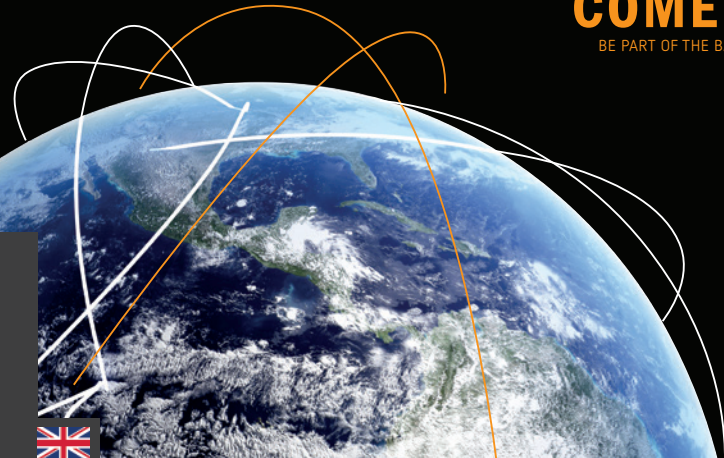




THE SKY IS THE LIMIT

COME ON BOARD!

BE PART OF THE BARTENBACH PROFESSIONAL NETWORK





As one of the leading global manufacturer-independent lighting design offices we have spent over 40 years planning and implementing high-quality lighting systems in the premium segment. With over 90 employees in the sectors of lighting design, lighting solutions, research & development and academy, we offer private and institutional customers an individual and professional lighting design or complete lighting solution.

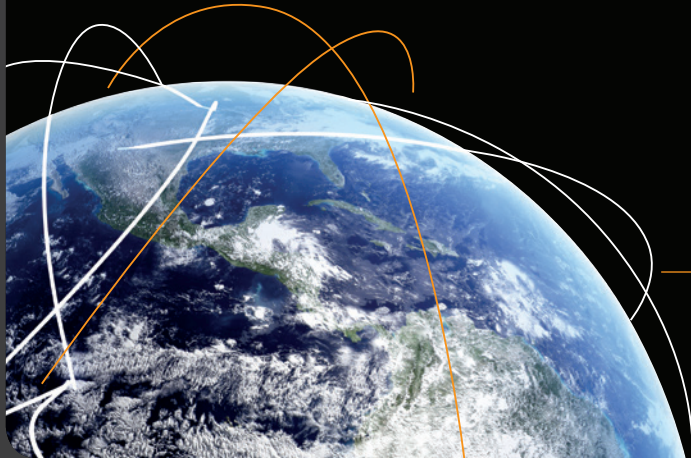
Moreover we rank as one of the most innovative development service providers for excellent daylight and artificial light components. With our very own research department we are working as part of an international network on the latest and future-oriented topics to do with the medium of light and its positive effect on people.

WE LIVE LIGHT

OUR PHILOSOPHY

„Not from the luminaire to the overall ambience but from the desired effect to the lighting concept using the findings in perception psychology. And then applying physics and photometry to arrive at the optimal luminaire type respectively lighting system.“

Prof. Dr. h.c. Ing. Christian Bartenbach



OUR VISION

We would like to share our knowledge and understanding of the perfect lighting and high-quality lighting systems in future with many like-minded people. We want to boost Bartenbach's market presence among customers and increase appreciation for light.

We are looking for autonomous, motivated partners for this proposition, with whom we can forge new paths. Our partners will represent the Bartenbach brand in cities around the world.

INNOVATE LIGHTING IN EVERY LARGE CITY IN THE WORLD!

OUR CUSTOMERS

ARE AT THE CENTRE OF EVERYTHING WE DO

Our customers include architects, general planners, project developers and owners who have high demands of light and its effect on people and architecture.

Since our company was founded we have already implemented **over 10,000 projects** worldwide.



OUR CUSTOMERS APPRECIATE US FOR:

Our 40 years' of expertise in lighting design

Our holistic approach to daylight and artificial lighting

Our knowledge of the visual and biological impact of light on people

Our understanding of the spatial effect and architectural impact of the interplay between light and material

Highest level of solution expertise due to our development and research activities

Our expertise in complete lighting solutions: for us this means planning and implementation by a single source

Development and review of our concepts by way of model studies in our artificial sky

Openness to individual and tailor-made solutions

The performance of over 90 competent and experienced members of our staff in the areas of architecture, lighting design, design, physics, mathematics, engineering, model construction, electrical engineering and psychology

Reliability, honesty, flexibility, creativity, expertise, durability and much more

And in future: our global network of partners and our worlds of light in cities around the world

BARTENBACH DIVISIONS



LIGHTING DESIGN

LIGHTING SOLUTIONS

RESEARCH & DEVELOPMENT

ACADEMY

UNIQUE EXPERTISE
FROM A SINGLE SOURCE

Daylight and artificial lighting planning
Design competition consultancy
Modelling & simulation
Material and colour consulting

Complete lighting solutions – from conception
to the implementation of a lighting system
– all from a single source
High quality solutions, uncomplicated
and cost-effective
Neutral and not industry-driven
Lighting control and service

Research into the effects of light
Product development for daylight & artificial light
Case studies
Energy analyses
Optical design
Photometric measurements and appraisals

University symposiums
Seminars and workshops
World of light



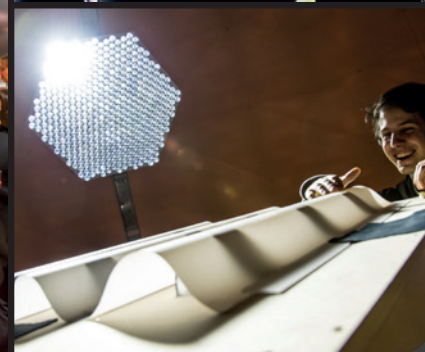
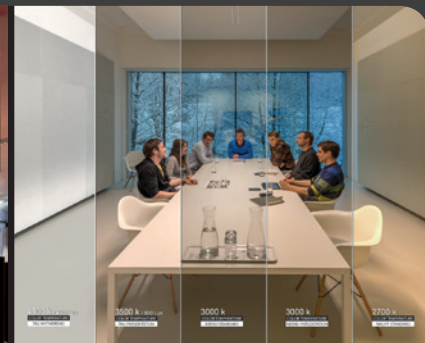
WORLD OF LIGHT

Light is an abstract medium. Anyone interested in having a better understanding needs to be able to experience light and its effects. That's why we have created a platform which allows you to experience light and makes lighting knowledge more tangible. Here and in the future Bartenbach worlds of light customers can immerse themselves in our way of thinking. We give an insight into our research and clearly demonstrate the effects of light on people. We show the harmony between light, material and surfaces.

In 1:1 rooms visitors can discover the way light changes the rooms as well as the biological effects of light. New and innovative applications offer an insight into trendsetting product and project solutions.

As an autonomous partner, you would help to establish these worlds of light in cities of the world and inspire people with the effects of the facets of light.

EXPERIENCE LIGHT



BARTENBACH
WORLD OF LIGHT



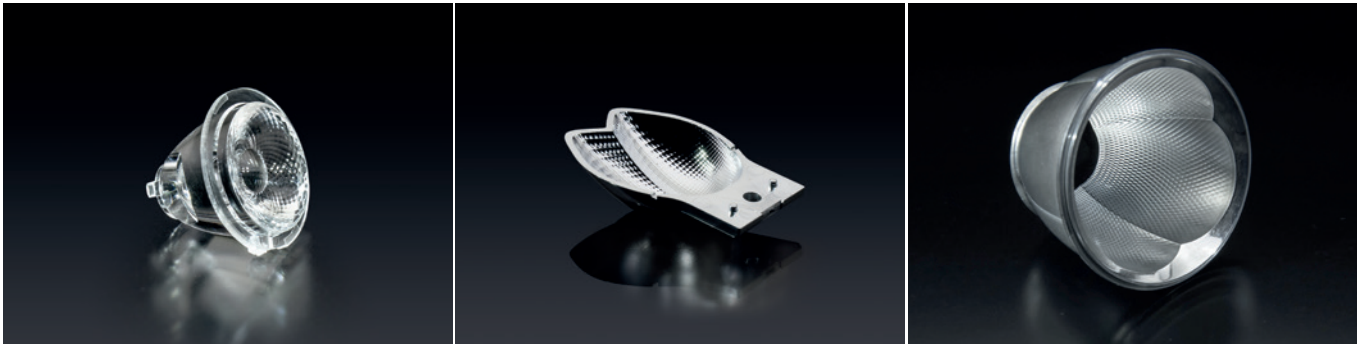
LIGHT TOOLS



INNOVATIVE APPLICATIONS

A professional product implementation is of course necessary for a perfect lighting system. That is why we have spent years developing exceptional light tools and components which are standardised by independent companies and manufactured for our projects.

We manufacture specialised tailored solutions which are not available on the market in our lighting fixtures factory. These tailor-made products are used in our lighting solutions projects.



OUR BUSINESS MODEL

We are continually developing LED technology as well as control and sensor technology and we can now offer unimagined possibilities. But also the knowledge which is necessary for the use of these technologies is becoming increasingly extensive. Planning projects and their implementation are therefore becoming ever more complex. That is why it is necessary to provide a holistic service to customers and projects.

For these reasons we also offer comprehensive “lighting solutions” in addition to our traditional planning services of lighting design. We **individually** tailor our services to the type of project and customer requirements.

It is important to us that we develop our concepts independently of the products and manufacturers in both business models.

FLEXIBLE SOLUTIONS FOR INDIVIDUAL CUSTOMER REQUIREMENTS

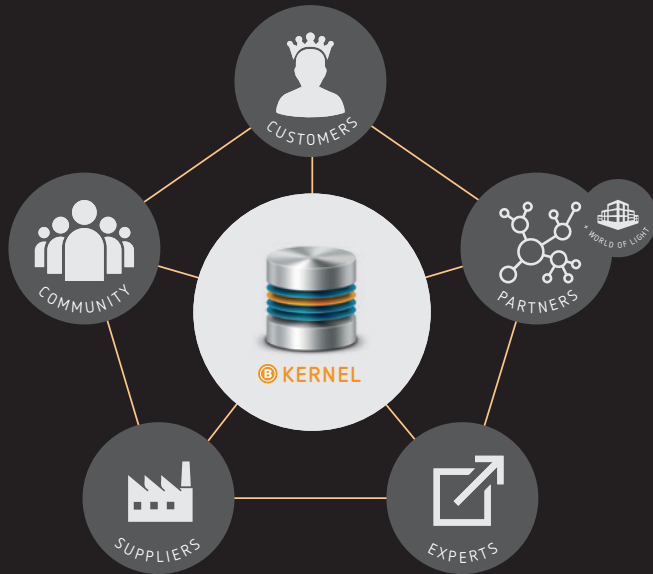
LIGHTING DESIGN

Manufacturer & product-neutral lighting design service for all phases, from planning to project supervision and acceptance

LIGHTING SOLUTIONS

Complete lighting solutions from the planning to the implementation of a lighting system – all from a single source
Customers have just one point of contact who can guarantee them an exquisite result

BECOME A PART OF US



The central element of our partnership model is the pioneering system platform “Kernel” together with the company’s own academy and professional IT and system tools.

The Kernel contains all of Bartenbach’s knowledge and expertise from research and development. You will receive access to the following services and platforms via a connection to the Kernel.

OUR PROMISE TO YOU

YOUR BENEFITS:

THE BARTENBACH BRAND: Competitive advantages in acquiring customers and staff due to our brand strength

APPLICATION MANUAL: in accordance with the Bartenbach philosophy, it serves as the basis for excellent planning of high-quality lighting solutions, with practical examples from projects which have already been implemented

WELL THOUGHT OUT PLANNING PROCESS: A standard planning process, tried and tested over many years and constantly refined, ensures quality and group-wide project handling.

PRODUCT POOL: contains Bartenbach's quality criteria for lighting and systems on the market

EXPERT NETWORK: we have a network of experts who support us in complex issues outside our discipline.

PROFESSIONAL IT AND SYSTEM TOOLS: digital Support, work tools and procedural standards for efficient project management and processing

ATTRACTIVE MARKETING SOLUTIONS: high-quality print and online tools for targeted communication

KNOWLEDGE: Our comprehensive education and training provided by the company's own academy will give you a competitive edge

COMMERCIAL SUPPORT: support in business expansion, ongoing support to optimise your daily business, key account and sales support e.g. in large projects and competitions

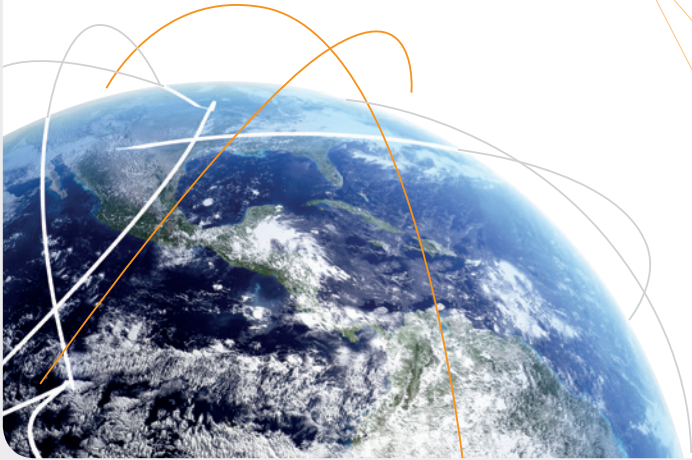
TECHNOLOGICAL SUPPORT: support with complex planning projects or capacity bottlenecks from our Senior Lighting Design Team with their decades of experience

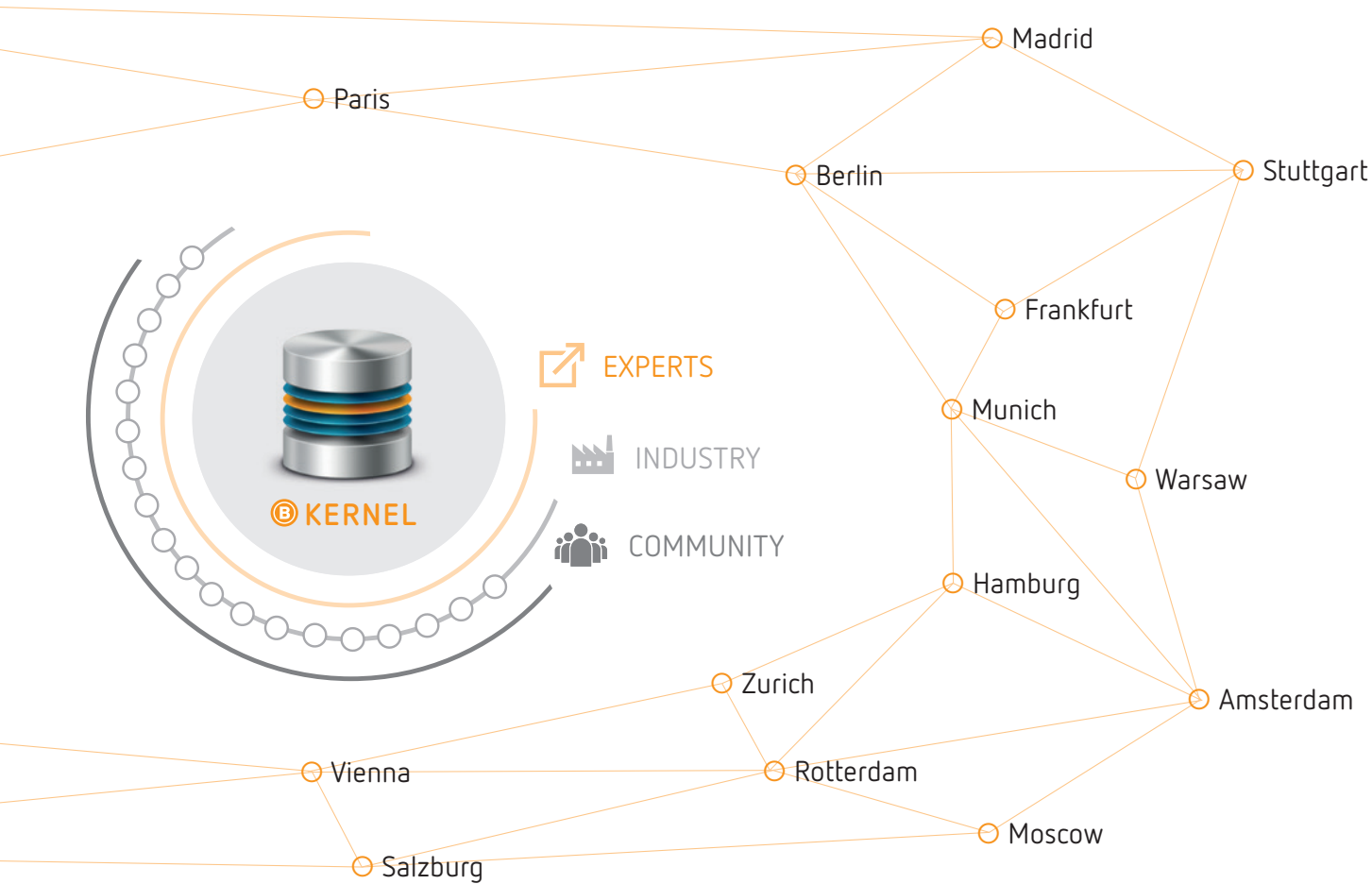
WORLD OF LIGHT: Planning and support in setting up a Bartenbach world of light for your customers in your region

PARTNER NETWORK: As well as business consultancy advice and support in professional controlling and benchmarking, you can share experiences with partners from other regions at partner meetings.

WORLDWIDE PARTNERS

BECOME A PARTNER
IN THE GLOBAL
BARTENBACH NETWORK





OUR OFFER

As our partner you will be investing in a promising entrepreneurial livelihood, because a forward-looking business model will enable your success as a Bartenbach partner. The modern Bartenbach system platform "Kernel" and the company's own academy guarantee your team's qualifications and contributes to your business success. Professional marketing and sales as well as IT and system tools form the basis for your sales and growth opportunities.

LIGHT UP YOUR LIFE!



We deal appreciatively and respectfully with our partners. As a family company with more than 40 years' experience in the lighting sector, we consider it extremely important that our partners have long term financial success.

If you are an entrepreneur with a real passion for lighting design and with just as much business ambition, then come and join us! As a partner with your own Bartenbach world of light you will be working on an area whose market potential you can optimally exploit with your team.

We offer you the opportunity with us a partner to use the potential of our globally recognised Bartenbach brand and with your commitment, together we can develop and establish long-term mutual success in your region. Our pioneering system platform "Kernel" and our extensive network of partners will always be by your side as reliable support – in order to facilitate your far-reaching prospective sales opportunities!



ARE YOU READY?

Take the first step towards your new future as a Bartenbach partner. Call us on +43 512 3338-0 or write us partner@bartenbach.com



WE'RE LOOKING FORWARD TO
WELCOMING YOU ABOARD!

MADRID VIENNA BARCELONA
DUBLIN LONDON ROME
AMSTERDAM STUTTGART
DEN HAAG (B) PART OF US! ODESSA
ST. PETERSBURG ZURICH
BASEL FRANKFURT GENEVA
HAMBURG MILAN PALERMO
ISTANBUL PARIS
LISBON BERLIN MUNICH

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