



2018 INDIAN CONNECTED LED LIGHTING COMPANY OF THE YEAR AWARD

Who is Frost & Sullivan?

Frost & Sullivan is a leading global strategy consulting company, headquartered in the US. Established in 1961, in New York City, the company today has 40+ offices across the globe. It has seven offices in India (Bangalore, Chennai, Kolkata, Mumbai, New Delhi, Pune and Gurgaon), three offices in the Middle East (Dubai, Bahrain and Riyadh) and one in Nepal.

The company has a domain knowledge approach to strategy consulting and has been working closely with multiple family run businesses/corporate groups, governments and the public sector in India, the KSA, and the GCC to develop their long-term strategy and identify specific areas of business opportunity.

About the 2018 Frost & Sullivan Best Practices Awards:

Frost & Sullivan Awards recognise companies across regional and global markets for outstanding achievement and performance in superior leadership, technological innovation, customer service, strategic product development, etc.

Why Wipro Lighting?

Since its inception, Wipro Lighting has been associated with product innovations and unique lighting concepts and ideas. Right from highly efficient LED luminaires and lighting management systems to lighting for green buildings, the company has been at the forefront in providing connected and smart solutions. Wipro Lighting has LED product offerings across a range of application areas, including modern workspaces, industries, retail, healthcare, pharmaceutical firms, roadways, and landscapes.

Internet of Lighting (IoL) is the company's step in the direction of offering its customers best-in-class solutions in lighting and beyond. It is this platform on which lighting and technology converge which is widely recognised as connected Lighting in the market. Wipro Lighting has been providing its applications and solutions for smart homes, smart buildings, and smart cities under the brand identity of IoL.





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Wipro Lighting provides the best-in-class lighting technology with highly efficient LEDs. Its drivers are specially designed for Indian power conditions with manufacturing processes that ensure full safety. In addition, with the changing trends, Wipro also manufactures Internet of Things (IoT)-enabled connected lighting solutions, thereby playing an important part in the smart cities projects across the nation.

Wipro Lighting's alliances with international technology companies have made its offerings a major differentiator and have evoked revolution in work lives. The company collaborated with Cisco for Power over Ethernet (PoE)-based lighting solutions and human-centric lighting solutions for new-age workspaces, enabling improvement in workspace productivity and enhanced employee well-being. Wipro has partnered with pureLiFi, Scotland, which delivers high speed and secure data transmission through LED luminaires.

Wipro Lighting has 19 offices and 350 dealers across the country. Wipro operates both in business-to-business (B2B) and business-to-consumer (B2C) spaces, and reaches prospective customers through dedicated channel partners. The company has a manufacturing plant at Waluj, Aurangabad, with 120,000 sq.ft. built-up area spread across an 18-acre campus.

Through a comparative evaluation of Wipro Lighting's focus on business growth, product portfolio for maximization, geographical coverage and penetration, and customer value proposition against its peers, Frost & Sullivan recognises Wipro Lighting with the 2018 Indian Connected LED Lighting Company of the Year Award.

Research Methodology

An eminent jury deliberated on structured data and a research backed presentation / recommendations by our Senior Industry Experts. Frost & Sullivan's Industry Experts track markets and companies by holding detailed interactions with industry experts, market participants, end-users, other stakeholders / value chain players and extensive research of proprietary data, to compile the Jury Evaluation Matrix. Evaluation by the jury ultimately results in the final Awardee, from among the nominees.



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Key Benchmarking Criteria

In addition to the above methodology, specific benchmarks are considered to ascertain the final ranking in the industry. The company that excels in one or more of the following criteria is declared as the winner:

- Business Growth
- Product Portfolio for Maximization
- Geographical Coverage and Penetration
- Customer Value Proposition
- Responsible Growth/CSR

How can Wipro Lighting Work for you?

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