State of the DLC
Christina Halfpenny
Where are we?

1. Market Summary
2. DLC Programs
3. Organization update
Total unit sales in US and Canada

Figure 1. Unit Sales of LED Luminaires by Product Category, North America: 2015

- **Linear replacement lamps, 12.72 m, 13%**
- **Outdoor luminaires, 20.53 m, 20%**
- **Indoor retrofit kits, 29.62 m, 30%**
- **Outdoor retrofit kits, 2.73 m, 3%**
- **Indoor luminaires, 33.97 m, 34%**

99.6M units 2015

Estimated growth of units sales

24.6% CAGR from 2015-2020

Source: Navigant

Navigant QPL Study 2015
Total revenue in US and Canada

Figure 2. Revenue from LED Luminaires by Product Category, North America: 2015

- Indoor retrofit kits, $819 m, 10%
- Linear replacement lamps, $382 m, 5%
- Outdoor retrofit kits, $76 m, 1%
- Outdoor luminaires, $2,922 m, 37%
- Indoor luminaires, $3,762 m, 47%

approx. $7.9b

25.5% of sales revenue impacted by utility rebate programs

Source: Navigant
Enabling growth and innovation

1) periodically updating technical requirements for QPL listing;
2) ensuring that lighting color performance does not come at the expense of efficacy;
3) expanding product categories to facilitate new SSL applications;
4) phasing out lower-performing and outdated products; and
5) encouraging innovation and identifying market leaders by offering a premium tier for QPL listing.
SSL QPL Growth

2012
• 25,000 Products
• 220 Manufacturers on the list
• 30 product categories

TODAY
• 198,000 Products today
• 1506 manufacturers
• 60 primary use designations
• Premium classification
Efficacy Trend of the QPL

Manufacturers responded to DLC TRT 3.0 with another increase in the efficacy of newly listed products.

Average efficacy of QPL-listed products increased 18% in the ten months following DLC TRT 2.0, largely due to increased efficacy requirements.
Who are we?

DLC Mission

The DesignLights Consortium drives efficient lighting by defining quality, facilitating thought leadership, and delivering tools and resources to the lighting market through open dialogue and collaboration.
Performance and Quality

The DLC has a responsibility to consider quality while driving for efficiency

• Ensure current metrics remain relevant in the market
• Define “quality” metrics
• Create system of Allowances for products with special features
• Stay broad
Tackling quality

Industry wide challenge

Validation

Quantifiable

Non Energy Benefits (NEBs) will need to be documented
Tools and Resources for the Future

- TRT
- Networked Lighting Controls
- Website redesign/QPL search tool
- Brand integrity program
TRT 4.0

- First efficiency focused spec change since 2.0 in 2013
- On average, the efficacy standards for affected product categories will increase by 23 lm/W (an average increase of 34%)
- Set the pace for a spec change schedule
Networked Controls

• V1 spec published
• V2 draft February-June
• Training modules Q42016
• Savings calculator
• Demonstration sites
• Data collection project @75 sites
Bringing efficiency to light.

Designlights Consortium is a non-profit organization whose mission is to drive efficient lighting by defining quality, facilitating thought leadership, and delivering tools and resources to the lighting market through open dialogue and collaboration.

Learn more

Search over 000,000 qualified lighting products.

Advanced Search
Submit your products for qualification

Expertise trusted by:

Join us for the
2016 Stakeholder Meeting
August 2nd & 3rd in Denver, Colorado

Learn more
Ensuring integrity

• Integrity of the qualified products
• Application process
• Surveillance program
• Logo compliance program
DLC – Organizational Structure

DLC Team

Technical Committee
- Policy wish list
- Program summaries

D+R Team

Controls Advisory Committee

Industry Advisory Committee
- Spec revision cycles
- Defining quality in the QPL
Thank you