Product Launch Materials Overview

Standards for Product Launches for:

Cree[®] Commercial **Cree**[®] Consumer Retail

Product Launch Level Definitions

Cre	e [®] Commercial	Examples	Cree Impact	Industry Impact	Typical Budget	Typical Cadence
A	PR-worthy, industry-leading new product portfolio	RSW, SmartCast, Arcadia	High	High	\$\$\$	1/1-2yr
Δ	PR-optional lesser impact new product or portfolio	KBL, OSQ-HO	High-Med	Med-Low	\$\$	2-3/year
В	Next-gen addition/upgrade to existing portfolio	Major LPW Upgrade	Med	Med-Low	\$	2-3/qtr
C	Minor change to existing product	Accessory Change	Low	Low	0-\$	2-3/mth

Cree® Retail

A	New product and/or portfolio	Spice, Tango	High	High-Med	\$\$-\$\$\$	1/1-2yr	
---	------------------------------	--------------	------	----------	-------------	---------	--

CREE LED LIGHTING

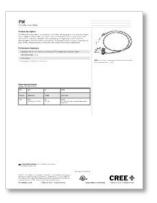
A+ Level Launch - Collateral

Product Specific

- Product Spec Sheet
- Accessory Sheet(s)
- Sales Sheet
- Product Brochure
- · Sizzle Sheet
- · Demo Kit Letter
- EOL Letter
- Slim Jim
- · Selection Guide
- Price Book



Product Spec Sheet



Accessory Sheet



Sales Sheet (2- or 4-page)



Product Brochure



Sizzle Sheet



Demo Kit Letter



EOL Letter



Slim Jim



Selection Guides



Price Book

A+ Level Launch - Collateral (Cont.)

Vertical Specific

- Application Guide(s)
- Solution Summar(ies)
- Case Study

Technical Docs

- White Papers
- Deployment Guides & Application Notes
- · Installation Sheets





Application Guides



Solution Summary



Case Study



White Paper



Deployment Guides & Application Notes



Installation Sheet

A+ Level Launch - Photography

Product Specific

- Product Photography
- B-Roll Photography
- Accessory Photography
- Product Rendering/ Cutaway
- Installation Photography







Product Photography

B-Roll Photography

Accessory Photography



Product Rendering/Cutaway



Installation Photography (Studio or In Situ)

A+ Level Launch - Photography (Cont.)

Vertical Specific

- Application Photography
 - Actual or Render
 - Drone
 - Before/After
- Lifestyle Photography



Indoor App Photography



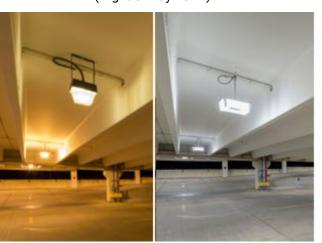
Outdoor App Photography (Night or Day Form)



Drone











Lifestyle

A+ Level Launch - Multi-Media Content (Video)

Video

- Product Short
- · Sizzle Video
- Social Shorts
- Case Study Video
- Demo Video
- Installation Video
- Training Video



Product Short (1-2 min)



Sizzle Video



Sizzle Video (Animation)



Social Short (0-15 sec)



Case Study Video



Demo Video



Installation Video



Training Video (Professional)



Training Video (Amateur)

A+ Level Launch - Multi-Media Content (Mixed Material)

Dimensional

• 3D Mailer



A+ Level Launch - Channel Material & Engagement

Webinars (Live + Recorded)

- Internal
- Agent
- Distributor

POP/Merchandising

- Product Displays
- POS Materials
- Distributor Guides

Launch Kits

- · Demo Kits
- Promo Giveaway

Sales Promo Flyer

Presentations

- · Sales/Customer
- Training

(OPTIONAL)



Webinar



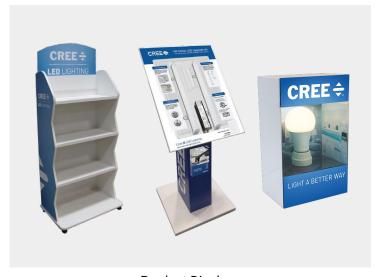
Promo Flyer



Distributor Guides



Sales & Training PPTs



Product Displays



POS Materials (Hangtags, Posters, Decals, Counter Mats, etc.)



Demo Kit



Promotional Giveaway/Mailer

A+ Level Launch - Web

Web

- Product Page
 - Public Website
 - CreeLink
- Web Banners
 - Public Website(s)
 - CreeLink
- Product Lander
- Interactive Widget
- Campaign Lander



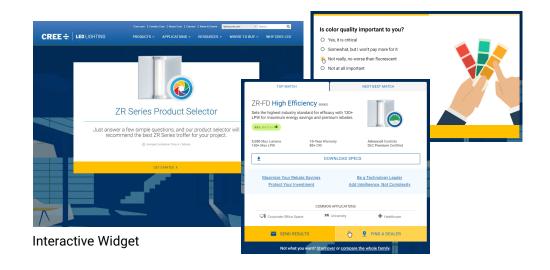
Product Pages



Web Banners



Product Lander





A+ Level Launch - Email

Channel Email

- Launch Day + Weekly
 - · Innovation Edge
 - · Distributor Edge
 - Petroleum Edge

Internal Email

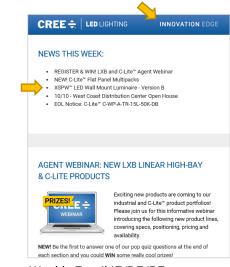
· Cree "Elements"

External Email

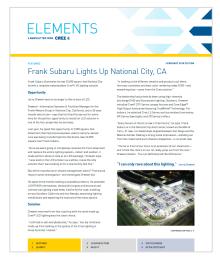
- LED Insider
- Targeted Campaign



Launch Email IE/DE/PE

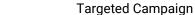


Weekly Email IE/DE/PE



Cree Elements







(OPTIONAL)

A+ Level Launch - Media & Advertising

PR

- Press Release
 - · Wire Release
 - Cree.com
- Broad Outreach

Social Media

- Launch Posts
- Thought Ldrsp Posts
- Case Study Posts

Advertising

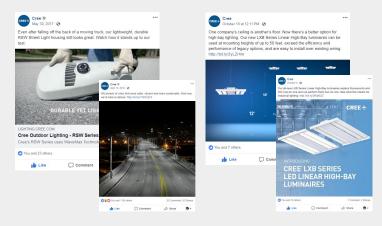
- Prints Ads
- Digital Ads
- Webinars
- eNewsletter Ads
- Sponsorships

(OPTIONAL)

Award Submissions



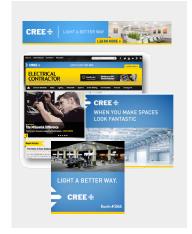




Press Release Media Placements

Social Posts









SUBMISSION DATES:

TED Mag BotB (Q3)
EC&M Mag PoY (Q3)
Architectural SSL PIA (Q3)
LFI Innovation Awards (Q3)
Next Gen Luminaires (Q3)
IES Progress Report (Q4)
Sapphire/LEDs Mag (Q4/1)
IoT Breakthrough (Q1)

Print Ad Digital Ad Paid Webinar eNews Ads Award Submissions

A+ Level Launch (OPTIONAL)

Collateral	Photography	Multi-Media Content	Channel Material & Engagement	Web & Email	Media & Advertising
Product Specific	Product Specific	Video	Webinars (Live + Recorded)	Web	PR
☐ Product Spec Sheet	☐ Product Photography	☐ Product Short	☐ Internal	 Product Pages 	☐ Press Release
☐ Accessory Sheet(s)	☐ B-Roll Photography	☐ Sizzle Video	☐ Agent	☐ lighting.cree.com	Wire Release
☐ Sales Sheet	☐ Accessory Photography	☐ Social Shorts	☐ Distributor	☐ CreeLink	• Cree.com
☐ Product Brochure	☐ Product Rendering/	☐ Installation Video		 Web Banners 	Broad Outreach
☐ Sizzle Sheet	Cutaway	☐ Training Video	POP/Merchandising	☐ Public Website(s)	
☐ Demo Kit Letter	☐ Installation Photography		☐ Product Displays	☐ CreeLink	Social Media
□ EOL Letter		Dimensional	□ POS Materials	☐ Product Lander	☐ Launch Posts
☐ Slim Jim	Vertical Specific	☐ 3D Mailer	☐ Distributor Guides	☐ Interactive Widget	☐ Thought Ldrsp Posts
☐ Selection Guide	Application Photography			☐ Campaign Lander	☐ Case Study Posts
☐ Price Book	☐ Actual or Render		Launch Kits		
	☐ Before/After		☐ Demo Kits	Email	Advertising
Vertical Specific	☐ Drone		☐ Promo Giveaway	 Launch Day + Weekly 	☐ Prints Ads
□ Application Guide(s)	☐ Lifestyle			☐ Innovation Edge	☐ Digital Ads
☐ Solution Summar(ies)			Sales Promo	☐ Distributor Edge	■ Webinars
☐ Case Study			☐ Promo Flyer	☐ Petroleum Edge	☐ Custom eNewsletter
Taskwiss I Dasa				☐ Cree "Elements"	■ Sponsorships
Technical Docs			Presentations	☐ LED Insider	
☐ White Papers			☐ Sales/Customer	☐ Targeted Campaign	Award Submissions
■ Deployment Guides & Application Notes			☐ Training	, ,	☐ See Example Slide
☐ Installation Sheets					

A Level Launch (OPTIONAL)

Collateral	Photography	Multi-Media Content	Channel Material & Engagement	Web & Email	Media & Advertising
Product Specific	Product Specific	Video	Webinars (Live + Recorded)	Web	PR
☐ Product Spec Sheet	☐ Product Photography	☐ Product Short	☐ Internal	 Product Pages 	☐ Press Release
☐ Accessory Sheet(s)	☐ B-Roll Photography	☐ Sizzle Video	☐ Agent	☐ lighting.cree.com	Wire Release
☐ Sales Sheet	☐ Accessory Photography	☐ Social Shorts	☐ Distributor	☐ CreeLink	• Cree.com
☐ Product Brochure	☐ Product Rendering/	☐ Installation Video		 Web Banners 	Broad Outreach
☐ Sizzle Sheet	Cutaway	☐ Training Video	POP/Merchandising	☐ Public Website(s)	
☐ Demo Kit Letter	☐ Installation Photography		☐ Product Displays	☐ CreeLink	Social Media
☐ EOL Letter		Dimensional	□ POS Materials	☐ Product Lander	☐ Launch Posts
☐ Slim Jim	Vertical Specific	□ 3D Mailer	☐ Distributor Guides	☐ Interactive Widget	☐ Thought Ldrsp Posts
☐ Selection Guide	Application Photography			☐ Campaign Lander	☐ Case Study Posts
☐ Price Book	☐ Actual or Render		Launch Kits		
	☐ Before/After		☐ Demo Kits	Email	Advertising
Vertical Specific	☐ Drone		☐ Promo Giveaway	 Launch Day + Weekly 	☐ Prints Ads
■ Application Guide(s)	☐ Lifestyle			☐ Innovation Edge	☐ Digital Ads
☐ Solution Summar(ies)			Sales Promo	☐ Distributor Edge	☐ Webinars
☐ Case Study			☐ Promo Flyer	☐ Petroleum Edge	☐ Custom eNewsletter
				☐ Cree "Elements"	☐ Sponsorships
Technical Docs			Presentations	☐ LED Insider	
☐ White Papers			☐ Sales/Customer	☐ Targeted Campaign	Award Submissions
Deployment Guides & Application Notes			☐ Training	_ : argottou ourripui.gm	☐ See Example Slide
Installation Sheets					



B Level Launch (OPTIONAL)

Collateral	Photography	Multi-Media Content	Channel Material & Engagement	Web & Email	Media & Advertising
Product Specific (Updates)	Product Specific	Video	Webinars (Live + Recorded)	Web (Updates)	Social Media
☐ Product Spec Sheet	☐ Product Photography	☐ Installation Video	□ Internal	Product Pages (Updates)	☐ Launch Posts
☐ Accessory Sheet(s)	☐ Accessory Photography	☐ Training Video	☐ Agent	☐ lighting.cree.com	
☐ Sales Sheet	☐ Installation Photography		☐ Distributor	☐ CreeLink	
☐ Product Brochure				• Web Banners	
☐ Sizzle Sheet			Presentations (Updates)	☐ Public Website(s)	
☐ Demo Kit Letter			☐ Sales/Customer	☐ CreeLink	
□ EOL Letter			☐ Training		
☐ Slim Jim				Email	
☐ Selection Guide				Weekly Only	
☐ Price Book				☐ Innovation Edge	
				Distributor Edge	
Vertical Specific (Updates)				☐ Petroleum Edge	
☐ Application Guide(s)				☐ Cree "Elements"	
☐ Solution Summar(ies)					
Technical Docs (Updates)					
☐ Deployment Guides & Application Notes					
☐ Installation Sheets					



C Level Launch (OPTIONAL)

Collateral	Photography	Multi-Media Content	Channel Material & Engagement	Web & Email	Media & Advertising
Product Specific (Updates)	Product Specific		Presentations (Updates)	Web (Updates)	
☐ Product Spec Sheet	☐ Product Photography		☐ Sales/Customer	Product Pages (Updates)	
☐ Accessory Sheet(s)	☐ Accessory Photography		☐ Training	☐ lighting.cree.com	
□ EOL Letter	☐ Installation Photography			☐ CreeLink	
☐ Slim Jim					
☐ Selection Guide				Email	
☐ Price Book				Weekly Only	
				☐ Innovation Edge	
Technical Docs (Updates)				☐ Distributor Edge	
Deployment Guides & Application Notes				☐ Petroleum Edge	
☐ Installation Sheets					



Cree Canada Launch (OPTIONAL)





Collateral	Photography	Multi-Media Content	Channel Material & Engagement	Web & Email	Media & Advertising
Product Specific (Canada Versions) Product Spec Sheet Accessory Sheet(s) Sales Sheet Demo Kit Letter Slim Jim Selection Guide Price Book Vertical Specific (Canada Versions) Application Guide(s) Solution Summar(ies) Case Study Technical Docs (Canada Versions) Installation Sheets	Product Specific Utilize US Photography Canada Specific Vertical Application Photography Actual or Render Before/After Drone Lifestyle	Video Utilize US Content	Webinars (Live + Recorded) Internal Agent Distributor Launch Kits Canada Demo Kits Sales Promo Canada Promo Flyer Presentations Sales/Customer Training	 Web Product Pages creecanada.com Web Banners creecanada.com CreeLink (CAN) Email Launch Day + Weekly Canada Innovation Edge 	PR • Press Release □ creecanada.com □ Outreach to Canadian lighting design and spec pubs and communities Advertising □ Prints Ads □ Digital Ads □ Custom eNewsletter





A Level Launch - Collateral

Product Specific

Sales Sheet

Technical Docs

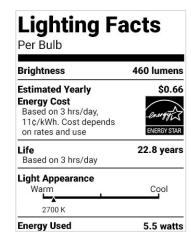
- Dimmer List
- Lighting Facts Label
- Cautions & Warnings
- Installation Sheet (Downlights)





Sales Sheet

Dimmer List



Lighting Facts Label



Cautions & Warnings



Installation Sheet

(OPTIONAL)



A Level Launch - Photography

Product Specific

Product Photography

Packaging Photography

- Product Packaging Photography
- Product Display Photography

Application Specific

- Before & After
- Installation Photography
- Lifestyle Photography



Product Photography (On or Off)



Packaging Photography



Product Display Photography











Lifestyle Photography



A Level Launch - Multi-Media Content

Video

- Sizzle Videos
- Social Short
- Case Study Video
- Installation Video







Sizzle Video Sizzle Video Sizzle Video







Social Short (0-15 sec)

Case Study Video

Installation Video



A Level Launch - Packaging & POS

Retail Packaging

- Product Packs
- Tray Labels

POP/Merchandising

- Product Wingstacks
- Shelf Talkers/Displays
- POS Materials



Product Packs







Shelf Talkers/Displays



Tray Labels Product Wingstacks POS Materials



A Level Launch - Web & Email

Web

- Product Page
- Web Banners
- THD Page Graphic

External Email

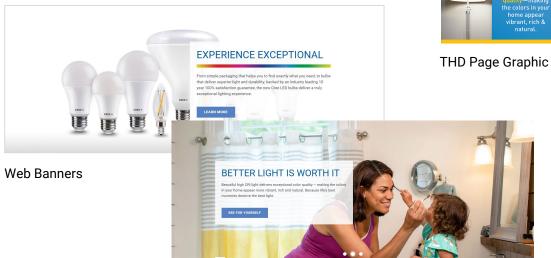
· Bulb Newsletter

Internal Email

Cree "Elements"



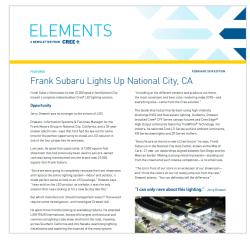
Product Page







Bulb Newsletter



Cree Elements

(OPTIONAL)



A Level Launch - Media & Advertising

PR

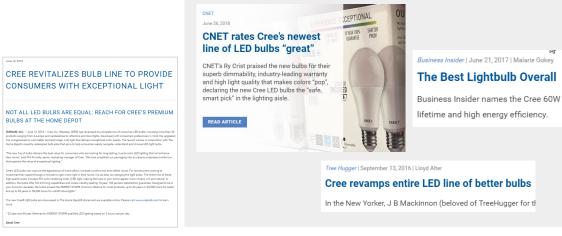
- Press Release
 - Wire Release
 - · Cree.com
- Broad Outreach
- Satellite Media Tour

Social Media

- Launch Posts
- Social Infographics
- Influencer Campaign

Advertising

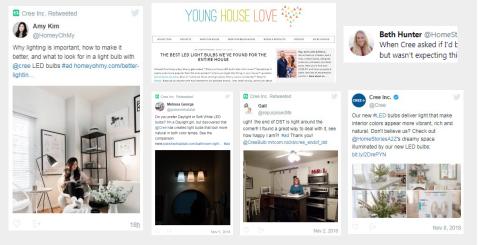
• Digital Ads





Press Release Media Placements Digital Ads







A Level Launch (OPTIONAL)