

Sourcery Partners with OASIS Sales Software to Reimagine How Lighting Designers Work with Reps and Their Factories

Previewing at ArchLIGHT Summit, Dallas, September 15–16

The partnership links Sourcery's specification workspace, where lighting designers discover products and build project schedules, with OASIS, the operating platform behind more than 80% of lighting-focused rep agencies in North America. The goal is a direct, traceable path from design intent to quotation, submittal and order.

DALLAS, Texas — September 14, 2026 — Keeping up with the lighting market has become its own job. New brands, new products, new generations of the same product, each with its own catalog, vernacular and feature set. Designers and the reps who support them work it out over email, phone calls and self-guided searching that nobody tracks, at a cost of wasted time, delayed answers and mistakes caught late, against margins that keep getting thinner. Sourcery and OASIS today announced a formal partnership to close that gap.

First up, digitally connecting reps and specifiers during selection and budgeting. The immediate integration work targets the emails, phone calls and costly waiting that surround product information, samples, budget pricing and availability at the moment of design. Both platforms already hold much of what is needed. Linking them lets the exchange happen inside the tools each party works in, with the request reaching the agency that carries the line in that territory. Released schedules then move into the rep's quoting and submittal workflow without manual re-entry. Integration work is underway, and both companies will work directly with reps, manufacturers and design firms to validate detailed workflows and permissions while piloting initial versions with trial customers this fall. Beyond this first phase, further workflow improvements and several larger breakthroughs are already on the drawing board.

Built to support and reinforce channel partnerships. The partnership is designed around rep and factory participation. Specifiers keep full control of their project data and decide what to share and when. Product recommendations stay driven by project requirements rather than commercial placement. And the territory rep, who manages project pricing, availability, samples and customization inquiries, remains the party who responds.

“Designers spend precious time exploring and validating product specs and budget pricing, and with project timelines and fees increasingly compressed, that time, plus the downstream cost of incomplete or inaccurate information, is costlier than ever,” said Paul Boken, co-founder and CEO at Sourcery. “While building our third generation of tools, launching later this month, we kept looking for ways to reduce that friction. Once we saw the depth of information and connectivity OASIS has developed, and how many reps already work in it, it was obvious they were the right partner to build fast, effective end-to-end workflows that really change the game.”

“We have spent more than a quarter century in a marketplace that is both unique and complex, and that makes us thoughtful and purposeful about who we partner with,” said Brian Howard, founder of Ingen Software and developer of OASIS. “Two things matter to us. Whether a partner shares how we think about taking care of the customer, and whether they bring something new to the customers we serve. Sourcery does both. The work they are doing on the specification side opens ground we could not open alone, and we are looking forward to what comes of it.”

How the partnership came together. Apex Insight Group, which advises manufacturers and their reps on software solutions specific to the lighting and electrical construction industry, fostered this partnership and will continue to support the effort through market education and adoption as it rolls out.

“With prior experience as both a manufacturer and a lighting rep, I've seen or tried nearly every idea for working more closely with design professionals: digital catalogs, remote lunch and learns and hospitality events, custom websites and portals, and countless marketing and promotional concepts,” said Lance Hollner, managing director at Apex Insight Group. “What has never fully existed is a seamless way to reach everyone inside the tools they already use, at the point when they need the information. Allowing these two platforms to integrate at the direction of the specifier and rep involved can remove a great deal of that inefficiency and open new ways of collaboration. That's what makes this one worth paying attention to.”

Representatives from all three organizations will be at ArchLIGHT Summit in Dallas, September 15 and 16, and will discuss the partnership during a live podcast recording at the show on Wednesday, September 16, from 12:00 to 3:00 p.m. Central Time. Visit futureoflightingsoftware.com to follow the work, request early access, and find the link to listen live or hear the replay.

About Sourcery

Sourcery is a specification and product collaboration platform for the lighting industry, built to help designers, architects and specifiers discover products, build and manage fixture schedules, control revisions and collaborate with project teams, agents and manufacturers in a single workspace. Founded by working lighting designers, the platform has tracked hundreds of millions in specifications to date, with several hundred created each month across a community of more than 1,000 users, and supports export to Revit and Excel. Learn more at gosourcery.com.

About OASIS / Ingen Software

Ingen Software has developed OASIS, the lighting industry's sales and project management platform, for more than 26 years from its headquarters in Cabot, Arkansas. OASIS manages the full project lifecycle, including quoting, submittals, orders, invoicing, pricing, commission reconciliation and reporting, for lighting representative agencies, distributors and manufacturers across North America, and carries certified factory integrations spanning 60-plus brands across roughly 30 manufacturers, including most every major lighting manufacturer. Learn more at oasissalessoftware.com.

About Apex Insight Group

Apex Insight Group advises manufacturers, representative agencies and specifiers across the commercial lighting and electrical construction channel on operations, go-to-market strategy and technology adoption. The firm works independently across the software platforms serving this industry, and helps agencies get more out of the systems they already run. Apex was founded by Lance Hollner, who has held leadership roles on the manufacturer, agent, renovation contracting and onsite services sides of the industry. Learn more at apexinsightgroup.com.

Media contact

Rhonda Stevens · Novus Research + Marketing · rstevens@novusmktg.com · (864) 918-8522