



# **bt** System Training Handbook

**Do More,  
Do It Better**

**AllianceOutdoorLighting.com  
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## How to Use this Handbook

This handbook is your sidekick throughout our seminar. Fill in the blanks with the important details as you dive into the material. It's not just a static document; consider it your practical guide for real-world installations. Use it wisely to ensure accuracy, reduce callbacks, and elevate the overall quality of your work. By consistently referring to this guide, you won't just boost your profits but also establish a reputation for excellence that brings in quality referrals. Let this handbook be your roadmap to long-term success in the field of bt systems installation.

## Contact Information

Before we dive into the seminar, take a moment to jot down my key information – name, phone number, and email address. I'm not just here to present; I'm here to support you on your journey. If you ever have questions or need assistance with your future installations, don't hesitate to reach out. Consider me your go-to resource for guidance and support. Let's ensure your success together!

✍ **Name of Presenter:** \_\_\_\_\_

✍ **Phone Number:** \_\_\_\_\_

✍ **Email Address:** \_\_\_\_\_

## Download the App, How-to Guide & Learn More

### Download ALLIANCE bt App

Scan the QR code or search "Alliance bt" in the app store.



### Download ALLIANCE bt System How-to Guide

Document with details about the bt System overview, ALLIANCE bt app instructions, and basic troubleshooting.



### Check Out the bt System Video Library

An extensive video library about the Alliance bt system.



## Key Capabilities and Benefits

✍ The term "bt" is for \_\_\_\_\_ control from a mobile device. This provides exclusive capabilities and advantages:

**Tunable White Color:** Adjust the CCT temperature with precision, ranging from a warm 2700K to a cool 4000K moonlight white. Customize effortlessly using preset options or the tunable white color wheel.

**RGB Color Control:** Change color with a touch of a button.

**Dimming:** Tune the ideal brightness to match the mood.

**Grouping:** Organize effects within the app.

**Retrofit Existing Systems:** Use the bt ALLY Drop-In Lamps to upgrade existing systems to Bluetooth®.

**Creating Secured Networks:** Create a dedicated network of fixtures to communicate with the bt app and block unwanted users from accessing the bt system.

**Scene / Theme Creation:** Create a scene with up to 3 colors and save for use in the future.

## Next Generation Lighting Homeowners Want

**Ambiance and Mood:** From vibrant and energetic for social events to a calm and relaxing ambiance for quiet evenings, the bt system brings the moment to light.

**Accent Landscape & Architecture:** Fine-tune lights to highlight plantings, structures, or outdoor living. Enhances the overall aesthetic appeal of the property.

**Seasonal, Event and Holiday Themes:** Change the color scheme of their outdoor lighting to match moods or events. Add a festive touch to the property. No lamps or colored lenses to change.

## Using Tunable White

### Fill in the blanks.

- \_\_\_\_\_  Cozy and welcoming warm light. Perfect in patios, decks and gardens.
- \_\_\_\_\_  Gentle hue of warm light. Enhances the natural beauty of a garden's greenery.
- \_\_\_\_\_  Emulate cool moonlight glow. Match security lighting.

## Using RGB Lighting

### Let your clients create the perfect ambiance for any mood or celebration. An upgrade they'll use and enjoy!

- Blend warm whites with a hint of color to fashion a tranquil or romantic scene.
- Infuse the property with vibrant saturated colors to set the stage for sports nights or lively pool parties.
- Display a festive spirit with pre-set holiday scenes.

## Dimming Techniques

### Tune to the ideal brightness to match the mood.

- Dim fixtures on walls, facades and other surfaces to manage hot spots and shadows. Tune lighting for seating areas for a subtler effect.
- Can help eliminate harsh light/dark cut-offs and scallops.
- Unleash maximum brightness to fully illuminate tall objects
- Adapt the brightness of fixtures as plants mature and grow.

## Grouping Techniques

### Organize bt fixtures based on zones and configure the appropriate color temperature and intensity.

- Cluster security lights and adjust them to 4000K at maximum brightness
- Organize ambient lights and configure them to a cozy 2700K
- Align the bt fixtures around the pool to mirror the color of the pool lights
- Create single fixture groups if desired
- Unlock advanced design features like theme creations by creating groups within secured networks in the bt app.

## Retrofit Existing Fixtures to Bluetooth® Control

### Upgrade existing systems to an ALLIANCE bt system.

- Rapid and efficient lamp swaps
- Choose from MR16, G4 and PAR36 options
- Integrate to the overall system
- The use of BTRE's are still required

## The **bt** System Features and Benefits Summary

### The best app-controlled, color changing lighting system available.

- A full suite of app-controlled effects
- Dozens of fixture options with onboard BT control
- Innovative, yet simple to use
- Expandable, modular system. Add new fixtures as needed
- No special transformer needed, retrofits to existing sites
- Create and share secured networks.

**Why Bluetooth® and not Wi-Fi?**

Bluetooth® mesh technology for outdoor lighting systems presents a myriad of advantages over Wi-Fi. Firstly, it eliminates the need to access the customer’s Wi-Fi, providing a hassle-free setup. The simplicity is paramount, with the app seamlessly guiding users through the process. Unlike Wi-Fi, the mesh network can extend across expansive properties by adding more range extenders. This not only avoids the limitations posed by the homeowner’s network but also eliminates bandwidth issues, ensuring a smooth and reliable performance.

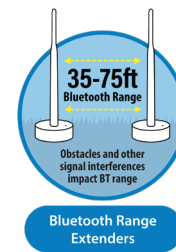
Additionally, the flexibility to create multiple secured networks directly from the app adds an extra layer of convenience without requiring any additional equipment. In essence, Bluetooth® mesh redefines outdoor lighting control by offering a user-friendly, robust, and adaptable solution.

In summary:

- No need to access the customer’s Wi-Fi.
- No complexity. The app guides you through it.
- Mesh network can extend across large properties. Just add more range extenders to expand the network. Wi-Fi is limited by the homeowner’s network.
- No bandwidth issues – no fighting for homeowners’ network capacity.
- Create multiple secured networks easily from the app without the need of any other equipment.
- All bt system components use Bluetooth® Mesh Technology, not Wi-Fi.
- Bluetooth® Mesh enables multiple devices to communication with each other.
- The ALLIANCE bt System does not require a complicated pairing process.

**Simplified Excellence: Cutting-Edge bt System with Minimal Components for Effortless Outdoor Lighting Control**

The BT system employs state-of-the-art technology to establish a streamlined system with minimal components. Apart from a dedicated transformer for power and scheduling, no special transformer is required. The technology is encapsulated within three key components: bt range extenders, bt fixtures, and the bt app. This concise setup ensures simplicity and efficiency in managing the bt system, offering a user-friendly experience for enhanced functionality.



**Bluetooth® Range Extenders: Required to carry the signal throughout the landscape**

- Necessary for wide area communication
- Stake mounted, indoor plugin and surface-mount options
- Indicator lights give a visual cue to confirm if range extenders are connected to a secured network



**ALLIANCE bt Fixtures: Have on-board module to produce dramatic effects**

- Wide variety available to fit every need
- Dynamically add fixtures to an existing bt network
- Drop-In lamps available to retrofit existing fixtures



**ALLIANCE bt App: The command center of the bt system, manages all set-up and control functions.**

- Available for iOS and Android devices
- Set-Up Configurations for fixtures groups and themes
- Remote control for on-off function
- Create secured networks, groups and fixture names

**Installation Requirements:** Follow these few simple steps and rules to produce reliable outcomes.

**PLAN YOUR INSTALLATION:**  
**Think about the homeowner's use of the system.**

Take a quick moment with your client to get key info, making sure you both are on the same page about what they want and where they want it. Turn your client's ideas into reality by focusing on getting the bt app functions they want. Avoid future headaches with connection or function issues by talking about expectations early on and making a solid Bluetooth® Mesh Network. The goal is to give them a great setup experience, cutting down on call-backs and making sure the homeowner stays happy in the long run.

**Point of Control:** The homeowner will often want to change the lights from inside the home. Be sure you plan for bt signal to reach their indoor spaces. *They will not want to walk around the yard to adjust fixtures.*

Often the best solution is to create a strong enough mesh network where connectivity can happen anywhere on the property.

**Ask About Effects and Use:** Help them set up scenes, dimming, and any other features they want to use as part of your installation.

**Explain the benefits and limitations of the Bluetooth® Mesh Network:** Outline the advantages and constraints of the Bluetooth® Mesh Network to provide your client with a comprehensive understanding. Assure them of the reliability of Bluetooth® Mesh as the optimal connectivity method for their lighting system. However, it's essential to manage expectations by communicating that remote access to the bt system beyond the site may not be feasible. Clarify that the bt system operates independently of Wi-Fi, emphasizing that its performance is not contingent on the strength of their Wi-Fi network. Establishing this clear understanding will foster realistic expectations and enhance overall satisfaction with the system.

### Building a Reliable Communication Network

**Understand Communication Distances:** Devices have limited signal ranges individually, the key is to create a strong network of devices connecting through range extenders

- **bt Range Extenders** are amplified capable of communicating between \_\_\_\_ to \_\_\_\_ feet in optimal conditions.
- **bt App** smart devices typically communicate between \_\_\_\_ to \_\_\_\_ feet in optimal conditions.
- **bt Fixtures** feature small antennas enabling communication between \_\_\_\_ to \_\_\_\_ feet in optimal conditions.

**All Sites Require Range Extenders:** Ensure an adequate number of range extenders for seamless communication across the entire property.

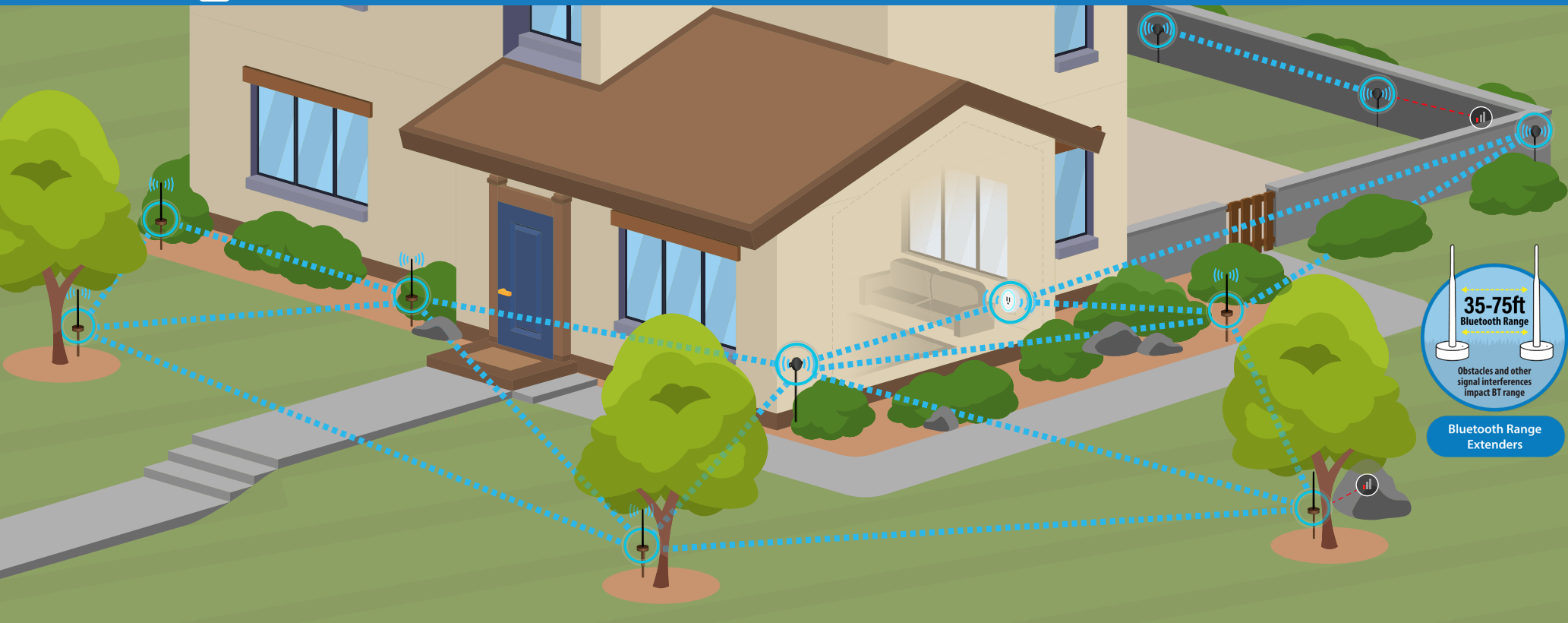
**bt Fixtures Require 10-14 Volts:** Using advanced technology beyond typical LED lamps requires a precise operating voltage window.

- Avoid overloading your wire runs by limiting the number of bt fixtures to a maximum of 8 on a single run of 16-2 wire.
- Verify voltage using a multimeter.

**No Special Transformer Needed:** The bt system functions autonomously from the transformer, with the transformer serving merely as a power supply.

- Use a low-voltage multi-tap magnetic transformer
- Ensure the transformer has enough capacity.
  - (15) bt fixtures on a 150 watt transformer
  - (30) bt fixtures on a 300 watt transformer
  - (60) bt fixtures on a 600 watt transformer

**bt Systems Work Best in Secured Networks:** Ensure the bt system is consistently placed within a secured network. Secured networks unlock advanced features such as sharing settings and theme creations, while also providing proper iconography and distinct signal identifiers.



### First Step is to Build a Reliable Bluetooth® Mesh Network

1. Place bt-RE's throughout the property
  - a. Start with one range extender in every corner of every section of the property (4 in the front yard, 4 in the back yard).
  - b. Use stake mounted bt-RE's in the ground and accompany them with RISER options to increase elevation.
  - c. Use surface mounted btre's near hardscape fixtures.
  - d. Use the plugin btre indoors near large windows and doorways.
2. Review placement to ensure you have triangles of communication for each range extender in place.
  - a. Consider the communication distance of 35-75 feet.
  - b. Create signal paths around natural obstructions such as large rocks, trees, and walls.

### BTRE Installations and Indicator Lights

- BTRE and BTRE-SM
  - Both BTRE and BTRE-SM include a 5-foot #16-2 wire for flexible connection points along wire runs.
  - The red indicator light indicates that the range extender is receiving power and operating within the default Alliance network.
  - A green indicator light signifies that the range extender is successfully connected to a secured network.
- BTRE-PLUGIN
  - Plugs into any 120v indoor outlet.
  - The red indicator ring indicates that the range extender is receiving power and operating within the default Alliance network.
  - A blue indicator ring signifies that the range extender is successfully connected to a secured network.



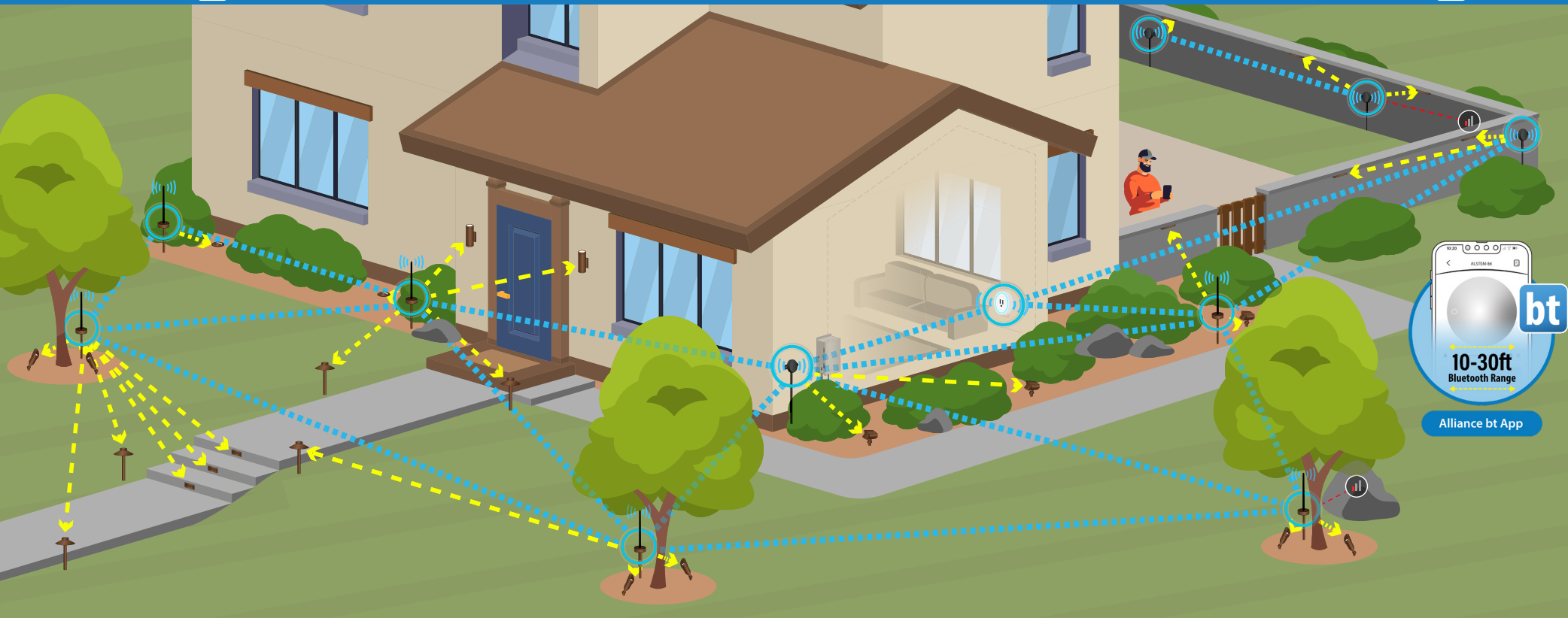
**With the property prepared for effective communication, you can now position bt fixtures within the communication triangles.**

1. Place the bt fixtures where they can communicate with the bt range extenders.
  - a. Every bt fixtures has a small antenna that relays signal with the bt ranger extenders.
    - Stake-mounted fixtures typically feature a small antenna near the knuckle that must remain exposed and clear of any obstruction. **DO NOT** bury, cut or hide.
    - Hardscape fixtures have an internal antenna that must be accompanied with a nearby range extender in order to communicate properly.
  - b. Consider the communication distance of 5-20 feet

### bt Fixture Installation Requirements

- bt Fixtures require 10-14 volts to communicate properly
  - Consistently check voltage with a multimeter at the connection points to ensure proper voltage
  - Limit your wire runs to ensure each fixture is receiving the proper voltage at every setting (full brightness, full color spectrum, etc).





### Create the secured network.

1. Refer to the secured network creation section of the bt How-to Guide (pg. 10) if needed.
2. Make sure the entire system responds to commands from the secured network.
3. Check range extenders to ensure they are displaying the correct indicator lights (green for outdoor range extenders, blue for indoor range extenders).

### Test the system from where the client will use it.

1. Navigate the bt app and evaluate the bt system's performance from the most frequently used areas.
2. Experiment with all the various settings to confirm that the system is functioning as intended.

### Check your work!

1. Does your install meet the expectations set forth with the client?
  - System can be controlled from the most common use areas.
  - Client's desired functions are achieved easily.
2. Does your install meet the requirements of the bt system?
  - The bt range extenders create a reliable communication network.
  - The bt system is in a secured network.
  - All bt fixtures are properly volted between 10-14 volts.
  - Exposed fixture antennas are clear of any obstructions.



**Avoid call backs.****Demonstrate and verify operation before leaving the property.****Ensure the client downloads the bt app.**

- Verify performance from within the home and from outdoor living areas using the homeowners device.
- Establish a secured network with the client.
  - Best practice is to use the client's preferred device when creating the secured network.
  - If you use your own device, it is imperative that you share the secured network with the client. Refer to the sharing secured networks of the bt how-to guide if needed.
  - Confirm that BTREs display the correct indicator lights.
- Educate the client on creating groups and names.
  - Best practice is to use the client's preferred device when creating groups and re-naming fixtures
  - If you use your own device, it is imperative that you share the settings with the client. Refer to the sharing setting section of the bt how-to guide if needed.
- Address any client questions about the bt app.
  - Providing detailed information to the client enhances the likelihood of a successful orientation, minimizing the need for future revisits to the job site.
- Remember to leave a copy of the **ALLIANCE bt How-to Guide** with the homeowner.
- Do not leave the property until your client is confident in using all desired functions with the bt app.

**Common issues are easily avoided.**

- Prevent issues of fixtures failing to communicate or connect by ensuring an ample number of properly installed range extenders within the correct secured network. In the event of a callback to the site, the initial troubleshooting step involves checking the indicator lights on the range extenders. Subsequently, resolving communication challenges with the system can often be achieved by strategically adding more range extenders in problematic areas.
- When bt fixtures are not appearing in the BT app, the typical issue is that the client is connected to the wrong secured network. This can often be resolved by ensuring that all fixtures are on the same network and providing clear instructions to the client on how to access that secured network. If troubleshooting on-site, performing a BT reset and recreating a secured network can effectively solve this issue.
- When the client does not know how to perform all of the functions of the bt app, you can guarantee they will be calling you for help. Educating the client on all the functions of the app and focusing on their most intended uses is the only way to avoid this call back. If they perform the functions with a pro like yourself, they will see it is intuitive and easy. It won't take but a couple of minutes to make them confident – and get them having fun with their new lights.

## Job Information Log

**Keep a Record! Having information to refer to if the client calls back will be very useful in helping you troubleshoot any problems.**

Client Name: \_\_\_\_\_

Property Address: \_\_\_\_\_

Number of Range Extenders Installed: \_\_\_\_\_

Number of Fixtures Installed: \_\_\_\_\_

Name of Secured Network: \_\_\_\_\_

Homeowner Orientation Successful?: \_\_\_\_\_

Notes: \_\_\_\_\_

\_\_\_\_\_

Client Name: \_\_\_\_\_

Property Address: \_\_\_\_\_

Number of Range Extenders Installed: \_\_\_\_\_

Number of Fixtures Installed: \_\_\_\_\_

Name of Secured Network: \_\_\_\_\_

Homeowner Orientation Successful?: \_\_\_\_\_

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Number of Fixtures Installed: \_\_\_\_\_

Name of Secured Network: \_\_\_\_\_

Homeowner Orientation Successful?: \_\_\_\_\_

Notes: \_\_\_\_\_

\_\_\_\_\_

# ALLIANCE

OUTDOOR LIGHTING



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