

FQM: group-purchasing smart lighting for Quebec's small municipalities

Of Quebec's roughly 1,000 municipalities, only 10 exceed 100,000 residents, and most lack the budget to negotiate a smart lighting contract alone. The Fédération québécoise des municipalités coordinated group purchasing so smaller towns could convert at big-city pricing.



1,000

MUNICIPALITIES IN THE PROVINCE OF QUEBEC [\(HTTPS://WWW.DIMONOFF.COM/RESOURCES/CASE-STUDIES/FEDERATION-QUEBECOISE-DES-MUNICIPALITES/\)](https://www.dimonoff.com/resources/case-studies/federation-quebecoise-des-municipalites/)

10

OF THOSE MUNICIPALITIES WITH MORE THAN 100,000 RESIDENTS [\(HTTPS://WWW.DIMONOFF.COM/RESOURCES/CASE-STUDIES/FEDERATION-QUEBECOISE-DES-MUNICIPALITES/\)](https://www.dimonoff.com/resources/case-studies/federation-quebecoise-des-municipalites/)

The situation

Quebec has roughly 1,000 municipalities, and only 10 have more than 100,000 residents. A smart lighting conversion that a large city can fund and staff on its own is out of reach for most of the other 990: not enough budget for a competitive contract, and no in-house team to manage the technical side, which usually means paying more per fixture for less capability than a big city gets.

What was deployed

The Fédération québécoise des municipalités, the province's association of municipal governments, coordinated the conversion instead of leaving each town to negotiate alone. Energere handled implementation, aging public lighting networks were converted to LED with Dimonoff's wireless smart controls, and a dedicated project manager ran each phase. Batch purchasing across all participating municipalities brought the per-fixture cost down for everyone, and fixtures were specified to Dark Sky standards to limit light pollution alongside the energy and maintenance gains.

Why it matters for your network

FQM is the small-municipality case: proof that group purchasing, not just city size, is what determines whether a town gets big-city pricing and capability. If your municipality is too small to negotiate alone, an association-coordinated program is the way to buy the same platform a 500,000-resident city buys, at a price your budget can carry.

DEPLOYMENT

Coordination	Fédération québécoise des municipalités (FQM), one project manager per implementation phase
Purchasing model	Batch purchasing across participating municipalities to reduce per-unit cost
Conversion	Aging public lighting to LED with Dimonoff wireless smart controls
Standard	Dark Sky-compliant fixtures to reduce light pollution

PARTNERS

- Energere

SOURCES

- [Dimonoff – Fédération québécoise des municipalités \(FQM\): Smart Street Lighting](https://www.dimonoff.com/resources/case-studies/federation-quebecoise-des-municipalites/) (<https://www.dimonoff.com/resources/case-studies/federation-quebecoise-des-municipalites/>)