

# Case Study: TRiALED GmbH

After Enlighted's Closure: Why This German Manufacturer Chose Autani



## COMPANY

TRiALED GmbH

## LOCATIONS

Sales Office: Ratingen, Germany

Factory: Delitzsch (Leipzig), Germany

## PROJECT SCOPE

107 Sensors | 2 Managers

## TIMELINE

1.5 weeks total (3.5 days active installation work)

## WHAT WAS PRESERVED

- All LED fixtures
- Complete CAT5 wiring infrastructure
- Facility layout and fixture mounting

## WHAT WAS UPGRADED

- Controllers: Enlighted → Autani PPA103.B1
- Sensors: Enlighted → Autani EFS106-W.C1 & IFS108E.B1
- Backbone: Enlighted → Autani Manager + RTR + CR05

## THE CHALLENGE

### Enlighted's Closure: System Without Support

When Enlighted ceased operations in 2025, TRiALED Managing Partner Markus Wix faced a familiar challenge: a functioning lighting control system with no manufacturer backing. For a "Made in Germany" manufacturer that prides itself on quality and long-term customer support, operating with an orphaned control system was unacceptable.

No software updates.

No technical support.

*"When we received the news that the Siemens Group had decided to close its subsidiary Enlighted, the level of frustration was very high. It was a decision that we found completely incomprehensible. By deciding to switch to Autani, we made absolutely the right decision. The sensor technology is better, more reliable, and more advanced."*

— Markus Wix, Managing Partner, TRiALED GmbH

# THE SOLUTION

## Faster, Smoother Implementation

TRiALED partnered with Autani to convert lighting controls at both their Ratingen sales office and Delitzsch (Leipzig) factory—preserving infrastructure while upgrading to a fully supported platform. Markus recognized he was working with a team that brought deep expertise and could execute the conversion efficiently.

## The Conversion Approach

### What TRiALED Preserved:

- All LED fixtures at both locations
- Complete CAT5 wiring infrastructure
- Facility layout and fixture mounting

### What TRiALED Upgraded:

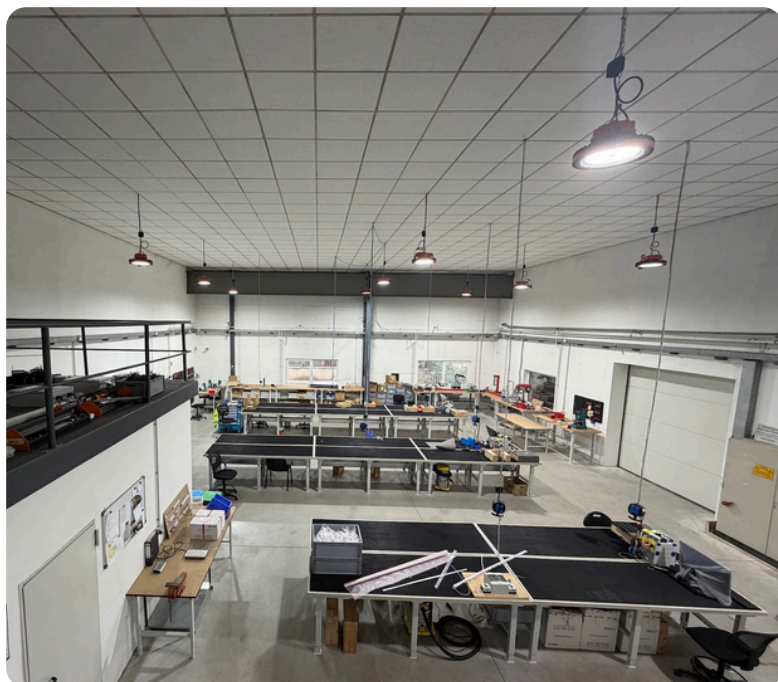
- Controllers: Enlighted CU3/CU4 → Autani PPA103.B1
- Sensors: Enlighted SU5E → Autani EFS106-W.C1 & IFS108E.B1
- Backbone: Enlighted EM/GW → Autani Manager + RTR + CR05

## Implementation Timeline

Phase	Duration	Activities
Assessment & Planning	3 hours	Site survey, design, ordering
Installation	3 days	Component replacement, rewiring, testing
Commissioning	2 hours	Programming, optimization, training

*“The contrast was remarkable. Enlighted commissioning was complex and time-consuming. With Autani, our team configured zones and schedules in a fraction of the time. The interface is intuitive, the system responds immediately—we didn’t need constant documentation reference.”*

— Jan Schreiber, Production Manager



TRiALED Factory, Delitzsch (Leipzig)

## THE RESULTS

### Measurable Results and Long-Term Confidence

TRiALED's facilities team is unequivocal about the outcome: they are very happy with their Autani system. The conversion delivered immediate operational improvements while establishing long-term confidence in their building automation infrastructure. Most notably, the Autani commissioning process proved significantly faster and more intuitive than their previous Enlighted experience—a critical advantage that reduced project timeline and simplified ongoing system management.

### Key Benefits Achieved:

- **75%+ energy savings** compared to LED without controls\*
- **12.5% additional savings** compared to previous Enlighted system\*
- **Under €15,000 total investment** — fixtures and wiring preserved
- **2-hour commissioning** vs. significantly longer with Enlighted
- **Active manufacturer support** with ongoing software updates

*\*Energy savings based on TRiALED facility data. Actual results may vary by facility.*

Beyond the technical improvements, TRiALED gained something equally valuable: confidence. After experiencing the uncertainty of an unsupported system, having a manufacturer partnership they can rely on for the long term matters as much as the technology itself.

*"We're extremely satisfied. The system performs reliably, management is straightforward, and we have a manufacturer standing behind their product. After losing Enlighted support, that confidence matters as much as the technology."*

— Markus Wix, Managing Partner, TRiALED GmbH



### About TRiALED GmbH

TRiALED develops and manufactures high-quality LED products for commercial and industrial applications at their certified Delitzsch facility. As Autani's partner in Europe, TRiALED provides comprehensive lighting solutions including professional design, Autani system integration, and long-term support.

**Headquarters:** Ratingen, Germany | **Website:** [www.trialed.de](http://www.trialed.de)

### Ready to Convert Your Enlighted System?

Contact Autani Today



#### North America:

Autani LLC  
+1 443-320-2233  
[support@autani.com](mailto:support@autani.com)  
[www.autani.com](http://www.autani.com)

#### Europe:

Building Robotics Europe GmbH & Co.KG  
+49 (0)203 509 497-00  
[info@trialed.de](mailto:info@trialed.de)  
[www.trialed.de](http://www.trialed.de)