

# (DCS) Connect with COEUS

## Smart control. Smart data. Smart savings.

### Steinel America Case Study



**Project:** Steinel Installs the DCS Connect & new COEUS Building Intelligence & Centralized Control Management Platform in new marijuana distribution retail center

**Client:** High Seas

**Location:** Costa Mesa, CA

**Year:** 2023

**Challenges:** First Install on a New Product, Need for Remote Access, Lighting Scenes, Smartphone & Tablet Use, Scheduling & Code Compliance in CA to obtain Certificate of Occupancy

**Solution:** Install DCS Connect and COEUS

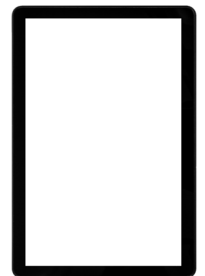
**Key Benefits:**

- CA Code & Certificate Compliant
- Automated Scheduling
- Smartphone & Tablet Capabilities
- Identify Trends
- Energy Savings
- Scene Control



#### Products Used:

- 1 COEUS PC & License
- 8 DCS Connect Controllers
- 4 DT Quattro DCS Sensors
- 5 DS1 DCS
- 2 DS3 DCS
- 2 DT WLS DIM
- 2 GS 108 Port Bridges
- 2 IR Quattro MICRO DCS
- 7 IR WLS 1-W
- 1 US Hallway DCS
- 1 US Quattro DCS
- 1 Tablet Package



Steinel America, Inc.  
9051 Lyndale Ave. South  
Bloomington, MN 55420



 **steinel**

sales@steinel.net | 800-852-4343 | steinel.net

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#### Challenge:

The High Seas project required a sophisticated and code-compliant solution to obtain their certificate of occupancy. The central issue revolved around specific needs across different areas in the store with specific requests, such as a touchscreen option. The challenges included integrating occupancy detection and time-of-day scheduling to optimize energy efficiency and functionality. Additionally, certain zones needed preset lighting scenes to enhance the ambiance for merchandising purposes, creating a mellow, inviting, and professional atmosphere critical to the client's brand image.

A significant requirement was the capability for the client and staff to manage these settings conveniently through their smartphones. There was a strong preference for the ability to create and control lighting scenes via smartphones and for tablets, and for utilization in adjusting the preset scenes. Ease of management and system operation were pivotal, and the new Steinel America's COEUS platform was identified for its user-friendly interface that facilitated scheduling and scene management, aligning with the client's need for simplicity in upgrading the system.

Moreover, the client requested, and the project included the functionality to turn off all lights from their smartphone at the door upon leaving, ensuring energy conservation and security. The system also needed to accommodate custom schedules for unique areas such as the storehouse and fish tank, maintaining a regular routine that was particularly essential for the care of their aquatic displays.

Overall, this project was multifaceted, requiring a comprehensive, customizable, and user-friendly lighting management solution that adhered to California's stringent building codes while also catering to the client's specific operational and atmospheric requirements. Steinel delivered with their new COEUS Building Intelligence & Centralized Control Management Platform.

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#### Solution:

The integration of Steinel America's DCS Connect with COEUS provided an advanced, smart solution that addressed the project's needs for code compliance, operational efficiency, and enhanced customer experience for the client's California-based operation. By leveraging the capabilities of Steinel America's DCS Connect and COEUS together, the client achieved compliance with strict building codes required for the certificate of occupancy. The system's design and functionality were aligned with the necessary regulations, ensuring a seamless approval process.

The lighting and environmental controls can now be activated before arriving at the location, preparing the store for the first customers of the day and the fish tank environmental requirements. The intelligent system was set up to mimic natural lighting conditions for the fish tank, simulating dawn and dusk, thereby promoting a healthy environment for aquatic life. The timing was meticulously programmed to correspond with the fish's activity levels, contributing to their well-being. There is also the ability to easily manage and control lighting scenes. This functionality allows the creation of the desired ambiance at any given moment, all with a few simple taps on a smartphone or tablet. These features enabled an efficient start to daily operations and can contribute to energy savings by avoiding unnecessary lighting use, all with ease and convenience.

The system can gather data on store traffic and business trends. This valuable information could be used to identify peak hours, thus assisting in staffing decisions and further optimizing the lighting and energy use to accommodate for busier or slower periods. By recognizing the patterns in store occupancy and traffic, the management could strategically plan staffing.

In conclusion, the combination of DCS Connect and COEUS offered an innovative solution that met legal and operational demands but also provided the client with insights into their business and created the wanted ambiance. This intelligent system is an integral tool in their business environment, allowing for adjustments in real-time that fostered an inviting shopping atmosphere, optimized staffing, and ensured the well-being of the fish—all contributing to a superior customer experience and efficient store operation.

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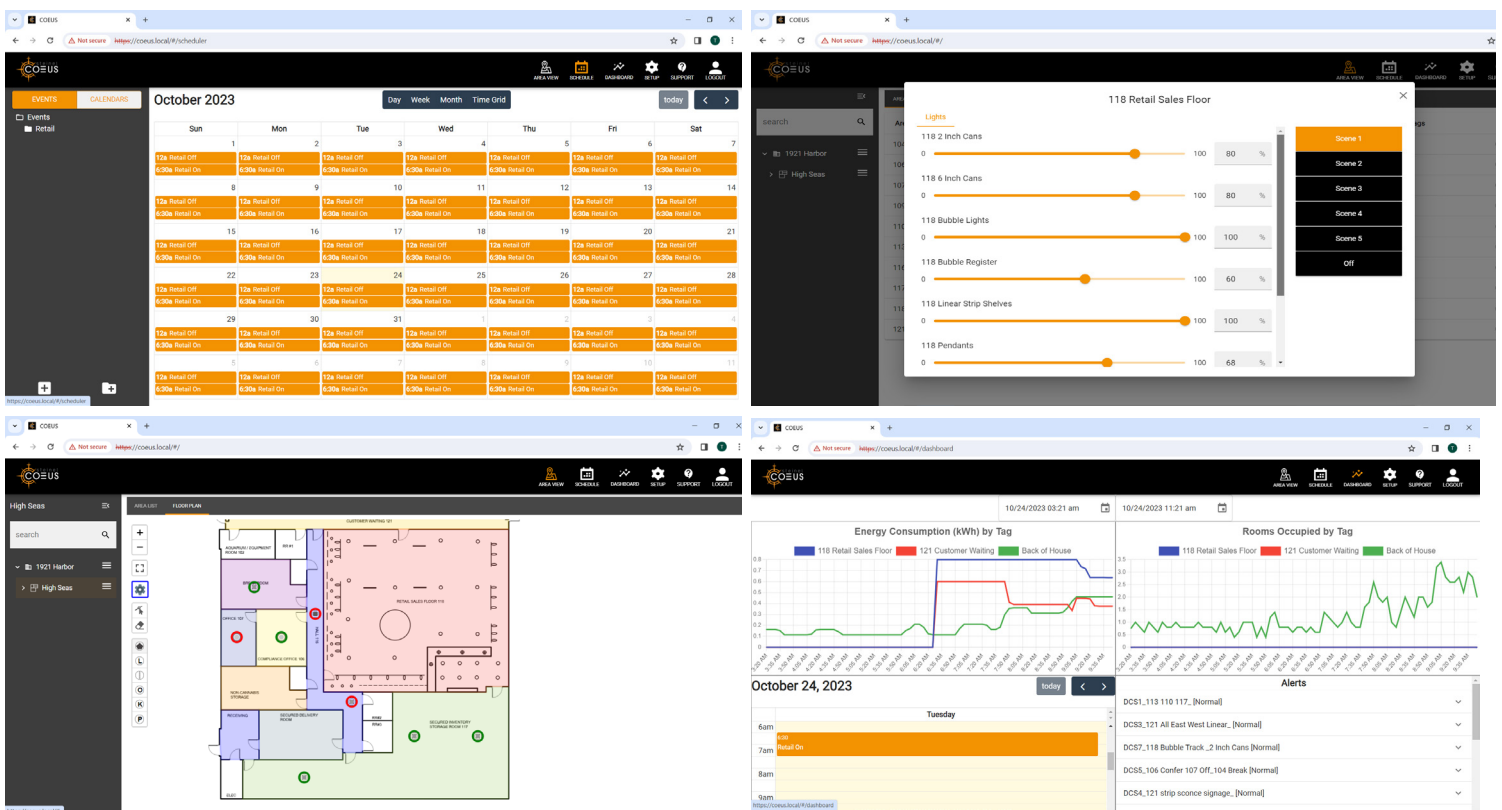
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*“Our goal in hiring Steinel was to automate our store lighting and alleviate the headache of managing multiple light switches and dimmers around the building. Steinel was extremely easy to work with and incredibly efficient in getting our store set up and the lighting programed within a day or two. Our experience has been fantastic and we would love to work with them again on future projects.”*

Zachary Bluvelt  
General Manager  
High Seas



#### Key Benefits:

- Code Compliance and Certification
- Automated Control and Early Activation
- Scene Control via Smartphone & Tablet

- Fish Tank Timing and Activity
- Trend Recognition and Traffic Analysis
- Operational Insights for Business Decisions
- Internal Efficiency and Staffing Needs

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