

AN EXCLUSIVE MAGAZINE FOR THE SMART HOME INDUSTRY.

SMARTHOME WORLD

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How To Bring A Unified Experience To Smart Homes?

63



INSIDE

Featured Interviews



26

Kirtee Siingh

Founder of Kirtee and Assoc.,
Lighting Designer &
Consultant



36

In conversation with
Ar. Prashant Sutaria
Architect/Owner at P S A



40

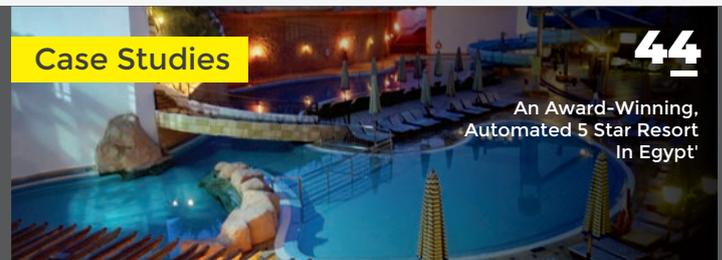
Sushil Motwani
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Event Review

08

A complete report of
Smart Home Expo 2022



Case Studies

44

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CONTENTS



- 08 **Event Review**
A complete report of Smart Home Expo 2022
- 26 **Featured Interviews**
Conversations with the eminent personalities, immensely contributing to the smart home industry
- 42 **Brand Talk - OTOHOM**
Learn more about the brand, newly launched products, its history and future plans
- 44 **Case Studies**
Detailed illustrations of smart projects
- 63 **Panel Discussion Series - One 'How To Bring A Unified Experience To Smart Homes?'**
The Smart Home Expo 2022, brought this up as a subject, among other as a part of the panel discussions held during the course of the two-day event.
- 69 **News**
Latest updates on the global smart home industry

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FROM THE EDITOR



SWATI BALGI

Progressing towards adopting a tech-savvy lifestyle...

We are still receiving appreciation and accolades for The Smart Home Expo 2022 which is India's only complete trade Expo and conference dedicated to showcasing the world's top smart home technologies, which was held on the 20- 21 April.

We would like to thank Shri Aaditya Thackeray, Minister of Tourism, Protocol & Environment along with Dr. Manisha Kayande, Member of Maharashtra Legislative Council for inaugurating the Expo.

For those few who missed it, this year we had 150 Smart Home Technology Brands and 12,000 visitors. In addition to the expo, there was a conference with 55 prominent speakers and eight-panel discussions. Followed by The Smart Space Awards 2022, which took place at the Jio World Convention Centre and was co-organized by the IIID Mumbai Regional Chapter, which was another trend-setting event.

We as a team would like to express our gratitude to our advertisers and the brands who participated in the Expo. And would like to assure you all, next year, the Expo will scale new heights of success.

This issue also showcases three experts Kirtee Siingh, Principal of Kirtee and Assoc, Lighting Designer & Consultant; Ar. Prashant Sutaria, Architect & Owner of P S A; Ar. Harwinder Matharoo, Founder/Owner/ at H+M Design and Ar. Abishek Reddi, Higher Archy, share their insight on different aspects of smart automation solutions.

With the year starting on such a positive note, we can only look forward to better things all year long!

Enjoy reading and sharing your feedback.

SMARTHOME WORLD

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The Smart Home Expo is India's only complete trade expo and conference dedicated to showcasing the world's top smart home technologies, which was held on the 20th & 21st of April.



The Post Event

Report



Overview of Smart Home Expo 2022

The Smart Home Expo 2022 delivered on its promise of a two-day show with more action than ever before, highlighting the latest industry trends, game-changing smart home technology, and exciting new opportunities, with over 145+ companies exhibiting.

After a two-year hiatus, the 3rd Edition of Smart Home Expo garnered 12,100+ visitor registrations at India's top exhibition location, the Jio World Convention Centre, BKC, Mumbai, compared to the 2nd edition.

Day 1 of Smart Home Expo 2022 was inaugurated by **Shri Aaditya Thackeray, Minister of Tourism, Protocol & Environment** along with **Dr. Manisha Kayande, Member of Maharashtra Legislative Council**. "I have just inaugurated the Smart Home Expo and I think it is beneficial for Mumbaikars that shows like this is happening" stated Mr. Thackeray. "While designing a home there are a lot of things to take into consideration such as automation, electricals,



aesthetics to name a few. This expo is an extraordinary opportunity for interested homeowners,” added Mr. Thackeray.

The Expo had partnered with several major players in the Smart Home industry. A few key partners were Osum, Snap One, Yale, Smato, Panasonic, Hogar, GreatWhite, Polycab, RTI, Havells, Kordz, Vinshek, Tata Power EZ Home, Smartiqo, CEDIA, KNX India, Lutron, Aura Smart, Crestron, MZ Audio, and numerous others.

Elan, Eelectron, Xgimi, Godrej Security, Optoma, i-luxus, Hybec, Trueview, Loewe, Quba, Benq, Pure Acoustics, Raylogic, Sigma-byte, TruAudio, Architettura Sonora, Gallo Acoustics, Eglu, Control 4, Blustream, Basalte, GM, Schneider Electric, and many more participated as exhibitors and showcased their own sets of innovative products.

The exhibition visitors represented a wide range of profiles. The 3,000+ guests included consultants and experts from

150+
Smart Home
Technology Brands

12,100+
Visitor Registrations

80%
Increase in Visitors

87%
Increase in Exhibitors





the lighting, home automation, Audio-Video, electrical, and hospitality industries. Over 2,500 System Integrators, 2,000 dealers and distributors, 1,600 OEM and manufacturers, and 500 real estate developers visited the Smart Home Expo, over the course of two days. A total of 1,550 architects and interior designers also attended.

In addition to the show, there was a conference with 55 speakers and an awards ceremony called the “Smart Space Awards.” Ar. Prashant Sutaria, Ar. Reza Kabul, Ar. Khozema Chitalwala, Ar. Devika Khosla, Ar. Maneck Tandon, and many others were among the speakers, all of whom are well-known architects. Along with them, industry leaders such as Mr. Vivek Yadav, Strategic Business Unit Head & EVP, Havells, Mr. Ravindra Shet - Senior Director, Samsung Electronics, Mr. Mottas Elbata - Branch Manager (Middle East & Africa), Eelectron S.p.A, Mr. Volkan Alcinkaya - Managing Director, I-Luxus GmbH, Mr. Dinesh Aggarwal, Joint Managing Director, Panasonic, and others also were part of the conference in various panels.

Eight-panel talks were held over the course of two days, with subjects spanning from smart homes, smart solutions, and technological advancements to trends and future technologies. 15 speakers delivered keynote talks, discussing various brands and their technology. The conference’s purpose was to raise awareness among guests and to discuss the future of home automation and smart home technology.

The Smart Space Awards recognized a total of 23 winners and runners-up in six categories, all of which are involved in the application of automation and smart technologies in both residential and commercial buildings.

The Institute of Indian Interior Designers (IIID)- Mumbai Regional Chapter and Smart Home Expo collaborated for the awards. This award ceremony was sponsored by Lutron and Hogar.

55

Speakers

200+

Nominations: Smart Space Awards

13

Winners & 10 Runner Ups: Smart Space Awards

150+

Media Outlets Covered the Event



EXHIBITOR PROFILE

SMART HOME SYSTEMS

Lighting Control Systems

Home Appliances Control Systems

Home Cabling and Network Setup

Door and Window Control Systems

Center / Long Distance Control Systems

Smart Home Hub Solutions

HVAC & Climate Control

Power Management, Conditioning & Backup

DIY-Installed Whole-House Home Control/Automation Systems

Home Networking Components

Universal Remotes & User Interfaces

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Smart Appliances,

Smart Lights

Heating & air conditioning

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Computers,

Entertainment audio & video systems,

Security, and IP camera systems

Robot Vacuum Cleaners

Voice Enabled Devices

Smart Home Speakers

Smart Chef Technology

Air Purifiers

Smart Laundry solutions

Smart Kitchen solutions

Wifi Switches

Smart Home Theatre

Thermostat Solutions

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Alarm Centers, Burglar Alarms, Control Centers

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Fire Protection Systems

Water and Water Facilities Management

Energy Management Systems

HVAC & Climate Control

Network and Communication Systems

Generic Cabling System

Conference Room Automation & Solutions

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IoT & IT Solutions, Robots

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Smart Alarm Systems

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LED spotlights

Fingerprint Door Locks

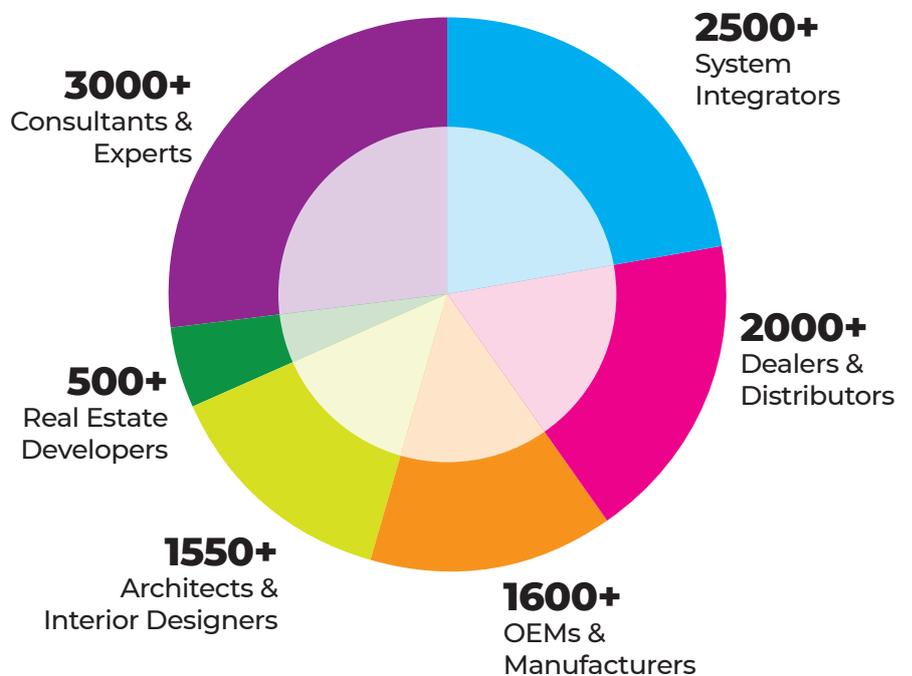
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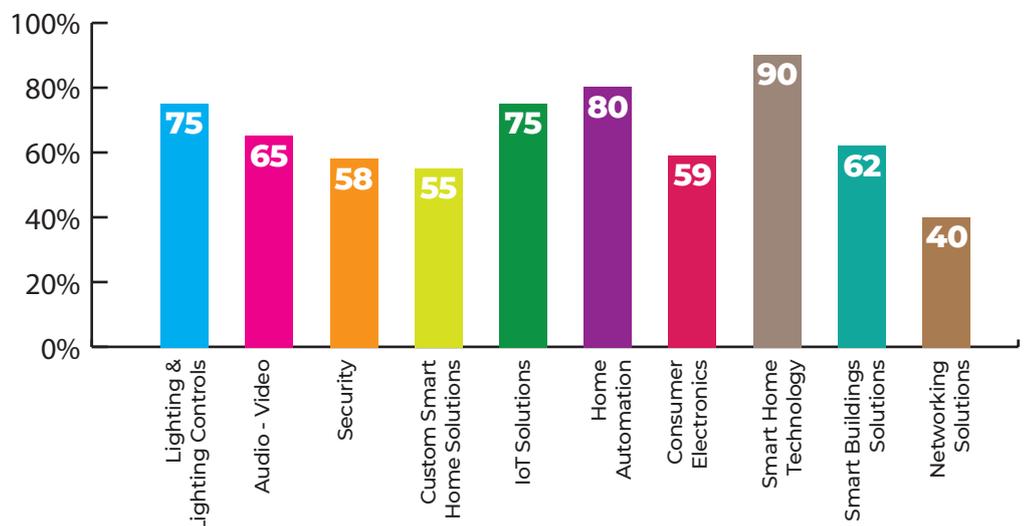
Why Exhibit At Smart Home Expo?

- 1** To gain a better understanding of India's current smart home industry
- 2** Improved Business Growth
- 3** Introducing New Technology and Products
- 4** Partnering with New People & Market Leaders
- 5** Expand your client base and explore new geographies.
- 6** Brand value amplification

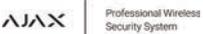
Visitor by Business Activity



Primary Area of Interest



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		 Discover the joy of Smart Living	 the sonic reference		
					
					
					
					
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Conference & Panel Discussions Held During The Smart Home Expo 2022



The conference opened on April 20, 2022, with an introductory keynote on the Internet of Homes by Mr. Dinesh Aggarwal, Jt. Managing Director, Panasonic (IoH). Aggarwal stated, “The world is constantly changing. We, as a part of the infrastructure or creation, be it residential, commercial, public, industrial, or any other, have certain responsibilities. Hence, while developing technologies, security & privacy should always be at the back of our minds.” He later went on to explain Panasonic’s Vision 2050: “Healthy & Inclusive Living Spaces, Thriving in Harmony with Nature” with an “Objective to at least halve the emissions from the built environment sector by 2030.”

Another panel discussion titled “The Concept of Smart Solutions and the Consumer Experience It Offers.” took place as the day continued. Mr. Rohit Suraj, Founding Principal, Urban Zen, moderated the discussion, which included panelists Ar. Reza Kabul, President, ARK Reza Kabul Architects; Ar. Prashant Sutaria, Principal Architect, Prashant





Sutaria Architects; Mr. Alok Hada, Managing Director, Anusha Technovision Pvt. Ltd.; Mr. Suman Kumar, Sales Manager, Snap One; and Mr. Rajesh Sharma, Director, Marketing

Mr. Vivek Yadav, Executive VP, Havells India Ltd., Mr. Rajesh Sahjwani, Director, Mr. Farhan Walele - Area Sales Director (India & SAARC), Crestron Electronics, Raylogic Control Systems Pvt Ltd., Mr. Anup Pande, Country Head, Osum and Mr. Shreyans Chowdhary, Director, Smato Technologies were among the speakers on Day 1 of the show who spoke on themes such as Smart Home, Dimming Controls, Touch Panels and connected homes.

On the second day of the Smart Home Expo, Ravindra Shet, Senior Director of Samsung Electronics, opened up on Connectivity Standard "Matter"- The

Future of Smart Home. Shet explained: "There are many small players and start-ups who are eager to give you that innovation along with a cost-benefit. But, that is currently being prevented as there is no common standard. That is where matter comes in". He added: "The devices need to communicate in a language that the controller device understands. So the devices in your home like the lights, CCTV cameras, etc need to talk a common language. If you don't achieve that, we will be reliant on a few brands, who might charge you exorbitantly for the smart home products, plus, you won't get enough innovations".

Mr. Ankita Karwa, Senior Marketing Manager, BenQ India; Mr. Zohir Ramodiya, Managing Partner, Cossack Audio; Mr. Harshul Parikh, Managing



EVENT REVIEW



Director, Trescent Lifestyles Pvt. Ltd.; and Moderator Mr. Ashish Hingorani, Partner, Avenue Sound; took part in the first panel discussion of day 2, which focused on “Technological Advancements Initiated Revolutionary Innovations in the Home Entertainment Sector.”



Following that, a second panel discussion on Lighting & Controls, titled “Smart Lighting & Lighting Control for the Next Generation Homes & Buildings,” was held. Mr. Kirtee Singh, Principal, Kirtee and Assoc; Ms. Sudeshna Mukhopadhyay, Vice President, Havells India Ltd.; Mr. Bhavesh Doshi, CEO & Founder, Entelechy Group of Companies; Mr. Aryaman Jain, CEO, Innovative Lighting Design Ltd.; Mr. Girish Pillay, Sales & Marketing (Head Automation), GreatWhite Global Pvt. Ltd. participated as panelists while Ar. Ashish Bahal, Partner, Lucent Worldwide moderated the discussion.



Speakers on Day 2 included: Mr. Muthamizh Eswaran - Education & Technical Support, SnapOne; Mr. Mottas Elbata - Branch Manager (Middle East & Africa), Eelectron S.p.A; Mr. Imran





Sheikh - National Manager - Home Automation, Assa Abloy India Pvt. Ltd; Mr. Tejas Vaghela - CTO & General Manager, System Level Solutions; Mr. Chetan Mhatre - Head Systems Business, Panasonic; Ar. Surbhi Jindal - Women In Lighting India Ambassador, Principal Architect, DaLightHub

Following a panel discussion curated by Women in Lighting India, an inspirational and global digital platform that profiles women working in the field of lighting and lighting design, which featured Ms. Nisha Jamvwal, Partner, Nisha JamVwal Designs; Ar. Tannvi Gupta, Chief Architect, Reliance Industries Ltd; Ms. Tripti Sahni, Principal Designer, Studio Trace; Mr. Zubair Ahmed, Managing Director, Studio Plus, as panelists & Ar. Maneck Tandon, Partner, ATPL Lighting as Moderator, the day came to an end.



Smart Space Awards 2022

The Smart Space Awards 2022, held in conjunction with the Smart Home Expo on April 20th, were a huge success. The awards ceremony took place at the Jio World Convention Centre and was co-organized by the IIID Mumbai Regional Chapter, an organisation that represents the Indian interior design community.

The purpose of the ceremony was to blend the concepts of interior design and architecture with smart living and to reward outstanding ability in the integration of smart technology into residential and commercial buildings. "Live Smart. Live Well" was the main theme followed across all six award categories.

Interior Designer Hasmukh Shah, Chairman, IIID Mumbai, opened the occasion with a welcome note. "As a knowledge partner, we've partnered with Smart Home Expo 2022 to promote design and technology," said Mr. Shah. "Our intention behind organising the Smart Space Awards is to recognize the role of technology and automation in our environment and for end users," he added.

This show provided an excellent opportunity for interior designers, architects, and system integrators to demonstrate their creativity and vision in the use of technology to create a smart space.

The Smart Space Awards Jury included:

- AR. Chandrashekar Kanetkar, Principal Architect, Chandrashekhar Design Inc.
- AR. Alfaz Miller, Principal Architect, ABM Architects
- AR. Alhad Gore, Managing Partner, Beyond Design Architects & Consultants
- AR. Sonal Sancheti, Partner, Opolis
- Mr. Mehul Kamdar, Founder, Azure Technologies
- AR. Prashant Sutaria, Principal Architect, Prashant Sutaria Architects (Awards Coordinator)

Aesthetics, functionality, technology integration, and the building of a functional, secure, and sustainable project were all emphasised in the awards. The jury had a wide range of outstanding candidates to pick from, and many of the nominations produced excellent projects that met the jury's requirements.

"We noticed that some submissions had offered lighting solutions, some had provided automation integrated systems, and some had installed multiple systems, all of which were impressive and met our expectations", said Mr. Mehul Kamdar, Founder, Azure Technologies, while sharing his opinion on the nominations in the awards. "The conclusion here is that integrators and designers may seek ways to give clients more with the existing set of hardware. The winning projects, as the jury members have already stated, were the perfect marriage of design and technology", added Mr. Kamdar.



The winners of each category are listed below;

Category : Architect & Interior Designer

- Residential Villa Winner: Ar. Ravi Bathula, The Design
- Residential Apartment: Ar. Abishek Reddi, Higher Archy
- Commercial Office: ID.Pratik Sidhpura & Devang Patel, P&D Associates
- Commercial Retail: Ar. Dhaval Rangani, I-con Architects & Urban Planners
- Hospitality Hotel: Ar. Dhairyasheel Powar, Unitecture
- Hospitality Restaurant & Cafe: Ar. Kunal Warade, The Forum of Architecture & Planners Studio

Category: System Integrator

- Residential Villa Winner: Mr. Harsh Mehta, Managing Partner Future Automations Solutions
- Residential Apartment: Ms. Monica Parikh & Mr. Harshul Parikh, Trescent Lifestyle
- Commercial Office: Mr. Alok Hada, Anusha Technovision
- Commercial Retail: Mr. Bhavesh Doshi, Entelechy Systems
- Hospitality Hotel: Mr. Alok Hada, Anusha Technovision
- Hospitality Restaurant & Cafe: Mr. Kamlesh Vithalani, Thakkar Electricals
- Recreational space: Mr. Mihir Shah, Light, and Magic Automation Pvt. Ltd.

The runner-ups of each category are listed below:

Category : Architect & Interior Designer

- Residential Villa Winner: ID Amit Porwal, Principal Designer, Icon Projects Inspace Pvt. Ltd.
- Residential Apartment: ID Rahul Mistri, Principal Designer, Open Atelier Mumbai.
- Commercial Office: Ar. Siddharth Aryamane, Concept Consilio, India Pvt. Ltd.
- Hospitality Hotel: Ar. Ahmed Shaikh, Ahmed & Associates.
- Hospitality Restaurant & Cafe: ID. Siddharth Shah, S Square Interiors.

Category: System Integrator

- Residential Villa Winner: Mr. Gaurav H. Raut, Technique Invention (I) Pvt. Ltd.
- Residential Apartment: Mr. Ashish Hingorani, Avenue Sound.
- Commercial Office: Mr. Nikesh Patel, Precious Autosys.
- Commercial Retail: Mr. Pinank Doshi, Uplends Technologies.
- Hospitality Restaurant & Cafe: Mr. Ashish Hingorani, Avenue Sound.

The winners and runners-up were awarded trophies and hampers from Lutron and Hogar.

EVENT REVIEW



SMART SPACE AWARDS 2022





OF INDIAN INTERIOR DESIGNERS Mumbai Regional Chapter Organises

SMART SPACE AWARDS 2022

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COMMITTEE MEMBER	COMMITTEE MEMBER	COMMITTEE MEMBER	GROUP COMMITTEE MEMBER	SPECIAL MEMBER	MEMBER

SmartHome Expo 2022
20 - 21 April
3rd World Convention Centre, BKC, Mumbai

#SMARTHOMEEXPO #SM



Networking Dinner

At the end of day one of the show, Smart Home Expo organised a networking event in conjunction with Snap One. Exhibitors, conference delegates, and top architects and interior designers, all attended the networking dinner to form new connections.

The return of in-person events after several virtual events allowed members to engage and connect with one another. The event was a success since it provided attendees with a fun and productive way to meet new people and learn more about current events and the local business environment.



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**In Conversation with
Mr. Kirtee Siingh, Principal
of Kirtee and Assoc,
Lighting Designer &
Consultant**

“First and foremost, we must comprehend what smart lighting stands for in a holistic approach. Smart lighting is often thought of as a facility where users can manage lighting with their phone, iPod, or voice controls. But that is not smart lighting in its true sense. Just a change of user interface does not make a lighting system smart. The entire lighting system becomes a smart system when a given lighting system has the capability of providing users with multiple outputs and input options based on their needs and desires.”

**Mr. Kirtee Siingh, Principal of Kirtee and Assoc,
Lighting Designer & Consultant.**

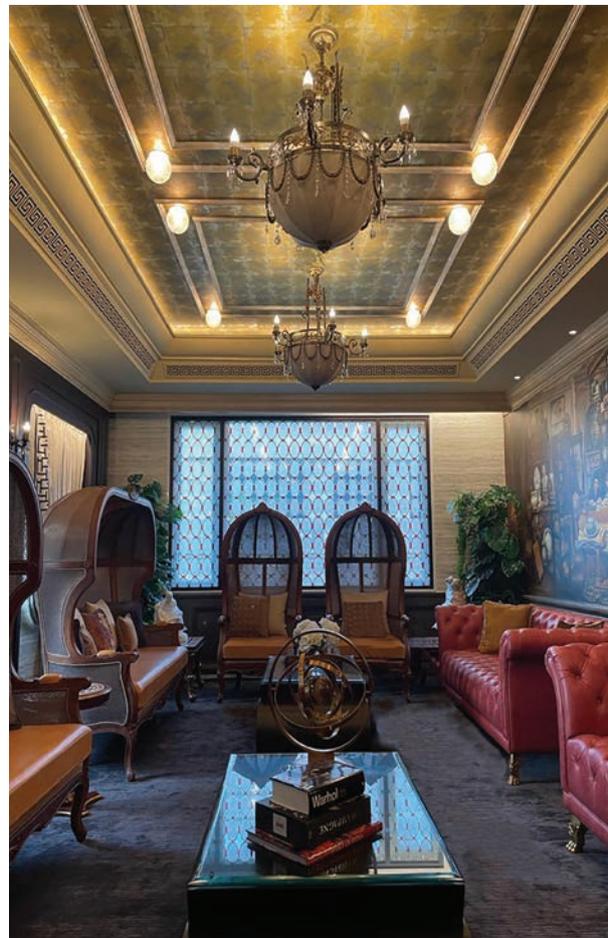
Multiple output options are important because the correlated colour temperature (CCT) of lighting has an impact on our mood, hormones, body temperature, and even our rate of heartbeat. A body clock (circadian rhythm) is a notion that exists in every living organism, including humans, animals, and plants. Light alone regulates these body clocks and their associated activities, from waking up to going to sleep, having bowel movements, hormone level regulation, alertness, etc. As a result, lighting that can help regulate a user's well-being is required.

As the post-COVID situation plays out, many people are working from home and having a smart lighting solution not only enhances aesthetics but also assists in health regulation. It also allows you to customise the lighting in your house to suit any mood or activity.

What are the primary factors that you consider while ideating a design?

My design criteria are prioritised by three factors. The first is the environment, so I never design anything that harms the environment (especially outdoor lighting). Second, in line comes my client's needs and well-being, and third, the architectural requirements.

Environmental factors do not come into play when doing indoor lighting design. But it's critical when working outdoors because we're not the





only ones who are subjected to these lights. Every year, millions of birds die around the world as a result of our cities' being excessively lit. There is a threatening amount of light pollution. As a result, these birds that migrate from one location to another while navigating with the help of celestial bodies become disoriented and die when they pass through cities like Mumbai, Paris, New York, etc.

We are taking the ecosystem for a toss. So when we create a lighting system, the environmental component is the first and foremost thing that comes to our mind. "Are we hurting anyone?"

The second consideration is my client's requirements and desires. What exactly does he require? Is there a toddler, kid, or elderly person in the family? Is there an office worker? Is anyone suffering from migraines or prone to headaches? Is anyone on a screen all the time? I need to first understand all of these requirements.

Architecture is the third element. What kind of architectural design does the theme follow? What is the colour of the existing surfaces? Each colour and texture has its own reflectance ratio. A white-painted wall reflects 80 to 90% of the incident

light. A dark grey wall will reflect only 30% of the light. So we need to understand all of these architectural and interior schemes; these three are the most vital; everything else comes later.

If the architecture or interior design does not call for a specific style or type of lighting fixture, then we stay away from them. Hence, a lighting trend has no bearing on the sort of lighting we use for our projects.

Would you like to elaborate on lighting controls, the benefits, and the science behind them?

Assume there is a user interface, such as conventional rocker switches, which never provides data but instead disconnects the power. So what we have is a switch that acts as a relay. When I turn it on, the power goes to the light, and when I turn it off, the power is cut.

When we introduce a control system into the mix, we are effectively not switching the power off directly, but rather providing data to the system or controller via automation sensors or voice and a touch-based interface. The controller



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understands this data and makes changes to the intensity, colour, and now even beam angle of light in accordance with the user's needs or as a pre-set program. All of this is feasible because of the possibility of transferring data, be it wired or wireless.

Today we can design a system where you raise your hand and the lighting of the entire space will change. This is also known as "interactive lighting," in which the illumination changes when the user walks through, exits, or enters a space. These systems are extremely robust, accurate, and precise. These systems each have their own unique method of accomplishing the intended goal.

They may also have restrictions, such as a minimum distance between the controller and the lighting fixture. They each have their own set of costs, etc., but I continue to feel that this is an excellent time for designers because they can accomplish almost anything with lighting.

What are the most important considerations you make when collaborating with a system integrator?

First and foremost, we require flexibility. The first question we ask is, "Is the guy adaptable?" Perhaps he has never met a designer who thinks the same way as us. It's possible because most lighting designers we've encountered don't talk about how essential darkness is to them. A system integrator may think like the designers he has previously collaborated with, and he may also disregard the value of darkness or a particular mood in a smart lighting system. So, the integrator and his team must be flexible enough to understand why we want a particular control.

Secondly, the integrator must have in-depth knowledge of integration. There are a lot of integrators we've met who say, "no, this is not possible," for something that we've already done in the past. This is because they have not catered to such a demand. So they must be prepared to unlearn and relearn.

So, in that situation, wouldn't having an in-house system integrator be preferable?

Well, that would be a very comfortable situation, but that is not always possible. You can always recommend someone, but you can't pressurise a client to make a particular choice. However, we always remind the client that we want an integrator that knows the system from top to bottom, who isn't new to the craft, and someone



who has matured with the technology.

Secondly, as a designer, my point of view is closely associated with the client's perspective. I have to convince them why a particular system is needed and what tangible benefits it provides. But that is not the same for a system integrator. For an integrator, billable and margins are what matter the most, and that is a little out of tune with our ideologies.

So, if we have an in-house integrator, his focus may move from consumer to revenue, and we wouldn't want to sell a system solely on the basis of its profitability.

How important is collaboration with a system integrator, while doing a lighting project?



A designer develops an emotional connection to a project, while the system integrator works on a much more practical solution, providing mode. Only through such collaborations can we do justice to a project with a balance between emotion and practicality.

We are both insufficient as solitary entities in a project. Because a designer is incomplete without a system integrator, and vice versa, we both rely on one another.

What is the biggest innovation in the lighting sector? How has it revolutionised the entire industry and contributed to the lifestyles of the urban mass?

Lighting controls and sensors have revolutionised the lighting industry because they can provide users with systems that they can calibrate in accordance with their needs, moods, and preferences.

For example, lunar-sensitive lighting. We all know that the moon has a fortnightly cycle. Its luminous intensity changes on a 14-day cycle. So if a sensor can read this data and pass it on to the controller, then the controller can send signals to the light fixtures in correspondence to the data received and can change the intensity of the light fixture depending on the light being emitted by the moon. This way, we can maintain a full moon

level of lighting in your garden every day without disturbing any other ecosystems and possibly with no glare or light trespass.

The same holds true during the day. If the sun is currently emitting X colour of light at Y intensity, this sensor can inform the controller that the lighting level should be maintained at Z level and in X colour.

Eventually, lighting systems will have to provide exactly what nature is providing, and this would be possible only through controls. We can't do this manually. It has to be done in a controlled and automatic manner.

What is the current demand for smart lighting in the Indian and global markets? What are the major differences between the global and Indian markets? What, according to you, are the primary reasons behind such similarity/dissimilarity?

When it comes to the demand for smart lighting systems, the affluent set of society invest in such systems first, since they have travelled overseas and seen these systems in other nations. They have visited plush hotels and seen these smart lighting systems or the smart integrated living environment and that is something they would want in their homes and offices.

INTERVIEW

Naturally, it will begin there. It will gradually trickle down to the middle class. We can't expect the middle class, which is dominant in India, to jump on board with smart lighting. At least not yet, but over the next decade, we may anticipate it to hit India's middle class & when it does, I think all the brands present in the markets today won't be able to keep up with the demand.

In terms of global demand, every country is different. There is a cultural flavour that gets into the picture. Consumers in French markets, for example, are focused on what motivates them to do something, but that is not true for India. Our thought processes are radically different.

We are price-sensitive, not because we are poor. We are price-sensitive because of our approach and thought process. It will take time and we will do it in our style. We will never be able to replicate the same way the automation market works in France or the way it worked in the UK. India has its style, and it should!

According to you, in which sector (hospitality, commercial, residential), traditional lighting is getting rapidly replaced by smart lighting?





I believe it is happening at the same rate in all sectors, including hospitality, residential, and commercial. I don't see any distinction between them. This need for automation or smart integration is equally felt everywhere.

Smart lighting and integrations are penetrating the market at a very optimal pace. I would not want to go at a rapid pace because I want people to understand the systems they are getting into. So let us not try to rush in but rather go with the flow. The rate of penetration is perfect and doesn't need any boost.

Another reason the present pace is ideal is that, while the existing system is robust and precise enough, it still requires a lot of work to create the same magic that nature can.

In what ways smart lighting is capable of promoting better health both physically & mentally?

Anxiety levels are currently at an all-time high. The majority of those suffering from anxiety are between the ages of 24 and 37 and are unable to sleep at night due to exposure to blue light from phones, computers, and even lighting fixtures. This is on top of the stress they manage in their day-to-day life. As a result, the user's health is being jeopardised. The majority of our hormones are controlled by light. Cortisol, for example, is a stress hormone. It is controlled by light. Melatonin is a sleep-inducing hormone that is also light-dependent. There is no other way to regulate it.

Some people take vitamin D supplements instead of going outside in the sun. The only way to get vitamin D and regulate those hormones is to expose oneself to light. You need to get out and about in the sunshine. If you are not in the sun, or if you are inside, your lighting must be in accordance with the sun. So, at the very least, your brain and bodily systems are not confused. A balanced lighting system is critical for everyone.

Do you see any challenging factor (economic, social, environmental, etc.) that has a strong potential to restrain the smart lighting industry? What can be the possible solutions?

One of the things restraining the lighting industry is awareness and our ideology, and I believe that designers will have to put in some extra effort here since we need to sit down with the client and explain what is feasible and why we need to do something. Everything else falls into place once we understand the "why" behind our "what" and "how."

Price sensitivity, economic, social, and other factors are irrelevant because a large number of wealthy people are willing to purchase these systems. From a business standpoint, there are ways to develop a sustainable long-term business if you look for them. It all boils down to thinking that everything is possible and that we can do this. Firstly, we need to convince ourselves before we convince a client.

There are people who are buying phones on EMIs because they are convinced that they can't do without a phone. So, if our approach is based on



the belief that every one of us requires a smart lighting system in our homes and offices, we will be able to overcome any challenges.

Another particularly stringent restraining factor is a lack of awareness. I have seen instances where when asked why I need to put this system in my home, the designer replies, "Because everyone else is doing it." & the integrator replies, "Because we can do it cheaper." Nobody is informing the client how things will change for his/her family now and in the future if he/she installs a certain system. We need to bring such an approach towards the client's awareness.

One method to solve these issues is to address them at their source, which is our education system. Today, there is not a single university or autonomous college in India that provides certification or diploma in lighting design. I personally had to go to Germany for my master's in architectural lighting design. This type of training can serve as a link between problems and solutions, as well as a solid platform. If an institution creates a course like this, it may become a place where specialists can come together and teach both the scientific and emotional aspects of lighting.

We must also change how we approach the clients. We must ask ourselves why we are only talking about money. When it comes to system integration, why is cost the only consideration? It is because we put it across that way. It may be a paradigm shift from focusing on price to focusing on needs. But it's not as challenging as it appears. For instance, the number of German automobiles in India is so high; we have so many of them, especially in metropolitans. Can we explain that pricing? The Indian government levies a nearly 100% tax on them, making us pay twice the price of the vehicle. Despite this, there are a large number of such vehicles on our roadways. So there is something that transforms the price sensitive society to not-so-price sensitive. I am sure something similar can be replicated in smart lighting as well.

How do you foresee the future of the smart lighting industry?

The only way out is through smart lighting. It's the only option and it will eventually be accepted by the masses. It will begin with their living rooms, progress to their bedrooms, and finally to their kitchens, and very soon, smart lighting will become a fundamental need.

The market for smart lighting is perfectly poised. It looks incredibly stunning from my point of view.



Even with all of the problems we addressed, this indeed is the perfect moment for smart lighting and the smart home industry.



In Conversation With **Ar. Prashant Sutaria,** Architect/Owner at P S A



“The smart home market is being fueled by reasons such as a fast-paced lifestyle, rising urbanization, and surplus income. As more individuals become digitally savvy and educated, they make decisions that necessitate the use of smart technology devices such as smartphones and tablets.” said **Ar. Prashant Sutaria, Architect & Owner of P S A.** *“As a result, the older generation can join the younger generation in the smart technology era.”*



Which consumer groups are opting for smart homes the most?

The millennial generation is well-educated and well-acquainted with technology; customers who frequently use smartphones, tablets, and laptops are also users of smart home technologies. The simple availability of smartphones/tablets, as well as WiFi/internet at home, is a major driver of industry expansion.

Please mention some of the must-have smart home products in today's homes.

Any smart home ideally should have a central hub that can communicate and integrate various products used in the home. The other must-haves include the integration of an air conditioning system, home theater, and music system, this helps in saving the power bills and delivers a wholesome experience to the user.

What role do system integrators play when it comes to designing a smart home? How important is their role?

Each company has its own products solutions, requiring the use of a system integrator to consolidate, finish, and advise the client on the smart home solution's successful execution. If the system is not interconnected, we may be forced to rely on the information supplied by the manufacturer. System integration is critical in determining which technology is right and appropriate for a certain project. System integration is critical in determining which technology is right and appropriate for a certain project.

Products of which category (lighting, security, entertainment, etc.) witness maximum demand when it comes to integrating smart home devices while doing the interiors? Why?



Security comes first for my clients, followed by lighting, and finally entertainment. Most entertainment systems include a remote control, and incorporating it into a smart solution makes your house more technologically advanced. My clientele, on the other hand, are more concerned about security and illumination than they are about entertainment.

What would the benefits of Smart & connected homes in the current “tech-savvy-era” be?

The main advantages of a smart linked home, in my opinion, are increased security, especially if you have young children or elderly parents at home. Second, it aids in offering theft protection and deterrence. People nowadays live in nuclear families and in greater isolation than in urban regions, therefore home security is a significant benefit. Another benefit of smart home solutions is the ability to save money on energy costs by combining your lights, air conditioning, and bathroom water heater. It also aids in the creation of an absolutely cutting-edge living experience,

which many of my clients need.

How would you define the current demand for smart home integrations?

The demand for smart home integration is now concentrated in high-end projects. The smart home system is also well-developed in the smaller but luxury segment of apartments in urban centers such as Mumbai, Delhi, and Bangalore. Other areas where smart home solutions are being employed include the hospitality industry and the business sector.

In which sector (hospitality, commercial, residential), traditional devices and techniques are getting rapidly displaced to make room for smart devices and systems, aided with the latest technologies? And why?

The benefit of using smart home solutions in hospitality is that we can provide a better customer experience while also reducing power



consumption. We can integrate the smart home solution with our BMS and study a variety of behavioral patterns, allowing us to provide a better user experience while reducing power consumption. Smart home systems for business buildings are extremely user-friendly. Many solutions, including parking sensors, entry-exit monitors, and AI-based CCTV surveillance, are now possible thanks to the internet of things. In terms of advanced functioning, we can link the various sections of the office with the schedules of office workers, and things like usage of the conference room, guest admission, and visitor parking access can all be added to the system and used and monitored effectively.

In what ways do you think the concept of smart homes has contributed to the lifestyles of the working professionals?

Programming various gadgets with those who have a fixed lifestyle might help them enter into their daily routines more efficiently in terms of lifestyle for working professionals. For folks who have a fast but routine Monday to Friday day cycle,

we can incorporate lighting scene production from morning to night time. Different kitchen and home gadgets can be set to boost efficiency and save time. Remote monitoring of youngsters at home can be quite beneficial to a working mother.

Do you see any challenging factor(economic, social, environmental, etc.) that has a strong potential to restrain the smart home industry? What, according to you, are the possible solutions?

As a professional, I am concerned about unauthorized access to and hacking of these facilities. I believe that technology can help to solve these problems.

How do you foresee the Smart home industry 5 years down the line?

This industry gives me a lot of hope. This business will only double every couple of years due to advances in AI, 5G/6G in telecom, and rapid urbanization.

In Conversation With **Mr. Sushil Motwani**, Official Representative Of XGIMI In India.

Smart Projectors Have Become A Part Of The Luxury Consumer Tech Market.

The Indian smart home technology market has grown significantly within the last five years. The covid 19 lockdowns have greatly aided in increasing the demand for smart projectors. These devices have become an intrinsic part of the consumer market.

Smart projectors fall in the luxury consumer tech market, a category that exists between the high-end television market and the home theatrical experience.



“Consumers have always craved larger-than-life, immersive entertainment but it’s very difficult to get TV’s with screens of 85 to 100 inches. When they opted for conventional projectors to get the requisite screen size, they found it hard to switch it on or fix it easily,” said **Mr. Sushil Motwani, Official Representative of XGIMI in India.** *“Then emerged the smart projector category, which ticks all the boxes and is doing exceptionally well.”*

How did XGIMI capitalize on the interest of customers for smart projectors in India?

Our initial launch was at an exhibition organized by ‘What Hi-Fi’ in March 2020. It was among the best platforms, to introduce our product to like-minded people in the tech industry and to generate interest.

Since then, the demand has been steadily increasing, and many XGIMI consumers, many of whom previously had purchased MoGo and MogoPro, have also upgraded to Halo, Halo+, and the Horizon series.

When XGIMI heralded the plug-and-play ease in India, which allowed users to use the projector exactly like a



Aura



Horizon Pro



Elfin



Horizon



Halo Plus

Smart TV, causing further interest in the market. This plug-and-play ease did not require any additional device like a Fire TV stick or a Bluetooth speaker, making it the first choice of smart consumers.

How successful is XGIMI in changing the perception of projectors in India?

Before 2020, a lot of projectors meant for entertainment were being sold on e-commerce platforms like Amazon, and offline but detailed information about their features and specifications appeared scarce.

When XGIMI arrived, it communicated its USP and the features that set it apart with clarity and precision. Slowly consumers began to explore the brand to know more about its specifications, visual quality, and built-in TV grade chip. Then the organic reviews came pouring in and we developed a close relationship with every single customer who bought our products. Apart from inculcating more interest in the projector segment, XGIMI has changed the perception that projectors are cumbersome to install and use. Its plug-and-play ease of use and compact portability has made people believe that it can definitely replace the television. You don't require a carpenter, an electrician, or interior decorator, or an IT technician to put it up. It does not take up much space and all the user requires is a white wall to enjoy a movie or a game night like never before.

What makes XGIMI Smart Projectors a new-gen must-have luxury product?

The most outstanding feature is the portability along with the ease of use, the plug and play convenience, and the luxury of having everything in one small box.

XGIMI Smart Projectors eliminates a Bluetooth speaker, an Artificial Intelligence speaker, a Fire TV stick, a Google Chromecast device, and a television. This is food for thought for anybody planning to buy a next-generation luxury product. If you want immersive entertainment with a device that is also adaptive to your needs and is flexible, a smart

projector is an answer. The luxury of watching anything you want, anytime, anywhere is also a very big draw. The millennials are more inclined toward buying projectors like XGIMI because they want to upgrade their viewing experience. It's like upgrading your old mobile phone to something which is new and unique.

With constant progress in technology every year, how have smart projectors and brands adapted to these changes?

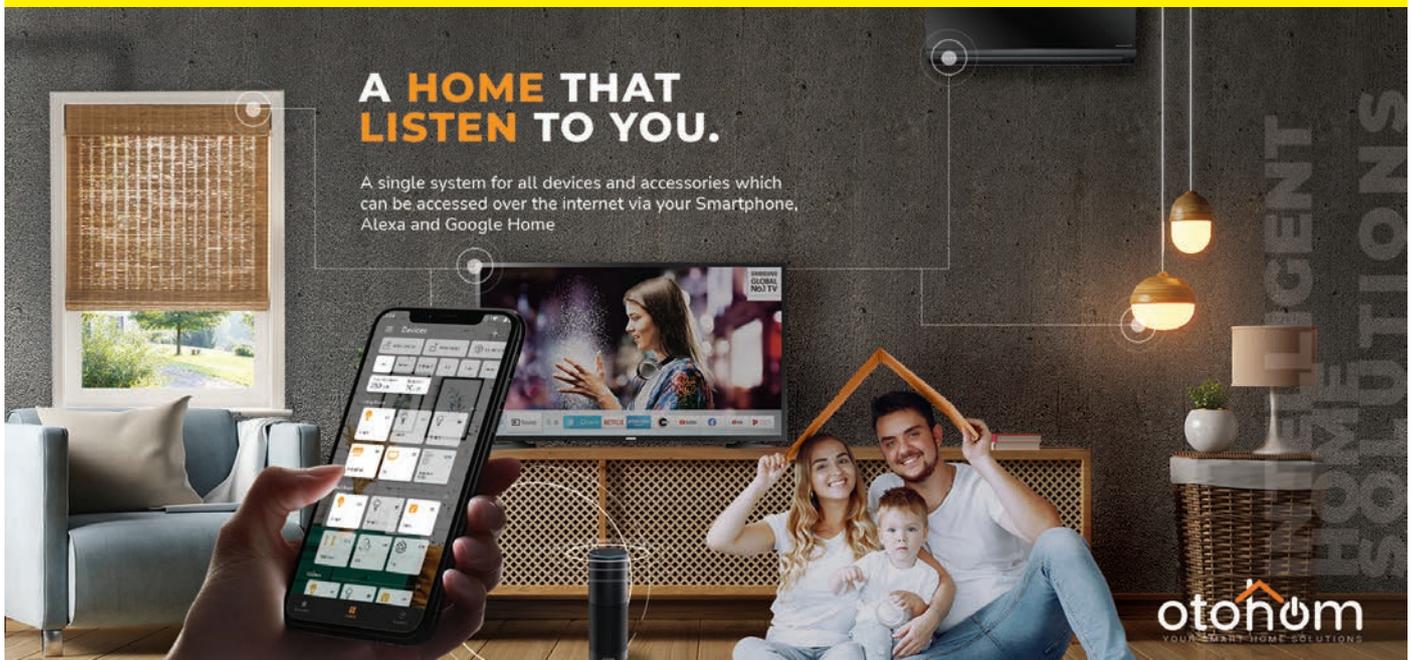
We presented the Halo in 2020 and in 2021, we launched the Halo+. Now post the MoGo series, a new series is in the works. In smart projectors, an in-built Android TV or Google TV is an advantage and more upgrades are coming every few years in terms of improved sound, design, projection, portability, battery life, etc. When we launched the portable series of XGIMI in India, we used the LED DLP technologies while many other brands were still in the old era of mercury bulbs and lamp-based projectors. And now the next generation of projectors is going to be based on laser technology. We are already working towards it. Laser and ultra-short-throw (UST) technologies will be arriving in India soon and we are very excited about them. The faster that a brand adapts to these new technologies, the better it is going to be for them and the consumers.

What are the benefits for a customer when they buy a luxury lifestyle projector from XGIMI?

The benefits would be the ease of use, plug-and-play convenience, world-class quality, state-of-the-art features, prompt and empathetic service, and extended warranty. We are also going to help consumers in the event of accidental and liquid-related damage. It will be available in all the big stores across India. Within the warranty period, we get our product picked up from the consumer's house, get it to our service center, repair it, service it and send it back. It sets XGIMI apart from other brands because they're not using their own service centers.

Sponsored

‘Access Control At Your Fingertips’



Getting to Know Otohóm

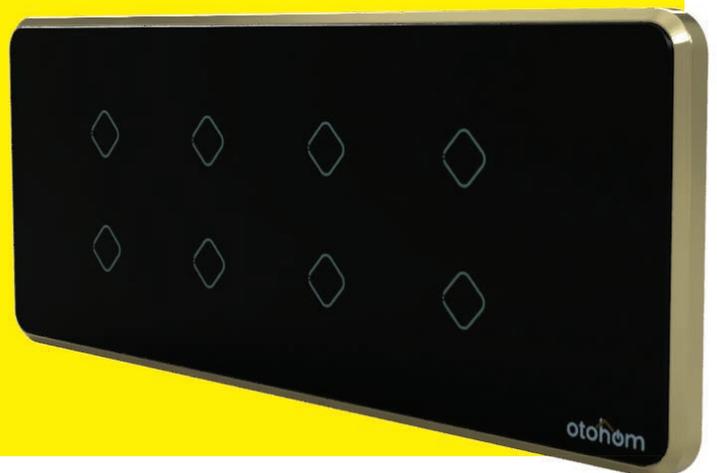
Otohóm is a subsidiary of Lanware Solutions, a technology integration firm which is at the forefront of digital transformation, by developing cutting-edge, world-class software for clients all over the world. Lanware uses a 360° strategy to bring fast, trustworthy, and exceptional services to consumers, from hand-held devices to remote access, services to goods, and hardware to software.

Having established itself as a force to be reckoned with in the industry, Lanware has a proven track record in the design and development of enterprise scale systems, as well as extensive expertise in bringing innovative electronic products from concept to market. Lanware's expertise spans across Enterprise Application Development and IoT to Embedded Systems and Robotic Process Automation.

Lanware's aim is to be an internationally renowned

partner in technology and talent offerings, where partnerships are built on trust and innovation is prioritized.

Otohóm has a passion for making people's lives easier and more comfortable by bringing smart technology solutions to residential and





commercial areas, thanks to its expertise in home and building automation systems gained over the last five years. Its unrivaled design and installation track record, quality par excellence, a customer centric approach along with the variety of offerings makes Otohomo a fine choice to experience the advantages of technology solutions for home and office and is genuinely 'Made in India'.

Let's explore the world of Otohomo, to understand how residential and commercial automation can add value to human lives.

Products By Otohomo :

Easy Access Automation is the one term that best describes Otohomo, it is an automation platform that helps connect essentials at home or office.

With a capacitive panel for a feather touch experience, it is available in different modular standard switch plate sizes. Controllable with or without a remote, the switch can be operated by touch, mobile, app, voice or remote, making them accessible over the web, mobile, Alexa or Google home. It enables for mood lighting and appliance scheduling in advance. With compatibility for three phase and inverter lines, it can be integrated into existing wiring. Otohomo presents a one-of-a-kind combination of elegance, beauty, and functionality.

The Elegenta Series comes with Curved Edge Glass and multiple switch combinations without the need for rewiring and an easy installation process. The Eco Series has a modular design with glass touch panel and is available in multiple combinations, fitting standard box and plate sizes.

New Launch Alert !!

Grande, a new series with ground-breaking

technology, will be released soon to complement Otohomo's existing premium product line. With 2.5D edge glasses, classy aluminium frame, secure cloud architecture and personalized data protection, Grande is the only Indian Standard OEM and ODM and would cater to the demands of the big players in the market.

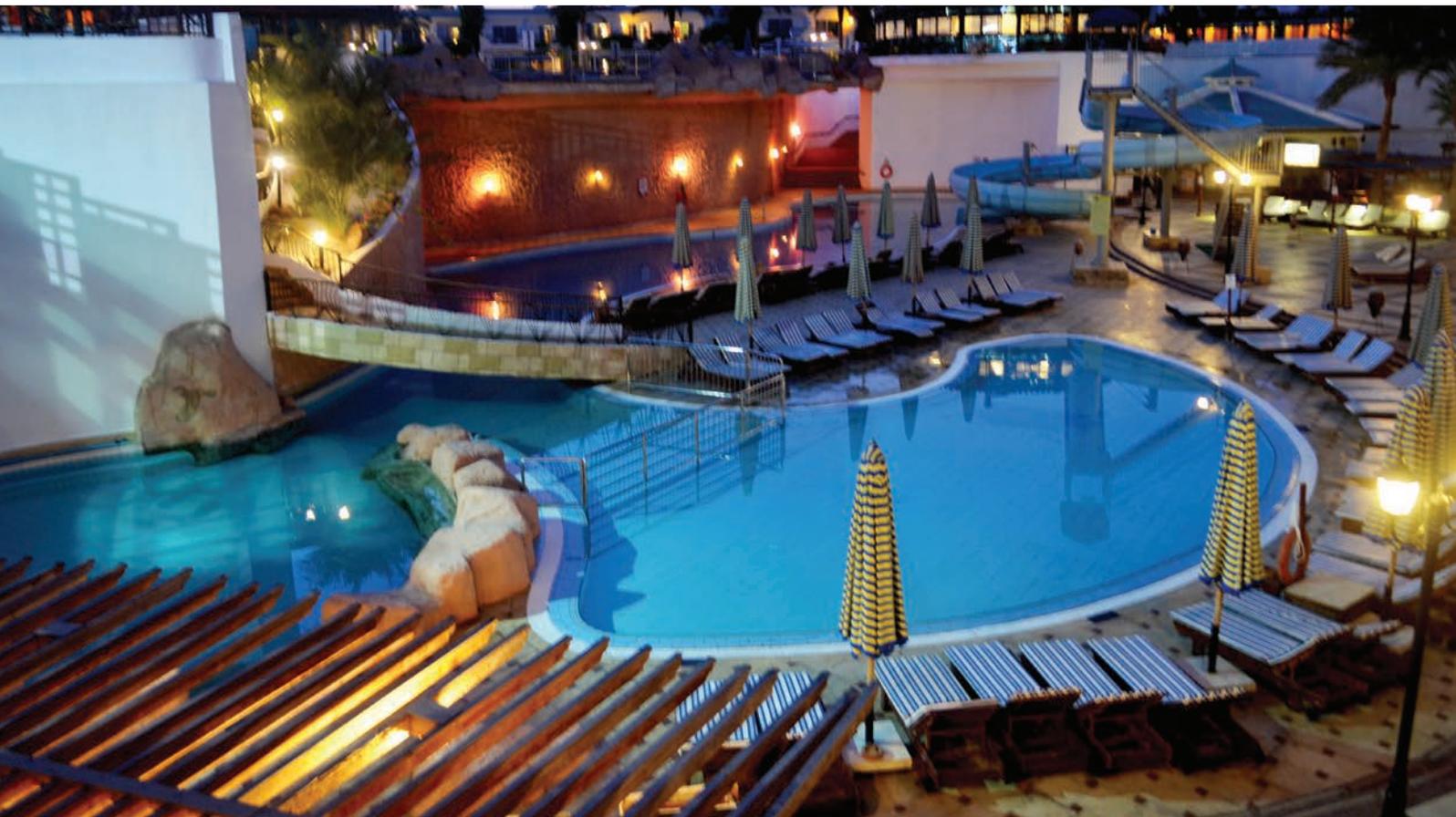
While Chinese firms now act as suppliers, Otohomo would fill this gap in the Indian market through Grande, by providing superior quality products backed by the greatest technological competence. Otohomo aims to be the OEM/ODM for some of the most reputed brands in the country over the next few years.



‘An Award-Winning, Automated 5 Star Resort In Egypt’

Design & Automation By:

Ar. Harwinder Matharoo, Founder/Principal, H+M Design Studio





Ar. Harwinder Matharoo, Founder/Owner/Principle at H+M Design Studio

The Sultan Gardens Resort is an automated resort with a 5-Star Rating. There are five freshwater pools surrounded by palm trees with views of Tiran Island at this hotel, which also boasts a private beach with terraces overlooking Sharks Bay. Each air-conditioned room at Sultan Gardens has a vibrant colour scheme that forms a perfect backdrop for the selective wooden furniture and the high-end televisions. The resort has five restaurants, a coffee shop, and a lounge bar, all of which are open 24 hours a day. The spa offers customised packages for the guests.

Automation at this resort has led to higher productivity, lower costs, better forecasts, accurate pricing decisions, and a better experience for both staff and guests. They function effectively and do more with fewer resources.

The Client's Vision

The client wanted to be in command of all day-to-day operations. The aim was to offer efficient service to their guests. Secondly, a reduction in both costs and personnel was a long-term goal for the owner.

The client wanted self-check-in kiosks at the front desk and wanted additional information kiosks to be installed at various areas. Another idea was to have request menus for mobile devices, which would

provide the guests a value added service where they could ask for products and services right from their phones.

Other hotel systems, like those that deal with travel, ordering, inventory management, role assignments, and the creation of rooming, transfer, bus, and flight lists, needed to be automated, so that employees could handle more leads and bookings with the help of automated sales and communication systems.

Challenges Faced:

During the planning and implementation phase, there were three big problems that had to be solved. The first was controlling the heat. Egypt has an average temperature of 340 C, so it was hard to make wired and in-wall systems that won't go off when the temperature outside goes up.

Another problem was that we couldn't find compatible products that we normally use in other projects. This made it hard to plan and deliver automation that worked like traditional systems but used unconventional equipment. We couldn't bring in equipment from other countries or India because we didn't have enough spare parts for maintenance and repairs in the future. This made the situation challenging.

Lastly, because energy and water are very expensive



in Egypt than in other places, We had to customise and install systems which would conserve energy and water.

Solutions:

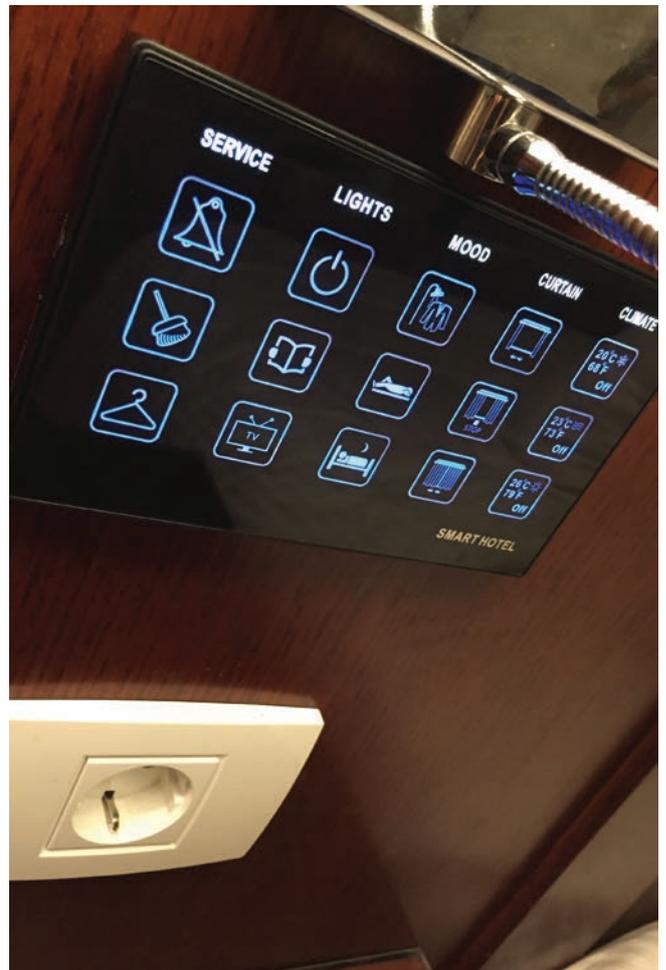
The solution integrated to tackle heat regulation was a two-pronged strategy. First, we utilised highly insulating and heat-resistant materials for the equipment's outer covering to protect the system whenever there is a change in the ambient temperature. Second, we changed the HVAC system, so that it keeps air moving and keeps the temperature well within acceptable ranges.

Employing local system integrators and engineers to develop and implement a customised system utilising local systems and equipment solved the problem of product procurement. In addition, they were taught how to maintain and repair similar systems in the future. Unintentionally, this also solved our third problem, which was a smart water management system, because the same engineers were able to design and implement a custom solution.

Automation Integrated:

Sultan Resort's automations include:

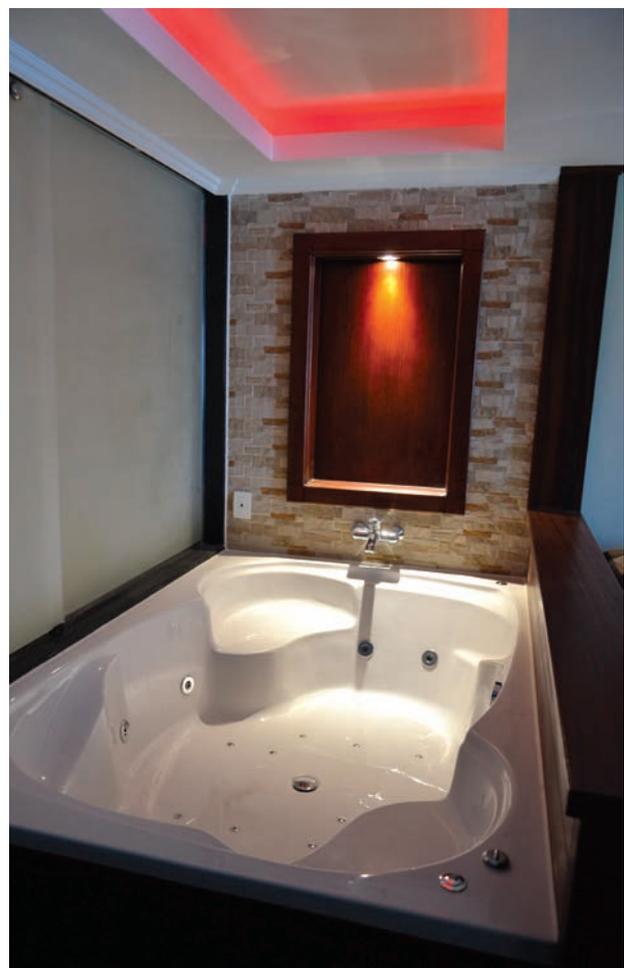
- Guest Access Automation: Self-check-in kiosks were installed so that check-ins and check-outs could be done automatically without the need for a front desk. This integration also provided each guest with a unique code that allowed





keyless check in and check out, and it alerts the staff automatically when the guest leaves the room.

- **Smart App:** Guests were able to control everything in their rooms with the use of a mobile app, including the lights, TV, fans, and even the blinds. Using this method, they were able to personalise the room and keep the hotel's energy costs low.
- **Service Panels:** Service panels were put in place to allow for real-time, digital service requests to be made for housekeeping, laundry, maintenance, sign boards and more. In addition to this, they contained automatic notifications that were sent to the relevant staff members, allowing them to be promptly alerted.
- **ESTM:** Scheduling and task management systems for employees were made and put in place to make sure that everyone gets an equal amount of work.
- **PMS:** The hotel automation system and the property management system were integrated so that everything can be done in one place. It also controls the lighting and temperature to elevate the room.
- **Water Management System:** A variety of hardware and software instruments, including sensors, metres, actuators, and web and mobile controls, were installed to construct a Smart Water Management System for the hotel. The installation of smart metres and monitoring





hubs enables real-time water consumption measurement, and aids in identifying excessive usage and waste points.

- **Fire Marshall Release:** This function is crucial in the event of a fire; smart hotel systems provide occupancy records, and the fire marshal can unlock all room doors with a break-glass key for quick and easy access by firemen.

Automation Companies Used:

1. **G4:** G4 is an all-in-one hotel automation system that allows guests to tailor their stay exactly to their preferences. Through its operating systems, all in-stay technologies can be linked directly to each other.
2. **Mews:** Mews is a GRMS that assists the client in streamlining their processes. It is cloud-based and features a six-product interface to assist hotel management in improving their procedures. It includes a booking engine, a concierge app, an automated payment system, a housekeeping management system, and other features. Furthermore, they integrate with more systems, including G4. Its pricing intelligence index collects market data in real time to help hotel owners set prices that are competitive with the rest of the industry.

3. **Open Key:** Open Key is the digital key software tool that provides contactless guest room access via a mobile app. The app is available in iOS and Android local languages and enables guests to check-in and out of their rooms without having to do so in person. The app also promotes local amenities directly through the platform.

Advantages of Integration:

- Guests can go straight to their room with remote check-in. No need to go to the front desk and wait. Without a front desk, customer service staff can provide more services, assuring a better experience.
- Using guest portals in hotel automation software, guests and staff can engage directly via mobile devices or in-room smart apps.
- The resort had one person for every 10 rooms. Hotel automation integration has allowed them to operate with just 1.5 people for 24 rooms. Because of this, the cost of staffing has been reduced drastically.
- The guest's whole stay can be managed and experienced online at their convenience.
- Energy costs were a substantial burden in



Egypt. Putting energy controls in guest rooms has made them more energy efficient and saved money.

- The fire marshal's release instilled a sense of safety in both guests and clients.
- The client considered future-proofing operations to be an important concern. They were able to continue operating at full capacity thanks to automation.
- The ability to control every area of the resort's operations without adding to the staff's workload was a huge benefit. The hotel automation technologies were built right into their current PMS system, which means that everything in the hotel can be controlled from one place.
- The ability for visitors to control and customise their rooms allows them to have a more seamless stay while the hotel can maintain security, efficiency, and cost-effectiveness.
- With keyless entry, the client was able to completely get rid of both the security risk that lost keys pose and the hassle of losing them.
- The check-ins and check-outs of guests provide the housekeepers with the real-time updates and information they need to keep the premises clean.





- The management set up a system where each employee has a unique access code that they can use to change access. This was done so that access and security could be better controlled.
- Through the implementation of the Smart Water Management System, water wastage was reduced, water quality and efficiency were enhanced, and leakage control was implemented.
- The resort was also able to prevent moonlighting with the help of automated access control, which gave it a higher level of security.



Final Takeaway:

In the hospitality business, automation has been a hot topic for the past few years. From AI concierges to electronic butlers to fully robotic hotels, this technology is being used by hotels to improve their services and change the way guests feel when they stay there. Automation still has an important place in hotels, as long as it doesn't take the place of good service.

In this case, when automation was added to Sultan Resort, it created a balance between the human touch and the automation. It helped solve problems on the back end and problems that guests have.





Multifunctional Space

Interior Design & Automation by :
Ar. Abishek Reddi, Higher Archy

The client, a young and well-known music director, and songwriter had a specific brief - he wanted a multi-functional space that would function as a home during the day, and the same space would transform into a nightclub after sunset.

The design team created an expansive space by breaking down internal walls to create a seamless unified space that offers a panoramic view of the city. One notes an extensive use of glass as the primary material of construction.

The Scope of Work

Steve Jobs once said that "Design is not just what it looks like and feels like, design is how it works." Using this as an ethos, the team designed an urban space by integrated flexibility and automation.

This home-cum-night club is spread over an area of 2,500 sq ft and is located on the 14th floor of a building. Ar. Abishek Reddi has skillfully handled this unique brief to recreate a larger-than-life setting for his client.

The Client's Vision

Being a night owl, the client hardly had time to interact with his family and friends. He required a space that emulated the essence of a nightclub to host his friends and family. But simultaneously, it needed to serve as an inspiration to aid his music composition. And since it was not just a studio or entertainment space but a home, it also required the usual check-boxes to be ticked.



Automations Integrated

In this project, thoughtful and careful integration of automation systems has been integrated to create this dynamic space.

After mapping the client's lifestyle needs with modern technology, the design team was able to find easy-to-use solutions like security locks, alarms, smart curtains, DALI systems, innovative heating solutions, etc.

Lighting & Automation Brands/Products used are mentioned below :

Load Controllers :

- **DALI Dimmers** - The DALI dimmers (Digital Addressable Lighting Interface) are used to individually address each LED fixture and group them into circuits through the software. All the LED Downlights/cove lights are looped together through a 1.5sqmm copper cable and then grouped as per the layouts. The DALI dimmers are used for dimming the LED fixtures to the minimum possible intensity without flickering. The downlights and Cove lights of the living area, dining, bedrooms, and master bathroom are controlled by the DALI dimmer. The RGBW Linear lights are also controlled by these DALI dimmers.
- **Phase-Cut Dimmers**- The Phase-Cut/ Mains Dimmers are used to control the Light Fixtures through the voltage regulation method. The





Lights brands used:

- ABBY
- LED-LUM
- HAFELE
- LAZURE
- OSRAM

Integration Devices:

Milanity Processor- These processors are used to integrate the lighting controls, curtain controls, AC controls, and the AV controls together. The client can use the single mobile application of Milanity to control the entire home without switching between multiple applications. The processor can also control

decorative products are dimmed through these Phase cut dimmers.

- **Relays-**These relay controllers are used for switching ON/OFF the loads. The fans, curtains are controlled by the Relays.

User interfaces :

- **Keypads -** The keypads are used to trigger the lights, fans, curtains, AC, etc., The Antumbra keypads used here are with proximity sensors that turn on the backlight of the keypad when approached. These keypads are with inbuilt temperature and daylight sensors.
- **Movement/Dali Occupancy Sensors -** The stand-alone movement/occupancy sensors are used to turn ON the lighting circuits when it detects a motion. It turns OFF the lights once there is no movement. The time delay of the sensors can be adjusted based on the client's requirements.
- **Yale Fingerprint digital door lock and two-way integration module 4. Dalton curtain tracks.**

Lighting Controls Brand:

Philips Dynalite “works on DYNET protocol but can be easily integrated with other third-party processors through network bridges”.

As lighting is an art that conveys an emotion or makes a statement. The team created a sensory expression through a specialized lighting system that is responsive and adaptive. The monochromatic walls with subtle undertones act as a canvas for light art at night. The use of light and colour, inspired by the client's stage performances, added an emotional connection. To create a more immersive experience, with added colour-changing RGBW LED lights to illuminate certain sections in a hue of choice. Using smart systems offered the choice to voice-activate the lights and create lighting scenes to foster a preferred vibe. The beauty of the lighting in this house is that it is dynamic and reflects the spirit of the homeowner.





these services based on time. Lights can be turned ON/OFF based on time. The curtains can be opened and closed based on daylight or any other proffered time automatically.

Challenges Faced

Few projects have challenged the team the way that this smart home design did, stepping up to the task at hand the team drew attention to the living cum entertainment space and integrated them to foster cozy evenings for a party or a casual dinner with friends. The custom-built gold bar is the pièce de résistance tying these spaces together. Flanking the bar is an intricate array of customizable lights to enhance the mood.

When designing the main bedroom, they wanted to aid a comfortable environment for a good night's sleep yet retain the decor of the whole house. So, the main bedroom and bathroom have been designed to flow seamlessly into each other. Thus balancing form and function along with the cosy and artistic.

Eventual Outcomes

The open floor plan lends itself to the lifestyle of the modern human who needs multi-use spaces. Therefore, it was a natural solution for the brief. To begin with, the existing walls were replaced with glass for an unobstructed view of the skyline. The large glass walls add to the airy concept of the house. The



design studio aimed at creating a multi-functional/flexible floor plan that would include private and semi-private entertainment areas.

To facilitate this, the space was designed to blur the boundaries between the three zones using glass partitions. Based on the need of the hour, the entire floor plan can transform into one huge space to host a party or be segregated into many to aid privacy and usability. This is visible in the main bedroom design, which fosters comfort and privacy. The glass partitions demarcates the living and private areas and can be opened up to expand the space. This open plan helps the client adapt to a new versatile way of living/working/entertaining, as he chooses.

Once the homeowner arrives, the intelligent home senses his presence and illuminates the entryway. The temperature in the apartment is preset to his needs one hour before his arrival. The thick blackout curtains are automated to cut out the harsh light during the day and open to the city during the night.

Reducing the hassle of decision-making and saving



time was crucial to the client, so the house was designed to respond to these needs. The day begins with a gentle voice that wakes the client. The motion-activated automation senses his movement and slowly withdraws the blackout curtain to let the daylight seep in. Simultaneously, the water heater heats his bathwater to the exact temperature of his preference. The room temperature setting is automated and integrated into the timer to vary according to the weather.

The glass partitions that are incorporated throughout the house blend the technology and functionality used in this space. The glass can become opaque with just a touch of the button or used as a whiteboard to brainstorm within the music space.

Final Takeaway

A house used to be judged by only its looks, but nowadays it is judged by its intelligence.

Smart home technology creates homes that are responsive, flexible, and dynamic. Instead of asking homeowners to move, twist, and surrender to fit into stagnant conditions, smart homes have technologically evolved to act on the resident's behalf.

It was clear from the start that the need to incorporate spatial design modifications to accommodate the client's lifestyle requirements. The use of texture, lighting and spatial demarcation assisted in achieving this goal.

'Six-Storey Dhaka Residence, Gets Smart and Secured.'

Lighting & Automation by :
Mr. Ashish Hingorani, Founder of Avenue Sound





Renowned real estate developer from Dhaka invited Mr. Ashish Hingorani, Founder Avenue Sound to install smart home solutions for their upcoming residence. The spacious residence spread over six- floors. For this plush residence, the developer had given a clear brief that he wanted state-of-the-art smart security, audio/video and Wi-Fi and networking solutions

The Scope of Work

With 12 zones of audio, a dedicated cinema room with a 4K projector and a 7.2 surround sound system, sixty plus smart lighting circuits throughout the residence. In addition to this unique security features were integrated, making this one of the largest projects Avenue Sound has worked upon.

The project was broken down into 5 main zones :

1. Dedicated Home Cinema
2. Audio/Video Automation
3. Smart Lighting
4. Smart Security
5. Motorized Window Shadings

The Client's Vision

The client expressed the desire to integrate the home with the latest automation technology, but they had little to no idea how to go about achieving it. They were keen on having a concept that fits well with the interior design, stayed within budget, and





made the home exclusive. As home automation and smart homes are still emerging concepts in Dhaka, the client wanted to create a home that stood apart from the rest.

The client was keen on adding smart lighting, av solutions, and security, all while creating a dedicated home theater. The team, explained to the clients, that each part of a total solution, would make their home more efficient, user friendly and connected

The team further brought around case studies from previous projects, some of which were created in smaller spaces, to help explain the potential of home automation. This aided the client's understanding and knowledge. At six storeys, this large home demands security using a whole-home control system like Control4, it was possible to integrate cameras, motion sensors, biometric access, and a video door phone all into a single app. The mobile application could schedule tasks and monitor the camera at their convenience. This was a big plus point for the client, having the full connectivity and control of their residence.

Planning Phase & Execution

With this project being in a different country the planning stage was the most important part of the process. As the team did not have the luxury of making multiple visits, making changes on-site, or major changes in design. They were focused on creating very detailed design drawings including schematic level drawings, elevation drawings,



and line-level drawings properly identifying each connection, and place of each piece of equipment and a visualization of how it would complete the execution before submitting the final design on the job site.

A lot of the products that were installed were new for the team and the client, so it took a total of two trips during the product finalization and planning stage to achieve the proper functionality of each product and the plan to integrate it.

After the cables were placed as per the team's design and requirements, another site visit was made to check and adjust the wiring based on the schedule.

During the next month, two more site visits were conducted for the execution, integration, programming, calibration, testing, and handover of the entire solution. This project had many local contractors including the electricians and carpenters, they were very helpful and quick to understand the solutions.



Automations Integrated

Smart Lighting

Across the residence, decorative and standard lighting fixtures were wired to a Control4 Smart Lighting Dimmers, Switches, and 6 Button Keypads. Instead of a centralized lighting solution, the clients preferred running the lighting load directly to a smart wireless Control4 switch or keypad. This would always work directly with the lighting load and could be controlled from the smart switch even if the automation system stopped working.

Products & Brands used were:

- Lighting Control: Control4 240V Dimmers and Switches
- Lighting Control: Control4 8 Channel 0-10V Dimmer Panelized Lighting Module

Audio-Video

The clients liked to entertain, and audio and video solutions played an important role in their entertainment experiences. Whether it be hosting parties or sitting down with the family to enjoy movie night, they wanted entertainment experiences across all six floors of the residence.

The crown jewel in this project was the dedicated home cinema, which the team built on the 3rd Floor of the residence.

Products & Brands used were:

- Multi-Zone Ceiling Speaker: BIC America MSR-Pro6 6.5" In-Ceiling Speaker
- Multi-Zone On Wall Speaker: NHT Absolute Zero On-Wall Speaker
- AV Receiver: Audio Control Concert AVR-6
- Multi-Zone Audio Matrix: Control4 Audio Matrix Switch
- Multi-Zone Amplifier: AudioControl 1260 6 Zone Amplifier
- Surround Speaker: James Loudspeaker QX630 3-way full range in-wall speaker
- Projection Screen: Da-Lite 20389 58x104" Cinema Contour Fixed Frame Screen (HD Progressive 1.1 Perf)
- Multi-Zone Outdoor Speaker: StereoStone 6.5" Waterproof Rock Speaker
- Front Speaker: James Loudspeaker QX830 3-way full range in-wall speaker
- Subwoofers: Rythmik Audio LV12R
- Projector Mount: Peerless PRG-EXB-W Adjustable Projector Mount

Smart Security

As compared to other smart home solutions,



security is one of the most important considerations in the smart home. This project was no different. The integration of Lilin Full 1080p HD IP Cameras throughout the exteriors of the residence, aided in keeping a watch for unwanted intrusions. Certain indoor spaces were also outfitted with Lilin 1080p Full HD IP Indoor Dome Cameras.

The DoorBird D101 Smart Video Door Phone was integrated at the main entrance so that visitors could be easily identified by the homeowners even when they were not at home.

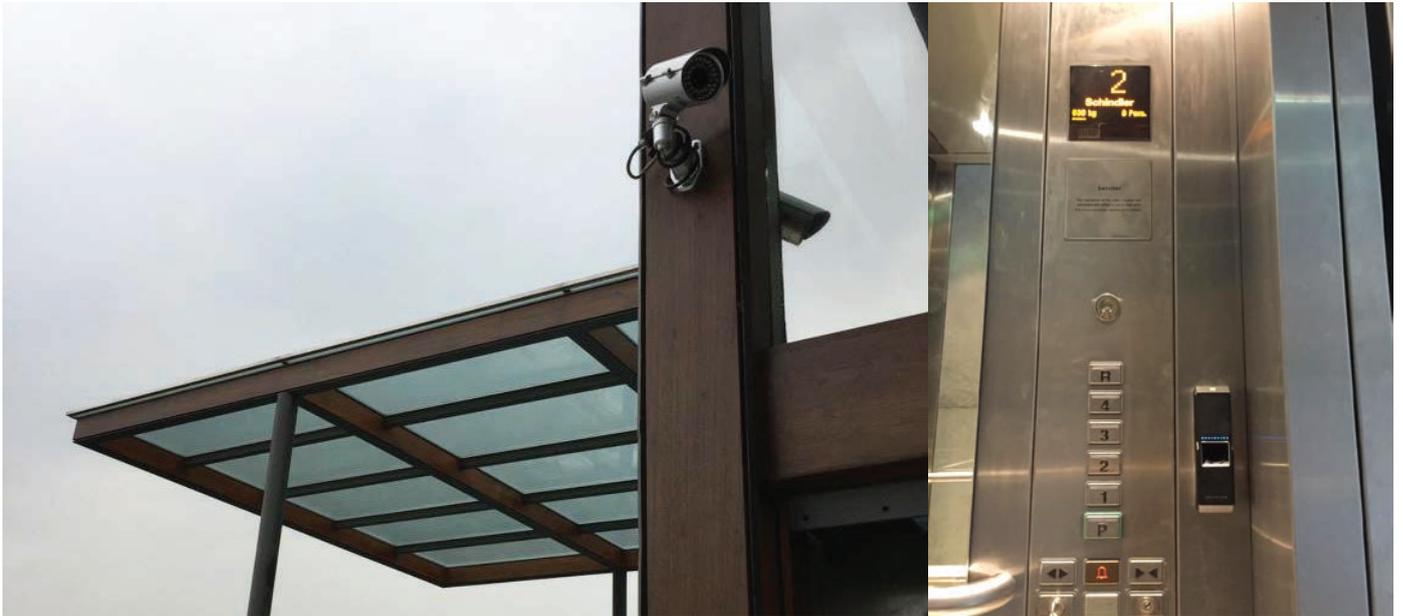
Products & Brands used were:

- IP Camera: Lilin ZLI-LR7022E4 2MP 15FPS Bullet IP Camera With Night Vision
- Yale security lock
- IP Camera: Lilin ZLI-LD2122E4 2MP 15FPS Dome IP Camera with Night Vision
- Yale security lock: To be fixed inside Elevator with COP for Access Control
- Axxess Wireless Relay and Contact Sensor: Wireless Dry Contact to be fitted in Lift for Access Control
- Invixium Mycro Biometric Access Control

Smart HVAC

Although this was among the first opportunities the team had to work with the CoolMasterNet





product by CoolAutomation or complete two-way control of the Daikin VRV HVAC System, they successfully installed it throughout the six-storey residence.

With the help of the CoolMasterNet, it was simpler to connect to the outdoor units' bus of the Daikin VRV System and then connect the CoolMasterNet unit to the IP Network. This allowed the Control4 HC800 Home Automation Controller to communicate with every single A/C inside the residence and easily control each unit, while at home or remotely using the Control4 app.

Products & Brands used were:

- 6 Button Keypad: Control4 Wireless 6 Button Keypad
- A/C Automation: Coolmaster CoolMaster Home Automation Interface for Daikin Air Conditioner

Motorized Window Shadings

A project of this level would not be complete without adding in another key aspect of the smart home... Motorized Window Shadings. The clients insisted on adding in motorized window shadings to all bedrooms and many of the entertainment areas throughout the residence.

Somfy Glydea motors combined with customized draperies elegantly glided through the air to open and close with ease, at the push of a button, on a schedule, or even as part of a scene.

Products & Brands used were:

- Axxess RCS6: Dual Wireless Relay which allows you to Control two curtain motors

Networking and Wi-Fi

As one can imagine, a project with a lot of smart home solutions requires a strong and stable network as its backbone. The entire network backbone used Engenius Networking Switches and Access Points. For the Access Points, the Engenius ECB350 and ECB1200 were strategically placed throughout the residence for maximum coverage and bandwidth. The extremely fast and robust EGS7252FP was used for speed interconnectivity between the local IP devices. On the routing side, the ER-X by Ubiquiti facilitates all routing duties in the project.

Products & Brands used were:

- WIFI Access Point: Engenius ECB350
- Network Switch: Netgear GS108PE
- Wi-Fi Access Point: Engenius ECB1200 Wireless AC Access Point
- Network Switch: Netgear JGS524PE-100NAS

Challenges Faced

One of the biggest challenges faced was that a smart home was a relatively new concept for everyone involved from the clients, to the architects, to the contractors. The team was met with plenty of skepticism. Whether a concept like this would be worthwhile, robust, and at some stages even possible to execute, doubts arose from many minds.

Another challenge was the local support when needed. With Control4 a lot of the programming can be done remotely but sometimes support



on-site may be required. Avenue Sound had to further train the client's local IT team in terms of connectivity, basic troubleshooting, and programming so that any urgent support could be provided when required.

A smaller challenge was getting the clients adjusted to their smart homes. In most projects for the first month, the team is the clients' best friends, till they get used to really working with their new technology. Since this project was in another country, the team held a training session with the entire family. The team went above and beyond by providing FAQ sheets and How-to-Guides in case the clients forget how to operate any aspect of their new smart home.

Client Feedback

The clients were blown away at how easy life had become for them while living in their new home. With curtains and blinds opening on a schedule that was set to their timings, smart security features such as getting a live feed from their main door whenever someone rings the bell and biometric access control for the elevator required to operate the in-home elevator post 11 pm, the main concern of a secure home was achieved.

The entertainment enjoyed by the clients included music that could be played in 12 zones across the house, and a 7.2 channel professionally calibrated dedicated home theater room. Additionally a rooftop swimming pool with outdoor audio, and

over 60 smart light loads and 20 lighting scenes throughout the residence, they fell in love with the smart technology.

Final Takeaway

The team was able to complete the installation, programming, and calibration for this entire project in 30 days. As a company, this project was one that truly raised team confidence to another level.

Just knowing the team's capability of completing such an extensive project with so many variables, customization, and smart home solutions working in unison leaves one with a feeling that as a company, Avenue Sound can accomplish anything with the right set of collective minds on the team.

Overall Experience

This was one of the most challenging projects the team had to work on due to the location and lack of awareness of smart home technology in that part of the world. A lot was learned through each challenge and the team is still in touch with the client. The recommendation and goodwill of the client have brought another project, in the same neighborhood to the team.

‘How To Bring A Unified Experience To Smart Homes?’

PANEL DISCUSSION SERIES-ONE



AS THE AVERAGE NUMBER OF CONNECTED DEVICES IN A HOME INCREASES, THERE COMES A TIPPING POINT WHERE CONSUMERS SEEK TO ACHIEVE A UNIFIED EXPERIENCE. MORE SMART HOME PLATFORMS ARE USING AI AND OTHER ADVANCED DATA TOOLS TO TRY AND CREATE A MORE CONSOLIDATED EXPERIENCE FOR THEIR CLIENTS.

The question remains, ‘How to bring a unified experience to Smart homes?’ The Smart Home Expo 2022, brought this up as a subject, among

other as a part of the panel discussions held during the course of the two-day event.

The eminent panel included Mr. Amit Porwal, the Principal Designer at Icon Projects Inspace Pvt. Ltd as the Moderator of the discussion, Ar. Shweta Deshmukh, the Founder of DezineBox and Mr. Harsh Mehta, the Managing Partner at Future Automation Solutions, Mr. Gianluca Trovato, Business Development Manager, Connected Solutions, Somfy, and Mr. Volkan Alcinkaya Managing Director, I Luxus GmbH.



Mr. Amit Porwal, the Principal Designer at Icon Projects Inspace Pvt. Ltd

Mr. Porwal kicked off the discussion by throwing out a question to the rest of the panel members, "How do you think in the current living conditions, is a smart home coming up, and what does the future hold?"

It was aptly answered by **Ar. Deshmukh** stated, "Smart homes are no More a Luxury Today. It's a need of the hour. Mostly it's a big responsibility on us as an Architect and a designer to Encourage and convince Our Clients on how important it is to integrate automation in the Project."

"My approach towards automation, how to propose this to any client, is by dividing it into three factors: safety, security, then ambiance & comfort. There are different elements in each segment so safety and security consist of smart logs, CCTV, digital logs, sensors and control of your DB board, your CB's MCPS and control for all your equipment."

"While the ambiance is the control of all the lights and creating an environment, with the mood-setting and a lot more to it, like the automation using curtains, etc. Then comes sustainability, so all these factors security, comfort, and ambiance are encompassed By sustainability. Today, it is very important for us to reduce the carbon footprint and wellness is also added." **continued Ar. Deshmukh.**

"Now wellness is an extra added factor to automation which is simply superb. We will wear the watches and depending upon our heart rate



Ar. Shweta Deshmukh, the Founder of DezineBox

the AC temperature would be set, and so on. If there is a fall off, the owner will get to know the kid who has fallen. So this is again an added value to automation." **she concluded.**

Mr. Gianluca Trovato, a representative of Somfy said, "We are specialists in the solar shading and home automation solution." Trovato continued "It is my duty to drive the home automation for our company in this area and to pick up the concept, for me, home automation is comfort for sure. Although it's not yet for everybody and is not the answer to all needs, it does make life easier."

The Managing Director of I Luxus GmbH, Mr. Volkan Alcinkaya joined in by saying that although we have come far with the concept of smart homes and artificial intelligence in homes when compared to smartphones, home automation will follow a similar trajectory. He continued with "What drives you to do something. Number one, you want to do it. You wish to do it. The second is you have to, this is something like that. Same in SmartHome. Firstly, we have to do it to have a sustainable world to save energy. The second thing is that it provides us comfort and wellbeing."

"Well-being at this point is only the people, things that are okay. That's why I am happier at home. Yeah, that's true. But think about the offices. Think about productivity and now science shows us that in a certain level of light, people work much more productively." **added Mr. Alcinkaya. He concluded**



Mr. Gianluca Trovato, Business Development Manager, Connected Solutions, Somfy.

by agreeing with **Mr. Trovato**, that while many people cannot afford home automation, a solution can be achieved within the smart home business, interior designer and a system integrator, until then there will always be those who want to opt for a smart home.

Being an excellent moderator, **Mr. Porwal** raised another question to the panel, which was "How do you both lay a foundation for a client? Or how do you lay a foundation with the constant evolution of smart technology? How do you both try to balance that into a project which you're going to start and, uh, how do you lay a foundation?"

The Managing Partner at Future Automation Solutions, Mr. Harsh Mehta, took this opportunity to brief the audience about his company by saying, "We are a system integration based company from Ahmedabad Gujarat and we are the early adopters of KNX and smart home technology. And ever since then, we have done more than 400 projects across a platter of spaces."

Mr. Mehta goes on to address the audience's question, "My take on this would be that automation technology has been an evolution. So it was not a technology that existed the way it is today. It has evolved and evolved and evolved, and it has evolved based on pain points. When we meet clients. Our first question is to educate them about what are the current solutions available, but more importantly to emphasize their pain points."

He further narrators a beautiful example of a

tech-friendly client project, with a big house. The client's daughter prefers sleeping at a 16degrees temperature every night, the pain point arose for the client when it came to changing the temperature of that room, and intruding on his teenager's privacy as well as the distance from the master bedroom was vast. An easy solution was achieved with home automation, by giving access to all the temperature control settings to the client in his room.

"So every day we encounter clients with a pain point every day, whether my daughter came to how home from the school or not, whether my AC is turned on or not, whether I left my geezer open or not, whether, you know, my, my gas leak sensor is working on also everywhere. When there is a pain point, there's technology there to help us overcome it. That's where we evolve. And that's where we try to educate our clients. That out today, automation is a wide subject. There is an area of solutions and it's not an exhaustive book. ", added **Mr. Mehta**

Architect Shewta Deskhum, gladly shared an experience from her college days with a book titled, **Future Shock by Alvin Toffler**. She went on to explain how at the time she did not relate to it, as personal technology such as mobile phones was just introduced to the world, but in today's age, she can see technological evolution happening at a faster pace than ever before, ringing the words by author Toffler true.

Mr. Porwal continued the discussion by diverting the attention to **Mr. Trovato, Somfy**, who had more to say on how home automation should be pitched to clients.

"We need to leverage on the benefit, or we are asking people to spend a little bit more money. Okay. Because this is the reality. So what benefit do they get from it? So for me, the first thing is to listen, listen, to what they want and what they need and link up what they want and what they need with the benefits. So which product can we offer to satisfy this benefit? So we have to work on this. So this is for me, the key point if there is a need for security, let's talk about it. If there is a need for energy saving, let's talk about it. Don't talk too much. Don't talk about many things because a lot of people buy home automation and they are not happy after that because they buy stuff that they don't need. So we need to listen first." said **Mr. Trovato**.

After the panel agreed with **Mr. Trovato's** answer, the moderator **Mr. Amit Porwal**, placed the question of the hour in front of them.

"I believe it's common for all of us and which I believe is a very important question in terms of understanding that there is a constant evolution of technology. How do we arrive at something which is called a unifying standard?" questioned **Mr. Porwal**.

“As industry experts, we would like you all to throw up on a light on this, because this is something which probably was, probably in the backroom, when we all discussed, we said that this is an evolution. You know, initially, automation came as a luxury segment slowly and steadily. It will become a must-have segment for the masses. How would it be possible? How are you going to unify the standards?” he continued.

Mr. Volkan Alcinkaya, the Managing Director of Luxus GmbH, was quick to answer, “First very shortly, Why do we have to get unified? Let’s make it clear that a smart home means different controls. For example, automation for lighting, AC shutter and blind security, CCTV alarm, and solar system consumption.

“That’s kind of the system in the SmartHome. They need to work in a circle in a smart way, and they speak to all of them. Each other, your shutters talk to the lights. Then the light sensors must send the data to the AC controller and how it’s possible to make everything at the same time they have all of them. The protocol, it’s a little bit technical, but I try to describe it very smoothly. All the systems have their own protocol, but they are the common protocol. This protocol right now talks to each other.”

“And an example, think about a smart villa at the door, you have the doors, unit door, phone unit, this door, phone unit. When you, when you bring the insight, the automation panel is ringing. You are

receiving the video. They are not from the same manufacturer, but this protocol is from the door. The phone is SIP or VoIP. And the door panel is KNX. And, but they are speaking to each other. I mean, with that integration, not everything must be integrated into a smart home. That’s maybe more than 10 systems, but we are talking about maybe four or five different protocols. And right now they can speak to each other. It means from A to Z what I say from the door and weather station at the top of the building, they are speaking with each other.” **said Mr. Alcinkaya**

“Only the new element is coming. For example, inter IOT, IOT has its own protocols, MQTT, and others. But it’s also very easy that as a manufacturer, when we hear this, we start to work on the integration with that. And we are providing the gateways that the system speaks of are shorter.” “Only thing is I would like to say something about the system integrator and the designer that I worked very closely with. We are. Can I say, for example, this is the new technology, how they should notice it? We are actually, the most important task is on the manufacturer’s side. You have to do the training. We train, we help with the design and the system integrator, and the designer. They are very important because they are improving the devices as a manufacturer. I don’t get the feedback from the end-user, but they are getting, and they are sharing to me and they are helping to improve the systems.” **he concluded.**

Mr.Mehta further added, “So I think most of the people out there must have either used or designed a home theater right now. It’s a very common sight to see an army of remotes on a home theater desk. You know, there are at least eight remotes that I can count on a home theater desk.”

“Now imagine that we are selling automation. And the idea is to unify these remotes so that you have just one remote to handle and you give them activity-based buttons, which makes things very easy for every age group. Otherwise, normally whenever I asked my client, we must have not been automation. So the house owner would, the homemaker would say that my husband would come and play for me. My son will come and play for me. Well, my daughter will come and play for me. Now, when we are unified, unifying it into one remote or one app. And if there is one easy, which is not compatible with automation for that, I would still handle that one remote that’s where unification fails. And that’s where unification is so important. And that’s where standards and protocols are important.” **he continued.**

“So today I represent a protocol called KNX, which is one of the world’s largest protocols today. And more than 500 manufacturing companies are a part of this standard. Now, the idea is to unify



Mr. Volkan Alcinkaya Managing Director, I Luxus GmbH.



Mr. Harsh Mehta, the Managing Partner at Future Automation Solutions

things. The idea is to make sure that more and more equipment, more and more functions, and more and more appliances come on to a standard wherein they're easy to operate. They're easy to interoperate. They are easy to replace. They're easy to find a substitute. And there is a lot of liberation out there because today you may want everything under the sky, but you still don't want to get dependent on a brand. And that's where protocols and technologies matter. So we're talking about our technology called Matter. We're talking about KNX, we're talking about IoT. We are talking about SIP. So all of these are meant to unify these standards globally, and they are going to make things much easier for the homeowner to make decisions and to make decisions which are liberating in nature, but not confining in nature." **Mr. Mehta concluded.**

After this interesting answer on the technological side of Smart Home, Ar. Desmukh added, "But as an architect, I would like to add one thing. There should be standardization and India, you know, investor countries and European countries. It's a standard. It's, it's a law. There are regulations to use automation to integrate automation in all your houses, even in public spaces. It's a must-have, so it's not so in India yet. So there should be enforcement of certain rules and regulations, which will percolate down depending upon the type of space, either residential, commercial, public building, or an institutional building. So this enforcement or these regulations would encourage clients.

And of course, it's up to us how to put it forward. You know, when it's a compulsion, okay, you integrate

automation in your house, you would get a certain subsidy on your electricity bill or something like that."

"If there is a regulation, which we have to abide by, we will even client and even architects would put it forward to our clients. Now, for example, we, as Indians would like to, we believe in all these goals, we like to work upon our old appliances and equipment for a long, long time in the seals. Not 15 years back, you know how mothers have this ability, they have this tendency to talk like that, you know, this, this, this was of that era. But come on, these are all appliances that are very bad for sustainability. There is a lot of energy drain through these old appliances. They, they, you lose 10 to 15% of the energy door. They're switched off just by plugging. You lose a lot of energy. So this awareness should be there. This should come up with the enforcement of the law. And we also have to, uh, bring awareness to our clients by, you know, talking about it by educating them with all those things in old is no more gold."

Mr. Amit Porwal then announced the last segment of the panel discussion, the audience Q&A round. He opened the floor to the audience consisting of system integrators, architects, and interior designers. They had a very interesting set of questions for the esteemed panelists.

An audience member stated, "There are various technologies and platforms, where do we learn all the technologies available? To explain it to our staff members, they have to learn this. Where do you get all this information from under one roof or one source?"

Mr. Mehta brilliantly addressed this question by this audience member by saying,

Our industry has been evolving rapidly and that's why people feel that we miss out on a lot of knowledge and information, but in this expose itself, if you look at the brands over here, the knowledge partner is an organization called CEDIA. CEDIA. CEDIA is a knowledge partner being a member of CDM myself. See that as a great benefit to the entire fraternity. So be it design for fraternity, be it system integration fraternity and the manufacturing organizations are a part of this to make sure that the right knowledge, the right information, and certified courses that are available on the various topics, which you and your team can enroll and upgrade yourself. "

"And I think if this spreads out in the broader audience, a lot of malpractices will come down. Malpractices in terms of lack of information, lack of knowledge, and a lack of practices where the person is not rightly equipped with the right mindset. So that's where these courses help us. Uh, I would encourage my entire community of system

Introducing Lena, Basalte's New Flagship Touch Interface!



At ISE 2022, Basalte showcased its new touch interface for Basalte Home! After Lisa and Ellie, big sister Lena is now completing the range as their flagship touch display. Lena controls your lights, shades, sceneries, temperature, and music, as well as communicating with your doorbell.

She comes in 12 premium finishes to perfectly match any high-end interior. Lena is Basalte's new on-wall touch interface for Basalte Home. Her full HD 10.1" touchscreen

gives you a clear overview of your intelligent home. Control lights, shades, scenes, temperature, and music in any room at the slightest touch. This refined touch display also functions as an indoor station for your door phone. Answering your door phone and letting visitors in, never went more smoothly.

Lena also offers an intercom function to other Lisa, Ellie, and Lena displays. You can even view your security cameras at a glance. Seamlessly blending into every

interior, Lena is available in all the Basalte luxury finishes such as brushed brass, brushed aluminum, and nickel. Sleek, and thin, she seems to be floating on the wall. Her refined looks blend perfectly with other Basalte products. Lena installs in a single gang European wall box, is powered by Power-over-Ethernet, and is configured in a breeze. Moreover, she can be monitored and programmed remotely with the Basalte cloud.

Crestron Home OS Update 3.13



The new Crestron Home® OS version 3.13 will be now available in the market. Equipped with a number of new features, this version has one most intriguing feature which is the addition of Circadian Rhythm settings, which allows you to “auto-tune” lighting to mimic natural light patterns throughout the day.

Everyone who uses Crestron dimmers will now have the option to modify the light intensity in this “bio-centric” manner. This upgrade will make every feature of Crestron’s tunable LED light fixtures, as well as those provided by its partners, available in the new fixtures, including the Circadian Rhythm function’s colour.

Setup is remarkably easy: “There are five steps to it, and any Crestron dealer will find the process familiar,” says Jason Oster, Director of Product Management (residential solutions) for Crestron.

Those steps are:

1. In the advanced Crestron Home menu, press “Circadian.”
2. In the Circadian menu, set desired colour temperature levels for morning, day, evening, and night. “Throughout the day, we take those points at various times of day and create a nice smooth curve to adjust the colour temperature,” explains Oster. “The homeowner

doesn’t concisely see colour temperature levels since the colour temperature shifts are being slowly executed behind the scenes by Crestron Home.”

For systems that only have traditional dimmers, instead of colour temperature, the Circadian feature can adjust the lighting intensity. Oster explains, “Even before the Crestron fixtures are released, with traditional Crestron lighting systems, people can now take advantage of this Circadian feature.”

3. Run the preview. “This allows the integrator to play back a whole day in one minute,” says Oster. That’s when all the adjustments to a day-long program are made. “They can do this either by themselves or with a lighting expert. Or, if they want to, and the homeowner’s interested, they can walk around with the client and adjust via a tablet or use the touch panel on the wall, tweaking all these settings, pressing the preview button, and asking the homeowner. ‘Hey, what do you think of that? Do you want it lighter, darker or different colour temperature?’”
4. Repeat step three for each room featuring Circadian lighting.
5. Choose the trigger. “There are different ways of automating this,” Oster notes. “You can trigger Circadian mode from a

Horizon keypad, a schedule, a touch panel or of course from your Crestron Home app.” One can also set certain override scenes. “Suppose I want to clean the kitchen, but it’s midday on a sunny day,” says Oster. “I’d want all the light at 100 % even though normally, I wouldn’t want that with noontime sun pouring into the windows. I’ll add, say, a ‘Clean’ scene button, and that’ll give me maximum light in that room to temporarily override the automatic Circadian scene recall.”

SolarSync, which uses an exterior Crestron SolarSync sensor to pick up the actual outside colour temperature of the sun in real time and adapts your inside lighting to match that light, is also included in this version.

Warm Dim is another feature of the update: “You can think of it like the old-school incandescent bulbs as one dims the light, it starts to go towards more of a yellow or an orange hue,” says Oster. “It feels more natural to most people because many of us grew up with incandescent bulbs.”

Dashboards and DM NAX Updates

Beyond lighting, the device health dashboard is seeing more features added with every update, too. “It’s now capable of much more

than just power cycling a device. For example, with this release, we support tracking and monitoring the battery life of TSR-310 remotes and even see the last time the remote checked in with the control processor to glean if someone has left a remote off the dock for a few days," says Oster.

This update also includes battery life information from the door and occupancy sensors. Additionally, as Crestron publishes new upgrades to the device health dashboard, additional devices and features are immediately added to the dashboard.

There's news on the Crestron DM NAX front as well. "Previously we added support for Amazon connected speakers," Oster

explains. "With this release, we're now supporting the Spotify Connect app, which allows each user to save favourites – you like classical music in the morning? Call it up with a single press with any Crestron Home device, including presets from keypads."

New drivers and Crestron Home Extensions are constantly being released to the driver portal. Among the most recent third-party driver releases are two from the UK-based Lighting Control:

- a) An "Intercom" feature that allows the door station to touch panel or touch panel to touch panel communication.
- b) "Vacation Recording" feature that learns the homeowner's lighting patterns, and gives the

illusion of occupancy when the client's away.

Like so many other features, this update comes from the feedback loop that Crestron nurtures: "The CSP/Dealer community that are making these drivers are getting very creative and create a very useful list of drivers for the Crestron Home community," says Oster. "They're using both our SDK driver as well as the Crestron Home REST API for controlling Crestron Home."

"Almost every single week, we have multiple extensions being submitted to Crestron so we can post them up on our cloud," says Oster. "It's always incredible to see what our dealers and CSPs are coming up with."

Fima Carlo Frattini Launches the Cloud Rain Shower

Fima Carlo Frattini is an Italian company that has existed for three generations. The continuous search for beauty and the spasmodic attention to every detail, from the choice of machinery, to the study of the components of a new product up to the development of its explanatory brochure, is what has always distinguished and characterized the brand. This well-known brand has launched a chic new rain showerhead - Cloud.

Cloud is the new showerhead designed by Meneghello Paoletti Associates. As the name indicates: an asymmetrical and rounded shape evokes the impermanence of a cloud which is accompanied by LED light resulting in a relaxing colourful rain, offering exciting play of light for moments of total well-being.

Cloud is characterized by the presence of two different levels for sizes and shapes: the first is the head itself, and the second is a white plate that acts as a reflector of the strip led fixed in the upper

part of the showerhead.

From this game project are born two versions from the ceiling, with a white, black, or chrome finish along with three types of installation:

- With steel cables to view
- With ceiling arm in two different length
- With wall arm



‘Made In India, For India’ Is Launched By Haier India, The Next-Gen Fully Automatic IoT Enabled Front & Top Load Washing Machines Series

Haier, the global leader in Home Appliances & Consumer Electronics and the World's Number 1 brand in Major Appliances for 13 Consecutive Years*, has announced the launch of two new AI-enabled revolutionary washing machine series: Haier 959 Front Load Washing Machines with advanced super silent Direct Motion Motor and 525 mm super drum, and Haier 959 Top Load Washing Machines with In-Built Heater technology that removes 106 types of toughest stains.

Propelling Haier's 'Made in India, Made for India' mission, the company showcased future-ready smart home, AI and IoT-enabled laundry solutions that provide premium wash and fabric care with new-age technologies.

959 Super Drum Series – Front Load Fully Automatic Washing Machine

The new washing machines feature Haier's advanced integrated Direct Motion Motor which significantly reduces vibrations and noise levels and also increases the longevity of the washing machine. These future-ready washing machines come equipped with Artificial Intelligence with IoT-enabled features for a superior laundry experience. Moreover, the upgraded software equipped with AI-DBS (Dynamic Balance System) ensures the washing machine is stable and quiet during the entire wash cycle. Keeping in mind the space constraints of modern households, Haier's new washing machine addresses this concern with its redesigned slim body that can easily be fitted in a kitchen, washroom, or balcony.

The state-of-the-art washing machine incorporates an industry-first extra-large 525 mm super drum which provides extra space and extra care to the garments, enhancing washing efficiency & quality. With the increase in the size of the drum, the washing machine minimizes creases and enables users to easily load and take out the laundry, thereby saving time.

In the new 959 series washing machines, Haier has introduced a 6-step refresh feature that gently removes dust, and infuses fine mist while relaxing the delicate silks and fine fabrics to provide a water-less wash for optimum care. This new feature also removes



any foul odours from the garments while minimizing wrinkles. Additionally, the washing machine comes with an advanced Hi-Care technology ecosystem which includes high-efficiency ABT (Anti Bacterial Technology) that keeps the gasket and detergent dispenser clean and hygienic, Dual Spray technology, and PuriSteam feature that eliminates bacteria, allergens, and mites effectively.

Considering energy conservation as everyone's responsibility for a more sustainable lifestyle, the entire 959 series front load washing machine range comes with a 5-star energy rating. The state-of-the-art 959 series washing machines are available in four

capacities – 7.5, 8, 8.5, and 9 Kgs, and come with a 3 years Comprehensive Warranty with an exclusive lifetime warranty on the motor.

Top Load Washing Machine with In-Built Heater

With consumers becoming increasingly aware and concerned about health and hygiene, it is imperative to bring product innovations that support a sustainable and hygiene-friendly way of life. Haier's new range of Top Load Washing Machines offers 99.9% germ-free protection eliminating all bacteria and mites with an advanced in-built heater. Moreover, with the high temperature achieved during the wash cycle, it can remove 106 kinds of toughest stains which can be as old as 72 hours. The new Haier Top Load washing machine with an In-built heater can effectively cleanse the toughest of stains. The uniquely shaped butterfly-type heater provides uniform heating with 30% better heating efficiency.

Equipped with a unique 5-D technology, the new Top Load Washing Machine features an extremely powerful Storm Pulsator along with a 6-side water inflow during the wash process. The new washing machine comes with a 5-star energy rating to provide optimum savings to the users. In the world of IoT, Haier is constantly bringing automated solutions that provide selective washing programs, customization selection with real-time control, and reminders through your mobile phone devices.

Commenting on the launch of the new range of washing machines, Mr. Satish NS, President, of Haier Appliances India said, "At Haier, we are devoted to satisfying our customers' ever-increasing needs and evolving preferences. In today's fast-paced lifestyle, consumers want innovative solutions that make their lives easier and more convenient while ensuring health and hygiene. With the launch of our new 'Made in India, Made for India' washing machine series, we are introducing cutting-edge features to provide consumers with industry-first technology and

a holistic washing experience. Powered by new-age technologies, the washing machines not only give a dash of style to the consumers but are also packed with smart features. Our constant endeavour is to prioritise Indian households, and we will continue to offer customer-inspired offerings to boost the laundry experience for every Indian."

Haier India's commitment to producing innovative products for Indian consumers has remained at the core of the business, and the brand has constantly evolved to meet the consumer demands for Inspired Living. Introducing a new series of laundry solutions is an extension towards strengthening its brand message and spirit of 'Silent Performers' that acknowledges the determination and efforts of achievers who continue to 'Perform Big, Silently' and remain away from the media spotlight. Taking the spirit a step further, Haier this year has also sought to support and provide a better platform to women in sports by partnering with the Women's Football Team, Kickstart FC to inspire young Indian girls to follow their dreams. Showcasing this enthusiasm with its product innovation as well, the new washing machine series is super silent with functions that make it a unique laundry appliance in the competitive consumer durables industry.

Price, availability, and Warranty: Haier's new washing machines series are now available across India and are priced as follows:

<https://www.smarthomeworld.in/wp-content/uploads/2022/05/Prices-Haier-Washing-Machines-1068x682.png>

Haier India has pan India operations and a vast distribution network across the country along with a manufacturing facility in Pune, Maharashtra. Product offerings of Haier India range from refrigerators, air conditioners, washing machines, TVs, water heaters, and freezers to microwave ovens, with a special focus on local needs.

Introducing the Groundbreaking KEF LS60 Wireless Floor Standing System

Born from an obsession to create and deliver elevated, natural sound, KEF has crafted a category-defining wireless audio system, with the introduction of its first wireless floor standing system - the LS60 Wireless. This pioneering all-in-one speaker system brings seamless, connected, high-fidelity audio into

the home in a truly revolutionary form designed by renowned designer Michael Young.

Launching as part of KEF's 60th anniversary year, the new collection represents all that the renowned British brand is synonymous with; innovative technology, class-defining performance, and stunning

design. With a contemporary sleek aesthetic, LS60 Wireless produces an impressively powerful, rich, and full-bodied sound that evenly fills any space.

Whether relaxing with a classical masterpiece, immersing in timeless Jazz, energizing through bass-led beats, or being transported to



the set of a blockbuster film, LS60 Wireless consistently produces pristine audio that brings sound to life with the authenticity of the original recording.

For LS60 Wireless, KEF's engineers seamlessly combined the latest technological advancements with a versatile design. The world's first Single Apparent Source

wireless system, LS60 Wireless is supported by a specially designed 12th Generation Uni-Q driver array, the award-winning Metamaterial Absorption Technology (MAT™), revolutionary Uni-Core bass drivers, and much more. This exclusive configuration provides a purer and more impactful sound, vanishingly low distortion, and maximizes bass

performance in a single unit.

KEF's key technologies are complemented by the forward-thinking W2 wireless platform and a wide range of wired inputs. Out-of-the-box wireless compatibility and the KEF Connect app allow listeners to stream music and podcasts instantly, while the various connection options allow quick connection directly to a turntable, games console, or TV.

The LS60 Wireless' extremely slim design is only possible because of the advanced technologies contained within the sleek cabinet. The product of a collaborative design by renowned designer Michael Young and the KEF product design team, LS60 Wireless is an exceptionally elegant speaker system that can fit effortlessly into a wider range of living spaces.

Available in three elegant matte finishes: Titanium Grey, Mineral White, and Royal Blue. This color scheme is designed to blend into or stand out from the interior design.

ISE 2022: Kordz Launches 48Gbps PRS4 HDMI Cable Range

Kordz revealed its Ultra High Speed certified PRS4 HDMI Cable series at Integrated Systems Europe (ISE) in Barcelona as a sturdy, certified cable solution that satisfies the rigorous needs of professional AV integrators. The new range of HDMI cables combines Kordz's signature reliability with the full features and benefits of the latest HDMI standards across the whole range. It also fully supports eARC for immersive audio.

Kordz PRS4 HDMI Cables address market concerns caused by uncertified and unreliable HDMI devices that claim to fulfill Ultra High-Speed HDMI Cable standards but fail to do so. Reliable 48Gbps capable HDMI cables are becoming one of the more frequently requested products by distributors and their customers. Kordz's sophisticated manufacturing procedures have allowed for increased product durability



without sacrificing performance in a cable that further provides a solid video signal.

"Achieving 48Gbps support up to 20m without external power is amazing," said James Chen, Managing Director, Kordz. "For immersive audio, it is now mandatory to fully support eARC in HDMI cables, so we have beefed everything up whilst maximizing flexibility, robustness, and using compact connectors that fit firmly. This is all consistent with our belief at Kordz that professional integrators should be able to work faster while offering flexible solutions in a more effective product that's robust enough to stay in the wall for years."

The Kordz PRS4 HDMI Cable range features the high-level finish and quality that AV professionals expect from Kordz. They are manufactured using safe materials and every cable is individual performance tested to ensure absolute confidence in the Kordz two-year guarantee for long-length active optical cables and lifetime warranty for PRS4 passive

cables.

Each Kordz PRS4 HDMI Cable is engineered and constructed to assure integrators of installation success and ease. Featuring precision engineered diecast

perfect fit connectors and robust materials to ensure reliable connectivity, Kordz PRS4 HDMI Cables are available in installer friendly lengths of 0.5m, 1m, 1.5m, 2m, 3m, 4m, 5m, 10m, 15m, and 20m, all supporting 4K HFR and 8K

devices plus dynamic HDR.

The new Kordz PRS4 HDMI Cables were displayed at ISE 2022 in Barcelona from May 10-13, at the Kordz stand 2P200, Hall 2, Fira del Barcelona, Gran Via.

ISE 2022: RTI Adds MS-1 Streamer to Music Streaming Solutions

RTI has added the MS-1 Music Streamer to its line of music control products. Unveiled at ISE 2022 in Barcelona, the RTI MS-1 Music Streamer supports high-res audio, popular streaming services, and locally stored music files. It is intended to be a single-stream solution for RTI control systems in residential or commercial settings, but it can also be used to add a stream to an existing RTI Music system. The MS-1, like the three-stream MS-3, delivers high-resolution audio (24bit/192kHz) from the most popular streaming music services or a local NAS to any room with the push of a button.

“Music is a touchpoint of life, whether you’re at home or at a business, and we want to make it easy and enjoyable to access music playlists and streaming services from within the RTI control experience,” said Neal Ellsworth, Director of Project Management, RTI. “The MS-1 delivers a single-stream option with all the integrator and user benefits of the RTI Music system. Together, the MS-1 and the three-stream MS-3 give the integrator options to cost-effectively get the right number of streams into a project.”

The RTI MS-1 Music Streamer supports lossless audio (FLAC and ALAC) and can connect to popular streaming services or a client’s music collection on a local NAS drive or computer. Users can browse playlists and search for favourite songs, artists, and albums on their preferred services via the control app, which is integrated with RTI control and RTI Music.

AirPlay allows any user, including visitors who have Apple Music, to play music from their preferred platform on any Apple device. The Music Queue function allows you to create a music queue on the fly by selecting “play now,” “play later,” or “play soon.” Favourite playlists can include tracks from a variety of sources, including online services and local devices.

RTI Music works with a variety of streaming services, including Pandora, Spotify, SiriusXM, iHeart, TuneIn, and RTI Music. Apple Music and Amazon Music can be streamed using AirPlay. BBC Sounds and Qobuz are two new services that have been added. It also works with SiriusXM For Business and SoundMachine, two commercial music streaming services with whom RTI just collaborated.

SoundMachine’s fully licensed, cloud-based music service for businesses provides recurring monthly revenue opportunities for integrators implementing the RTI Music streaming audio system. RTI dealers can deliver and monetize fully licensed music services (ASCAP, BMI, SESAC, SOCAN, RE-SOUND, and Global Music Rights) in restaurants, bars, hotels, and other commercial applications using this solution as a service.

The MS-1 will be available to distributors and integrators globally in early June.



Meet The Somfy Clever Tilt Motor, Which Can Turn Conventional Shades Into Smart Shades.



The Somfy Clever Tilt Motor allows users to automate their existing 2-inch to 2.5-inch blinds and integrate them into their smart home. The kit includes seven adapters for mounting the drive motor to a blind's tilt rod, three sets of adapters for securing the drive motor in a blind's head rail, and a comprehensive instruction booklet. It's a do-it-yourself motorization modification that's easy to use.

The system is powered by two distinct battery packs. The first is a lithium-ion rechargeable battery pack. The second is an eight-AA battery reloadable battery tube. A handheld remote control is also available from Somfy. All of the above can be purchased as part of a kit for motorizing one to four shades.

Optionally, the Somfy Clever Tilt Motor can be used in conjunction with the Somfy TaHoma Gateway. You can control this device from your phone using the free Somfy TaHoma app, which also allows for automated blind management via scheduled scheduling, whether at home or away, as well as integration with voice assistants and a wide range of smart home platforms.

Many smart home systems can connect with the Somfy TaHoma gateway thanks to Somfy's drivers, which include:

- Alarm.com
- Philips Hue
- SmartThings
- Control 4
- Crestron Home



- Elan
- Savant
- URC
- RTI

Blinds equipped with the Somfy Clever Tilt Motor and linked to the Somfy TaHoma Gateway may also be operated via:

- Google Assistant
- Amazon Alexa
- IFTTT

The Somfy Clever Tilt Blind Motor is a high-quality device that is simple to set up. It comes with adapters for a variety of blinds.

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