

# Horticultural success services

Setting the standard in agronomic support



Our team of agronomists has developed a unique knowledge of greenhouse lighting since Sollum set the standard in full spectrum dynamic LED lighting. On- and offsite, we work with clients year-round to determine the best lighting strategies for their greenhouse.

Rose Seguin, **Agronomist**



## Consideration phase Pre-sale

Entering a substantial, long-term commitment.

- Early conversations with growers on how Sollum®'s dynamic lighting can improve production and help them meet their crop objectives.
- Beyond hands-on experience, conversation includes results from external and internal research on the crop(s) they are planning to grow, keeping them at the forefront of lighting knowledge.

## Growing forward Post-sale

### Pre-season readiness

- Strategic meeting ahead of the season to determine the optimal lighting strategy, based on crop quality and yield objectives.
- Recommendations for light treatments, each paired with an evaluation protocol, data templates and crop registration protocols.
- Training with SUN as a Service® (SUNaaS™) cloud platform; sharing of reference material.
  - Onboarding emails to bring growers up to speed about dynamic lighting.
  - Quick videos about key lighting concepts explanation of Sollum's horticultural success and smart support services.



## Growing season



All Sollum teams, including agronomists, technicians and engineers, collaborate to ensure that across the facility, all the parameters driving crop growth are optimized to improve crop quality and yield.

**Sam Soltaninejad,**  
Chief Horticultural Specialist



- Continuous system monitoring and regular follow-ups to ensure that the lighting strategy delivers results aligned with objectives.
- Personalized dashboard to view and monitor crop, climate and lighting data, coupled with comprehensive dashboard reviews during follow-ups.
- Dynamic and proactive adjustments to the lighting strategy based on crop trends and productivity targets, as needed.



Our horticultural success team is always available by email or phone to talk about the current season, brainstorm for the next cycles or answer any questions about dynamic lighting.

## Post-season

- End-of-season report to document interventions and results, with recommendations for the following year.
  - Vine crops and berries (one crop cycle per year): report covers one cycle.
  - Leafy greens and short-cycle crops: report covers one year.



Ahead of the next season, the cycle starts all over again, from pre-season readiness to reporting.



# Let's grow forward together!

## SOLLUM®

CONTACT US



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