

# SPECIFIER SUMMIT



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SALT LAKE CITY, UTAH  
2026

REGISTER TODAY  
LIMITED SEATS AVAILABLE



January 2026  
Salt Lake City, Utah

## AGENDA

Wednesday, January 14  
Travel day to Salt Lake City

- **12:30 PM-1:30 PM (Optional)**  
**Repeat Sales through Smooth Installations**  
**Keep Controls Simple & Easy: Intro to Avi-on Sales Tools & Products**  
Location: The Boardroom Meeting Room
- **1:30 PM-5:30 PM (Optional)**  
**Startup Commissioning Track**
  - ◆ Intro to Project Startup
  - ◆ Intro to Room-Based Startup
  - ◆ Clean Project Close-out
  - ◆ Intro to Large-Scale Startup
  - ◆ Sensor Setting Q&A
- **1:30 PM-5:30 PM (Optional)**  
**Quoting & Design Track**
  - ◆ Intro to Quoting with Bluebeam
  - ◆ Advanced Project Design and Quoting Schools? Panels?
  - ◆ Design & Quoting Q&A
- **5:30 PM-9:00 PM**  
Join us for a casual evening of dinner and drinks at **Maxwell's Little Bar (328 W 200 S APT 102, Salt Lake City, UT 84101)**. A reserved area will be set aside for Avi-on guests, providing a relaxed atmosphere to unwind and connect. Arrive and depart at your leisure, depending on your travel plans. We look forward to seeing you there!

## Thursday, January 15

8:30 AM - 5:30 PM Training  
Location: Courtyard Downtown SLC – The Station Meeting Room

### 7:45 - 8:30 AM

Meet & Breakfast (outside of the Station meeting room).

### 8:30 - 11:30 AM

**General Session** – Learn about Avi-on, lighting controls in general and key topics like security and modern system technology.

- Avi-on history and culture.
- How do lighting control technologies work?
- Wired vs wireless technology (hint: It's not a choice).
- Wireless interference, what to worry about and what not to worry about.
- Cybersecurity implications for wired and wireless systems.
- Avi-on product overview and high-level design guidelines for different building spaces.

### 11:30 AM-12:30 PM

**Product Showcase** – Introduction to Avi-on's products and capabilities.

### 12:30-1:00 PM

**Lunch & Product Demo Stations** – Lunch served outside the meeting room.

### 1:00 PM - 2:30 PM

#### General Session 2

- **Control Strategies** – Exploring the pros, cons, and competitive positioning of zone, panel, and individual fixture control strategies.
- **Budgeting Lighting Controls** – How to easily create controls budgets and position the right solutions across various facility types, including schools, offices, warehouses, outdoor spaces, and public buildings.

#### ● **Delivery & Installation** –

Understanding controls installation and programming workflow, best practices for training and working with electricians, project close-out, and the end user experience.

### 2:30 PM - 3:00 PM

Break

### 3:00 PM - 5:00 PM

#### **Advanced Capabilities Overview** –

Discuss critical, but more specialized controls applications including emergency lighting (UL 924) compliance, energy data collection and analysis, building control integration, end user self-help tools, and building life safety options using lighting controls.

### 5:00-5:30 PM

#### **Long Term Customer Support and**

**Accommodating Post-Install Changes.** How to ensure the end user continues to have a great experience with the project and is able to evolve the lighting and controls as building needs and operational conditions change.

**Bonus:** UL 924 AIA/CEU Certification Course Offered for Those Interested (1.5-Hour).

### 6:00 PM Sharp

Depart for dinner at **Log Haven (6451 Mill Creek Canyon Rd, Salt Lake City, UT 84109)**. Transportation and dinner provided by Avi-on.

### 9:00 PM

**Return to hotel.** Transportation provided.

If you prefer, explore Salt Lake City and its venerable watering holes. Easy transportation there and back to the hotel is available if you choose to explore..

*Formal sessions conclude. Attendees may depart if needed.*

## Friday, January 16 (optional activities)

Avi-on invites you to experience an unforgettable day in Utah—hit the slopes at Park City Mountain Resort, enjoy a guided tour of the renowned High West Distillery, or explore the many exciting winter adventures the region has to offer.

- **7:00 – 8:15 AM**  
**Breakfast** in the **Bistro**.
- **7:30 AM**  
**Skiers depart** from the front of the hotel. Transportation provided. Return that afternoon.
- **3:30 PM**  
Activities conclude.

*Avi-on will cover hotel expenses in Salt Lake City Friday night for those who choose to stay. No hosted meals will be provided. Uber or shuttle services to the airport are easily available from the Courtyard or anywhere in Salt Lake City.*