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SALES LEADS Q/A FORM

| General Questions | | |
|---|----------|-------|
| Questions | Response | Notes |
| Name of client | | |
| Location of project | | |
| Agency of record and/or salesman | | |
| Contact name for client | | |
| Note where closest buildings are | | |
| What type of Gateway is required (cellular or Ethernet) | | |
| Note potential obstructions with architecture & landscape | | |
| Budget | | |
| Public Roadway jurisdiction - state, local, federal | | |
| Street address or intersections for Google maps | | |
| Will there be phasing | | |
| Is there an EPA/windload requirement/salt air | | |
| Is there a cad drawing of the site available | | |
| Is photometrics analysis required | | |
| Is there an energy conservation requirement | | |
| Is there a payback economic model required | | |
| Does the client need financing | | |
| Please take photos of the site and surroundings | | |

| Retrofit Questions - Installations that require heads on existing poles | | |
|---|----------|-------|
| Questions | Response | Notes |
| What luminaire style is preferred | | |
| What luminaire/wattage is existing | | |
| What lamp source will we be replacing | | |
| Is this a test site | | |
| What is the existing pole height | | |
| What is the pole type/spec | | |
| What is the fitter size | | |
| Quantity of lights required | | |
| What is the existing voltage | | |
| How are the lights currently controlled | | |
| Retrofit head options: | | |
| Is Audio/paging required | | |
| Are Indicator lights required | | |
| Will this project benefit from after hours dimming control | | |
| Feature options that require modification to existing poles: | | |
| Are Digital Banners required & how many | | |
| Will ad revenue from digital banners be a benefit | | |
| Will way finding from digital banners be a benefit | | |
| Are Blue light emergency buttons*** required & how many | | |
| Is there a benefit to counting people | | |
| Is there a need to surveil the area for crowd control | | |
| Is there currently a command center in use that needs to be considered | | |
| Optional Environmental sensors for existing poles: | | |
| Are Water sensors* required | | |
| Are earthquake/vibration sensors* required | | |
| Are Air quality sensors* required | | |
| Are Chem/Bio detectors sensors* required | | |
| Are Water saturation sensors for landscape watering required | | |
| Is Gunshot detection** required | | |

New Installation Questions - Installations that require both heads and poles

| Questions | Response | Notes |
|---|----------|-------|
| What luminaire style is preferred | | |
| Pole type and material type, brackets | | |
| Is there a design firm involved | | |
| Is there a layout available | | |
| What is the existing voltage | | |
| What luminaires were previously selected w/ wattage | | |
| Quantity of anticipated lights/poles/bracket arms | | |
| Is Audio/paging required | | |
| Are Indicator lights required | | |
| Will this project benefit from after hours dimming control | | |
| Bolt template if replacing existing pole locations | | |
| Optional Features for poles: | | |
| Digital Banners and Street Signs | | |
| Blue Light Emergency Buttons*** | | |
| Switched Receptacle | | |
| Flood lights and/or color changing ability | | |
| Will ad revenue from digital banners be a benefit | | |
| Will way finding from digital banners be a benefit | | |
| Image sensors/cameras will be available by early spring*** | | |
| Pan/Tilt/Zoom cameras available only through a third party*** | | |
| Is there a benefit to counting people | | |
| Is there a need to surveil the area for crowd control | | |
| Is there currently a command center in use | | |
| Optional Environmental sensors: | | |
| Are Water sensors* required | | |
| Are Earthquake/vibration sensors* required | | |
| Are Air quality sensors* required | | |
| Are Chem/Bio detectors sensors* required | | |
| Are Water saturation sensors for landscape watering required | | |
| Are Gunshot detection** required | | |

NOTES:

- * Consult factory and/or Intellistreets for availability
- ** Feature in testing/consult factory
- *** This feature requires meetings with the client