
Date: April 6, 2020

To: C&I Agency Principals

Subject: Acuity Brands: Lighting Solutions for COVID-19 Alternate Care Sites

Acuity Brands is fully committed to developing and deploying scalable lighting solutions to meet the needs of healthcare professionals across the country. As you are aware, the U.S. Army Corps of Engineers (USACE) and FEMA have been converting public spaces and hotels to Acute and Non-Acute Care facilities across the country. These spaces are officially called Alternate Care Sites (ACS), and the lighting requirements are posted at www.usace.army.mil/Coronavirus/Alternate-Care-Sites/.

The following are the solutions recommended by Acuity Brands with links to each document:

[Lighting Solutions - Alternate Care Sites](#)
[ACS Exam Light Calcs IBE](#)
[ACS Hotel Exam Option Calcs SB4](#)
[ACS Task Light Calcs OVFL](#)
[CALs PHLS Info Sheet](#)

1. Acuity Brands Recommended Luminaire Schedule is based on Army Corps of Engineers specifications that are published as of March 31, 2020:
 - a. This list was developed to meet the ACS specifications, to be cost effective and to be backed by robust supply chain capabilities. We are mobilizing to supply large quantities of the recommended units quickly and nationwide. Obviously you may use other fixtures based on availability and "on the ground conditions," but you should check with local buyers to determine if specified LUX requirements are essential or not.
 - b. USACE (U.S. Army Corps of Engineers) is calling for 90CRI. Current 90CRI finished good and component inventory is insufficient to supply the projected quantity of fixtures that meet stated LUX levels and 90CRI. Furthermore, IESNA RP-29-06 for Healthcare recommends 90CRI for surgery suites only. **YOU NEED TO COMMUNICATE TO CUSTOMERS, THAT BASED ON LEAD TIME, WE ARE SUPPLYING 80CRI AND RECEIVE SPEC SHEET APPROVAL FROM THE CONTRACTOR.** In the meantime, Acuity Brands is engaging with the Corps of Engineers to have them remove 90CRI as a written requirement. We will keep you posted on this front.
2. Point-by-point calculations provided for the recommended exam and task light options:
 - a. Note the requirements for lighting and control-by-space type (shown in our recommended list), and keep in mind possible mounting and wiring strategies when not using the Portable Healthcare Lighting Stand. Please note that as of this writing, USACE has offered no guidance on a Night Light – only that one must be present in certain space types. Our proposed Night Light is integral to the Portable Stand only, so use your best judgement to select the appropriate solution.
 - b. USACE has stated that specification sheets will function as the submittal docs. The attached calculations are for your reference (they are not mandated for submission by USACE). You can supply as needed. We performed the calculations internally based on bed/cot height specifications of 18" AFF, and a patient-to-fixture lens height of 50-64".

3. A portable lighting stand that we developed will allow for the ACS requirements to be met with a minimal amount of field labor and structural modifications to the privacy curtain walls in arenas or ceilings in hotels. Refer to the included specification sheet for the Portable Health Care Light Stand. This unit comes prewired with the IBE exam light, OVFL Task Light, Night Light, GFCI receptacle, switch and dimmer. Key selling points are as follows:
 - a. Ships complete
 - b. Tool-less assembly in 90 seconds
 - c. Minimal packaging reduces waste management
 - d. Perfect solution for arena/convention center facilities where there is no existing infrastructure for placing overhead exam lights, task lights, night lights
 - e. Ideal for hotel rooms: minimizes structural modifications in rooms (less labor on front-end, less labor on back-end for repairs to drywall)
 - f. Portable Lighting Stand is priced as a high-value solution that reduces labor and accelerates construction with minimal disruption to spaces and people. As such, our system pricing is fixed, and no additions or deductions will be allowed.
 - g. Supply chain and manufacturing capacity is still being determined; we will update as soon as details are available, but initially looking at a capacity of >1000 per week.

Acuity Brands will prioritize our manufacturing efforts around COVID-related projects. As a vital partner of ours, we need your assistance with forecasting demand. Please enter all COVID related quotes into Agile and use the following format: COVID [PROJECT NAME]. Make sure the project name matches the 'Job Name' field in Agile. This will greatly assist us in our demand-response planning efforts.

Thank you,



John Mabbott
SVP, C&I Sales