

Hard Bids for NYC Project

CASE STUDY

Line-Voltage vs. PoE

Project Background

General contractor sought bids for their client in NYC

- Client space included 98,000 sqft over 3 floors of Midtown Manhattan high-rise Class A commercial space

- PoE System pricing based on using the Igor platform + ecosystem lighting manufacturers

- PoE System replaces line voltage wiring and need for Lutron controls

	Line Voltage	PoE (Installer A)	PoE (Installer B)
Furnish Lighting	\$1,035,000	\$980,000	\$980,000
Furnish Lighting Controls	\$321,000	\$323,752	\$323,752
Furnish Inverters	\$32,000	\$32,000	\$32,000
Conduit & Wire	\$219,000	\$0	\$0
Furnish CAT6 Cable	\$0	\$66,857	\$66,857
Install CAT6 Cable	\$0	\$171,000	\$95,000
Install Lighting & Controls	\$1,052,364	\$960,320	\$960,320
Total	\$2,659,364	\$2,533,929	\$2,457,929
Delta		\$(125,435)	\$(201,435)

Result: The general contractor saved its client more than **\$200k** in installation costs and has set the client up with advanced analytics and controls that will drive **further cost savings**. The client also benefits from having Igor's intelligent PoE lighting system, powered by Nexos, giving the client the ability to **adapt to future** smart building needs.

Disclaimer: Pricing can be influenced by lighting manufacturers, lighting representatives, distributors, electrical contractors, general contractors, and owners representatives. Costs can vary significantly in different markets. Pricing in example was based on drawings dated Aug 27 2018.