

**PHILIPS**

Case Study

 Delaware  
North.

 Delaware  
North

Flexible lighting for a  
**better environment**



Photo by: Philips Lighting/Eli Marias

# Powerful lighting solutions for modern workplaces

When Delaware North set out to create a more comfortable and sustainable workplace for their new global headquarters, they sought a lighting partner who would align with their goals while also enabling a LEED certified building.

## A partner with know-how

Headquartered in Buffalo, New York, Delaware North is a global hospitality firm. As one of the world's largest privately held companies, it manages the hospitality, concessions, and entertainment for some of the world's most elite events and venues, including the London Stadium and the Grand Canyon National Park. Delaware North prides itself on creating the right mood for any occasion.

Delaware North wanted their new headquarters in downtown Buffalo, New York, to accurately reflect their values. The 12-story building, which includes a hotel and community spaces, dedicates five floors to over 350 employees. The building needed a lighting solution that created an inviting environment while meeting LEED certification standards. Joe Quagliana, Chief Estimator for Construction Groups, explained that Delaware North had a longstanding relationship with up, we immediately went to Philips to talk about the lighting and create the best solution in a new corporate environment."

## Lighting that optimizes and elevates

Philips Lightolier Calculite downlights are utilized throughout much of the building. They have discrete apertures that suit a wide breadth of application needs and are energy efficient. Philips Day-Brite SofTrace LED luminaires provide a clean and modern look and dramatically improved 95% efficiency levels.

The Philips Controls allow for light level customization per the specific requirements of the space. This maximizes the use of daylight and saves on energy costs, while providing a more comfortable working environment for employees. “One of the things we wanted to do was control the light level,” said Quagliana. “Now, we have the ability to go from one hundred percent of the availability of light, down to fifty percent and then use the [natural] outside light.”

Through its partnership with Philips Lighting, Delaware North created a sustainable, resource-efficient office environment, which earned the building its LEED certification. The installation enhanced the building’s progressive aesthetic, and achieved significant cost savings—all while helping revitalize downtown Buffalo. The new headquarters now reflects the same caliber of environment that Delaware North brings to its customers.

Photo by: Philips Lighting/Eli Marias



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“We wanted every facet of our new world headquarters space to reflect our company’s values. Improving the workplace – and by extension, the employee experience—meant implementing ergonomic furniture systems, using better technology, and adopting high quality lighting.”

**Dan Zimmer,**

Vice President, Corporate Finance and Development



### Philips lighting solution overview

#### Philips Lightolier

Calculite Downlight LED

#### Philips Daybrite

SofTrace Recessed LED

#### Philips Ledalite

TruGroove Linear Recessed

#### Philips Chloride

eW Cove MX Powercore

#### Philips Control

OccuSwitch

