



GROUP INNOVATION PROJECT

Summer 2021

AGENDA

- Project Overview
- Key Considerations
- Criteria for Evaluation
- Access and Resources
- Expectations
- Groups





Your group is a team of commercial lighting designers and installers. Your objective is to select and enhance a commercial space using Ketra products

Project Overview


This exercise will require you to...

- Outfit your chosen space with a Ketra / Lutron solution
- Determine pricing for your intended customer
- Prepare a presentation to articulate your solution
- Provide key cost and project execution details for your customer





Key Considerations

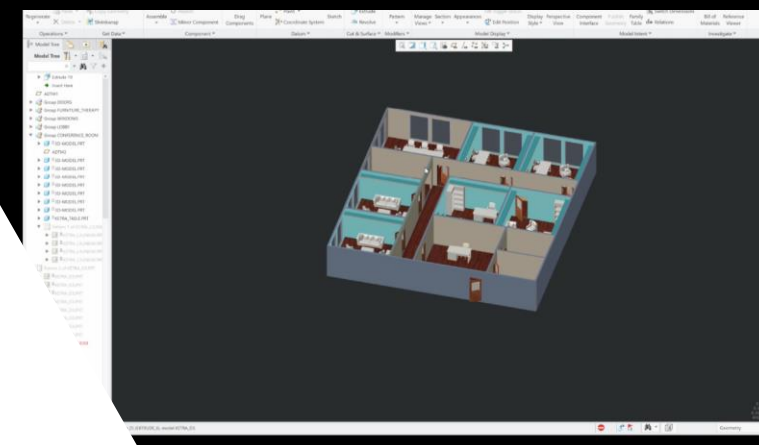
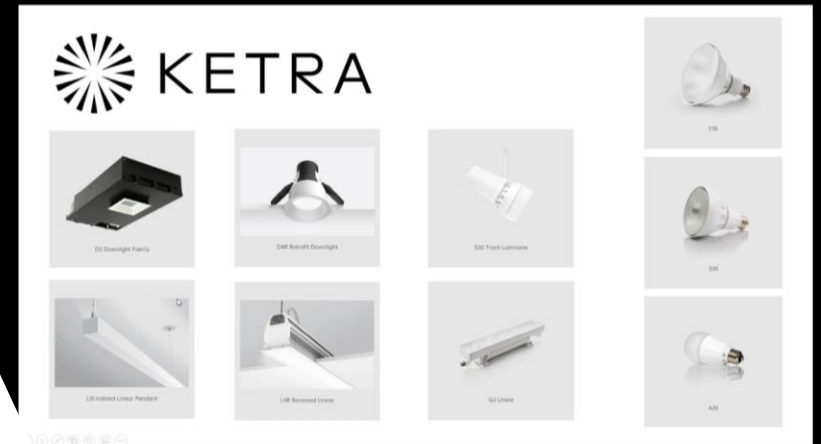
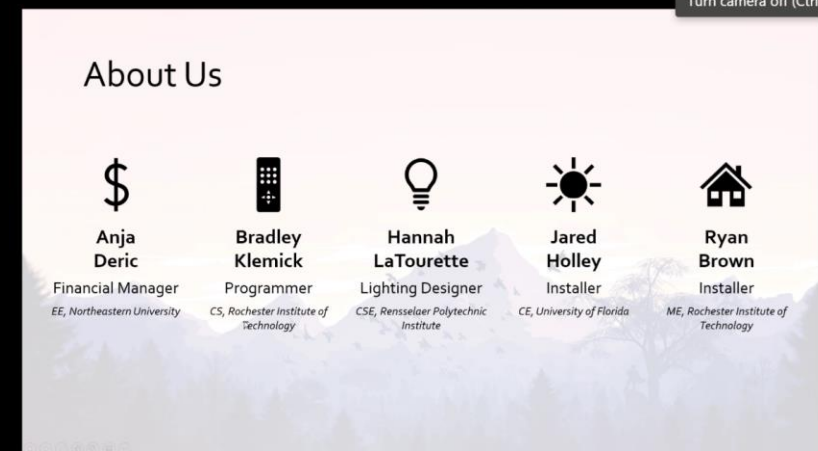
- You are a team of Ketra certified installers / resellers, what does that mean?
 - Who is your customer? What do they care about?
 - How will you define the pricing of the Ketra solution? *Consider product cost and cost of labor*
 - How will you determine cost of labor?
 - How will you present your solution to your customer? *Get creative!*
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Criteria for Evaluation

1. Content

2. Teamwork

3. Creativity



Access and Resources

Lutron Team Access

- Ketra product training
- Access to a technical expert
- Access to an assigned domain expert
- Recruiting Support

Key Resources

- Rhodes Baker – Technical Expert
- Sandhya Sriram and Liam Haining
- Courteney Cox – Recruiting Team Support



Expectations

- Nine groups – mixed offices and disciplines
- Approximately ten percent of your time per week
- Independent group meetings and bi-weekly check ins with technical experts



Evaluations

Mock Presentation

- Full dry run of group's project and proposal to the "intended customer"
- Evaluation complete by members of Lutron's Talent Acquisition Team and Services team
- Opportunity for feedback and practice

Final Presentation

- Full presentation of group's project and proposal to the "intended customer"
- Evaluation completed by Lutron hiring managers
- Opportunity for greater exposure and evaluation outside of technical domain

QUESTIONS?

Sandhya Sriram

Group 1		
Name	Discipline	Office
Amelia Eshraghi	Electrical	CB
Mantej Singh	App SW	AUS
Lucas Katayama	Embedded	PEN
Margaret Quirk	Supply Chain	CB
Lucas Buermeyer	Mechanical	BOS

Group 4		
Name	Discipline	Office
Andres Orta	Mechanical	FLEN
Derek Lee	App SW	PEN
Chunshan Liu	Data Science	PEN
Enna McBride	Electrical	CB
Ethan Iatesta	Mechanical	CB

Group 7		
Name	Discipline	Office
Amogh Pandey	Electrical	AUS
Colin Cramer	Embedded	CB
Jack Brzozowski	Electrical	FLEN
Ethan Knode	App SW	CB
Devon Kolumber	Mechanical	CB
Jatziry Teran	MFG	AUS

Liam Haining

Group 2		
Name	Discipline	Office
Thomas Butler	Mechanical	CB
Madison Staiman	Supply Chain	CB
Thomas Wagoner	Embedded	FL
Alex Ge	Electrical	AUS
Aziza Louri	UX	CB
Mara Trapani	HR	CB

Group 5		
Name	Discipline	Office
Kyser Lim	Embedded	AUS
Hannah Fabian	App SW	PEN
Konstantinos Gkatzonis	App SW	PEN
Rashawn Allen	Electrical	CB
Daniel Munson	Mechanical	CB

Group 8		
Name	Discipline	Office
Seema Kamath	Mechanical	CB
Troy Tomasch	App SW	PEN
Chris Leonard	Embedded	CB
Mit Mehta	Electrical	AUS
Claire Zhang	Mechanical	AUS
Tyler Harper	App SW	CB

Courteney Cox

Group 3		
Name	Discipline	Office
Victoria Zang	Data Science	PEN
Oleksii Fedorenko	App SW	AUS
Ryan Rosenberger	Electrical	BOS
Ethan Husted	MFG	CB
Demetre Serrano	Supply Chain	CB
Zach Hibshman	Mechanical	AUS

Group 6		
Name	Discipline	Office
Anthony Mansur	Embedded	BOS
Grace Zhang	Embedded	AUS
Shashwat Shekar	App SW	CB
Mark Massi	Electrical	CB
Abigail Suarez	IT	CB
Chris Hong	Mechanical	AUS

Group 9		
Name	Discipline	Office
Katie Olsen	Sales	CB
Cole Strange	CPS	CB
Scott Wade	MFG	CB
Nick Tomkin	Electrical	CB
Devin Bernstein	Sales	CB

Now What?

1. Find your team and decide when works to meet!
2. Determine your group name
3. Lock in your commercial space