected in a section of a structure that's closed.



## Benefits for Corporations

Adding an *i*.LON Internet Server and LONWORKS devices to each of your stores lets you collect and organize valuable data that can help you:

- **Lower operating expenses.** Manage energy use; identify trends; benchmark operations; and monitor, diagnose, and service equipment more efficiently.
- **Track assets.** Track equipment in specific locations so you can more easily introduce new products.
- **Make smarter business decisions.** Access and leverage key data from networked devices spread across thousands of facilities.
- **Create new revenue streams.** Introduce innovative services such as predictive failure analyses, preventive maintenance programs, and like-store analyses.
- **Increase customer satisfaction.** Offer consistent product quality, and uniform lighting and heating across all locations.

## Easy, Flexible Installation with LONWORKS Networks

Our solution can be installed quickly, reliably, and affordably using any networking topology and almost any media type, including existing power lines. And because LONWORKS technology is an open platform, you can create control systems from multiple suppliers, building a best-of-breed network where all the pieces work seamlessly.

## Learn More

Start saving energy and increasing customer comfort today. To find out how LONWORKS technology can help you improve your business, contact your local sales representative.

---

### Echelon Corporation

550 Meridian Avenue  
San Jose, CA 95126  
USA  
Phone: +1 408 938 5200  
+1 888 ECHELON  
Fax: +1 408 790 3800  
www.echelon.com

### Echelon Asia Pacific Ltd.

Rooms 1708-09, 17th Fl.  
Shui On Center  
6-8 Harbour Road  
Wanchai  
Hong Kong  
Phone: +852 2802 3769  
Fax: +852 2824 9296  
www.echelon.com.cn

### Echelon BV

Printerweg 3  
3821 AP Amersfoort  
The Netherlands  
Phone: +31 33 450 4070  
Fax: +31 33 450 4079

### Echelon GmbH

Herbert-Hinnendahl-Str. 23  
33602 Bielefeld  
Germany  
Phone: +49 521 78718 0  
Fax: +49 521 78718 59  
info@echelon.de

### Echelon Japan

Holland Hills Mori Tower,  
18th Fl.  
5-11-2 Toranomom,  
Minato-ku  
Tokyo 105-0001 Japan  
Phone: +81 3 5733 3320  
Fax: +81 3 5733 3321  
www.echelon.co.jp

