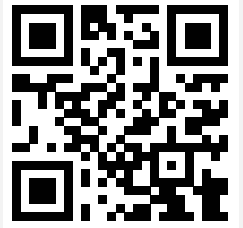


AN EXCLUSIVE MAGAZINE FOR THE SMART HOME INDUSTRY.

# SMARTHOME WORLD

VOL 1 • No 4  
AUGUST 2021

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## Smart building solutions

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In conversation with  
**Kiran Dutt**, President,  
Electrification Business,  
ABB India Ltd



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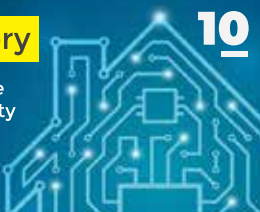
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comes automatically... }**



**...in every  
situation. }**



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SNEHA KANRAR SOM

## Be Secured! Be Comfortable! Be Home!

With rapid technological advancements and the “Digital Revolution” getting viral, the urban mass of India is steadily switching to smart home devices from traditional devices. Also, the briskly wavering work culture, due to the pandemic, has made people realize the benefits and importance of smart homes. Smart home devices, with integrated Artificial Intelligence (AI), are promptly changing our way of living, priorities and the set of inevitable mundane chores, we were once bound to perform to ensure ultimate relaxation, energy conservation, the safety of the house and the dwellers.

Today, safety is a growing concern all over the world. A rising number of security threats and breaches have initiated a high demand for enhanced home security systems. Smart home security devices like smart video doorbells, CCTV cameras, digital door locks, electronic alarm sensors etc are becoming a part of most contemporary houses in India, inhabited by nuclear families comprising elderly members, kids and a working couple. Besides, upgraded broadband, network infrastructure and internet penetration are bolstering the global smart home security system market and convincing more and more consumers to opt for wireless technologically advanced products to ensure the safety of their loved ones.

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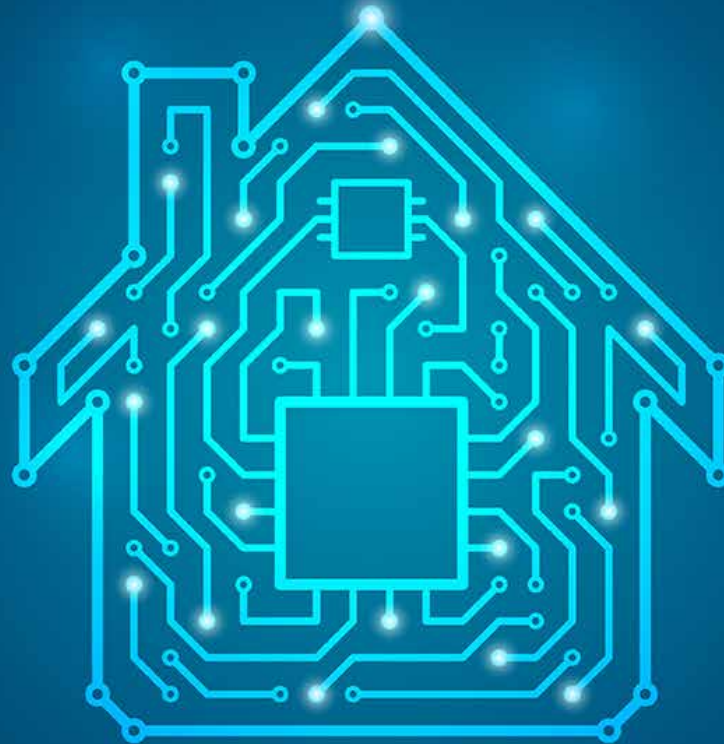
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# A secured house is what we can call “Home”!



Today’s microprocessor-based smart home security systems perform a huge array of functions and offer an easy-to-use interface for the convenience of the users.

Flourishing at a lightning speed, today, the smart home security industry is getting constantly aided by technological advancement and innovations taking place in different corners of the world. Leaving home for work every morning follows a whole list of chores, which need to be completed to ensure convenience, comfort and utmost security for the loved ones in there. Energy conservation is the need of the moment. Therefore, one has to make sure that fans/lights and other electrical appliances are not unnecessarily on when no one is using them. Smart home security systems, paired with our phones, share updates about anything unusual happening in or around our houses. These offer complete surveillance and control over our houses. Smart home security devices, backed with Artificial Intelligence(AI), come with real-time video/camera monitoring and motion sensing

attributes.

If any unusual movement takes place in front of the camera, the motion sensor captures it and immediately sends a notification to the user’s smartphone or any other paired device making him/her aware of the recent activity at home. Also, intelligent virtual voice assistants like Alexa and Google Assistant are now integrated with most of the home security systems available in the market. These assistants have the capacity of learning our preferences with time, as we use them regularly, and can work accordingly to increase our comfort level.

Increasing digitization and rising dependence on third-party service providers for the uninterrupted working of all home security products are among the most important factors propelling the growth of the smart home security industry. Also, the adoption of



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the internet and smartphones have become inevitable for people of all categories, to thrive in today's fast-paced world. This, to a great extent, has paved the way for the introduction of IoT in home security systems using smart applications. "The market for Smart Security Devices is evolving fast both in terms of technology and features (mobile app, IoT etc.) and it's the largest product segment in India's Home Automation market. The growth of the Smart security systems market is driven by factors such as growing awareness regarding home security systems, the emergence of the Internet of Things (IoT) and wireless technologies like mobile app etc", says **Alok Parmar, Director, Discreet.**



Alok Parmar, Director, Discreet

## Trending Smart Security Devices

Fire Protection Systems, Video Surveillance Systems, Access Control Systems, Entrance Control Systems and Intruder Alarm Systems are the must-have features, especially in homes of nuclear families comprising a couple of retired elderly members, a working couple and a school going kid or an infant. Today, surveillance cameras use AI and deep learning to strengthen security systems, making them more reliable and accurate. Smart Wi-Fi cameras with integrated AI are capable of detecting the owners of the house through face recognition.

"Smart WIFI cameras are now getting AI at the edge which enables Image and audio analytics, like person detection, face recognition, face mask presence ( covid safety), baby cry detection, glass breakage etc. These new trends enable smarter incident detection. Cloud backup is also an



Images: Discreet





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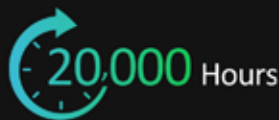
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Anup Anil Cheruvathoor, CTO, Consumer IOT Division, Qubo, Hero Electronix Pvt Ltd.



Images: Hero Electronix Pvt Ltd

important aspect in these WIFI solutions, which ensure that the incidents are backed up in the cloud, making sure even if the devices are damaged, the recording is available post-incident”, **says Anup Anil Cheruvathoor, CTO, Consumer IOT Division, Qubo, Hero Electronix Pvt Ltd.** Besides, they easily learn the residing family’s daily routine and its regular visitors. The surveillance cameras with AI analyses live videos to ensure safety. Increasing security breaches is a concerning issue and setting up devices like CCTV cameras, electronic alarm sensors, electronic locks and doorbells is the most dependable way of gaining

control of the situation. “The rising security concern is the vital reason people are opting for smart home security systems. These provide interoperability of smart devices while keeping you safe and secure. I believe the Residential Sector needs the smart security system the most for various reasons, mainly the security concerns due to the rise in intrusion, theft etc. Also, it’s essential in nuclear families, for the safety and security of their homes, children in absence of parents and elderly people as well. It is also required and highly applicable in gated communities where people need well-managed security systems”, **adds Parmar.**

“Electronic locks, Smart surveillance cameras, Electronic doorbells are some of the devices that contribute to the smart home security segment and are gaining dedicated customers. People now have a way of keeping an eye on visitors and their premises remotely, while being away on their busy schedules or travels without the need of blindly entrusting the responsibility to their neighbours”, **says Praveen Das, Product Manager, Digi Locks, Hafele.**



Praveen Das, Product Manager, Digi Locks, Hafele.



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Smart Home Security Market - Growth Rate by Region (2020-2025)



## Market Scenario

Comprising an amalgamation of software and hardware devices, smart home security devices are designed to detect an intrusion or unauthorized entry in the secured zone. Also, these warn the user about environmental dangers like the release of carbon monoxide, fire etc. Research says, the global security system market witnesses a steep growth from 2015 to 2020. The industry is anticipated to grow at a CAGR of around 8% during 2021-2026. "In India, even though the market is a fast-growing one and shows immense potential, it is quite nascent compared to countries like the U.S, China, Japan and a few European countries.

The penetration ratio to the end customer and homes are significantly higher for these Countries having more evolved markets for Technology and Safety devices. However, the current Smart home security device market in India is growing with more and more players joining in to expand the Market. Following the trend, we see exponential growth in this segment with more and more customers adopting smart locking devices over conventional mechanical ones", **says Das.**

"In the last 3-4 years, availability of high-speed broadband has enabled Indian consumers to embrace new technologies for automation and security devices. Smart



Images: Hafele





lighting solutions and security cameras are driving this market. With the acceptance of smarter innovative products, the global markets had adopted these products in the last decade only. But, India is also now catching up with the trend. Smart Wi-Fi security cameras are now becoming a part of the newer Indian middle-class lifestyle. Previously these markets were dominated by non-branded imports, which had no customer support. Now companies offer a full-fledged customer support, service, and installation support, strengthening user-confidence in these products”, **says Cheruvathoor.**

“The move towards Smart Home systems in India has not been on par with the global scenario since in the last 3-4 years alone, western countries have seen a drastic transformation. But still, we have witnessed a tremendous increase in consumers onboarding the Smart Home revolution. With continuous advancements in smart devices and their integration with IoT services and cloud computing, smart home systems are



Aditya Khemka, Managing Director, CP Plus

becoming increasingly popular. As mobile phone applications and voice commands are used to control and monitor home functions using wireless communication techniques, the technological revolution introducing easy-to-install products is leading the market. Surely, it is only a matter of time when we will all lead smarter lives from smart homes and smart offices”, **says Aditya Khemka, Managing Director, CP Plus.**

With increasing disposable income in the new-generation middle-class and upper-middle-class families of metropolitan cities, new apartments with integrated smart systems are currently witnessing high demand in the real estate market. Today, security, comfort and convenience are the three key offerings that increase the value and demand of an apartment/villa. Therefore, numerous reputed builders in India are integrating smart devices in ready-to-sell properties to offer the buyers a sense of augmentation over the primary offering.

“Rapid increase in the number of new construction projects focusing on attaining the vision of smart cities with smart housing complexes where people can build their smart homes has been the primary driver of growth for the smart security market in India and we are certain that the trend is bound to cross many milestones”, **adds Khemka.**

Since the pandemic, most people have started spending maximum time of their days in homes, which are conveniently turned into workplaces, entertainment and relaxing zones, depending on the requirements. Hence, securing homes has become mandatory for those sitting at home all day long. “Post COVID, a home has become a sanctuary, a place where you can relax and like to achieve the ultimate balance of lifestyle, convenience, control and security. In the “Work-From-Home” scenario, where people spend entire days at homes, security plays a vital role”, **says Parmar.**

“Today, both government and private organizations have started seeking smarter and better security systems. However, after IP came into being about 7-8 years ago, the industry has started noticing more and more technological advancements along with the



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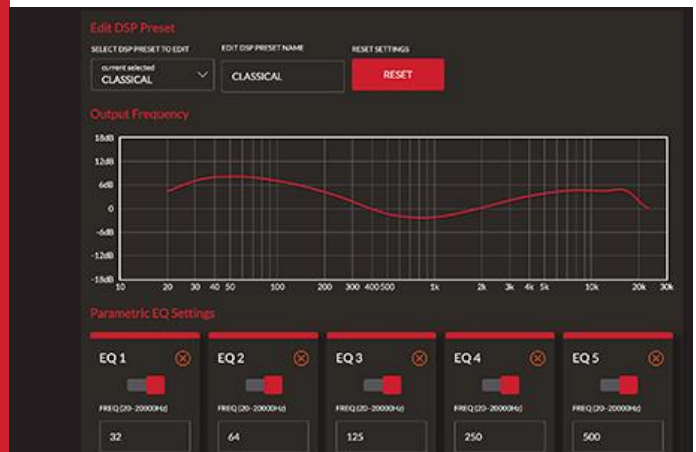
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Images: CP Plus

wider recognition of the smart city agenda. Because of the rapid rise in the population density in urban environments, smart substructures and services are needed to meet the requirements of the citizens”, **states Khemka.**

### Geographical Zones witnessing maximum demand

“We had an excellent response from Tier 1 cities in India, but now, we witness Tier 2 cities adopting these solutions as well, to secure their homes. The concept of keeping an eye on the home and its security systems, from anywhere, is rapidly becoming a comfort factor for consumers”, **says Cheruvathoor.**

“Big cities like Gujarat, Hyderabad, Chennai, Bangalore, and Calcutta have been implementing the process and have adopted a lot. Other states and cities have now started to follow the track”, **adds Khemka.**

“Metros usually witness the maximum sale but we see a huge surge in sales from tier 2 and tier 3 cities as well. A lot of new projects have been initiated by Developers in non-metro cities due to schemes provided for mid-premium projects by the Government. We also see a trend of acceptance for more

premium products by customers in these regions with a desire to yearn for a higher aesthetic and functional standard for their homes”, **agrees Das.**

“Another interesting trend we see is consumers from younger age groups having not only the inclination but also the spending capital to adopt these solutions. With customers having easier access to information and technology we see an age range, right from 25 to 50, amounting to most sales contribution in this segment”, **adds Das.**

### Anticipation of the coming years :

“Smart Wi-Fi cameras with AI features with resolution improving from full HD to 4K is logically a huge transition in this industry. 5G will be the next biggest enabler for this market, making installation and use of these cameras ubiquitous in our lives. Indian brand presence in these markets is expected to boost Indian customers’ confidence in smart security devices”, **says Cheruvathoor.**

“The market for Smart Security Devices in India is expected to grow significantly over the next few years and will witness growth both in terms of the number of players and technologies offered”, **concludes Parmar.**





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## “Digital solutions are the key to the future of smart buildings”

conveys Kiran Dutt,  
President, Electrification  
business, ABB India Ltd



### Needed now: Smart homes for greener urbanization

Digital technology powers the rise of sustainable buildings, and just in time, Global climate change is forcing a radical rethink on energy consumption in the home-building industry. The science is clear: buildings are major contributors to climate change. Buildings account for almost a fifth of global energy-related greenhouse gas emissions, according to the Inter-governmental Panel on Climate Change (IPCC). A business-as-usual approach could be disastrous: as billions of people are expected to move to cities over the next few decades in a renewed era of intense urbanization, fears are mounting of an irreversible effect on our climate.

“If we don’t double down on [dealing with] emissions now, it’s our emissions that will double,” warns Marina Otto, head of UN Environment’s Smart Cities Unit.

We can meet this challenge by stabilizing or even reducing energy use over the next 30 years with the help of technologies already available and the adherence to the building industry’s best practices. The IPCC has identified recent advances that can drastically reduce

energy use in buildings, including highly insulated building envelopes, energy-efficient appliances, and digital automation systems such as ABB Ability™ solutions.

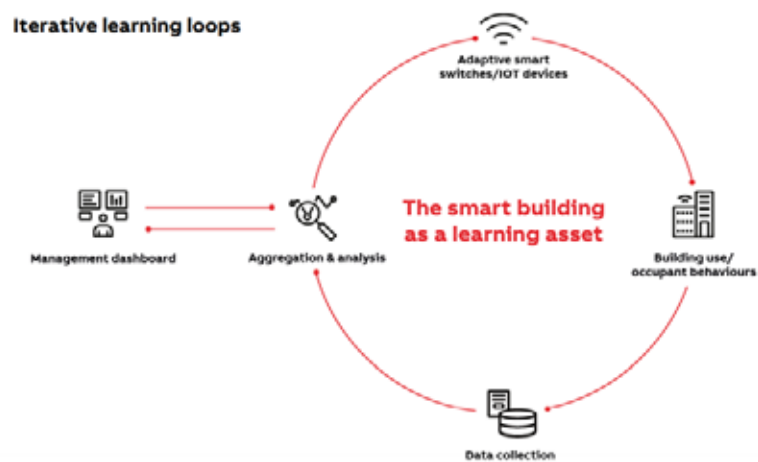
Besides, the demand for space-saving electrical solutions, such as contemporary switches, seems to substantially increase with a growing number of megacities in India. The Millenium and Zenit switches, Presenting Spanish Innovation with “An Element Of Sophistication”, with “BIS Certification “manufactured at ABB’s state of the art Smart building Nelamangala factory in Bengaluru and its one of the first in India to introduce assembly of switches using ABB’s YuMi cobot, a dual-arm collaborative robot

Millenium and Zenith offer functionality, control and ultimate comfort to the smart building/premise dwellers and can be easily upgraded with the latest smart home automation solutions. These switches enable customers to shift from conventional lighting to an eco-efficient intelligent alternative.



and fully connected. With our scalable solutions, a public, commercial or industrial building of any size can easily be connected to the cloud and data can be accessed via the web server.

The addition of web-based platforms allows different electronics to integrate seamlessly with each other. They can deliver a single view of how efficiently and effectively a building operates. Armed with this data, users can take proactive steps to avoid wastage and

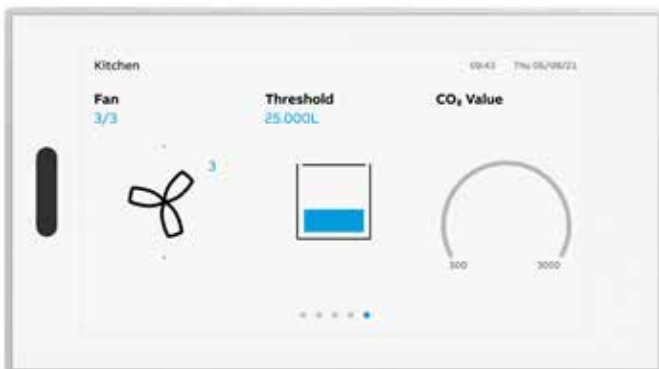


“At ABB, we are committed to writing the future of safe, smart and sustainable electrification for everything from industry and buildings to infrastructure and transportation. Our vision is to achieve a zero-emission reality not only for the future but also today” says **Kiran Dutt, President, Electrification business, ABB India Ltd.** “Compliance with highest energy efficiency standards and complete control over the total facility consumptions to save up to 20% of energy and reduce CO2 emissions by up to 15%. All that is guaranteed with ABB’s safe, smart and sustainable solutions”, adds Dutt.

improve use by cutting down emissions and saving energy simultaneously.

**What are the current and future opportunities ABB sees for the KNX community? When it comes to KNX, what is the company’s current focus?**

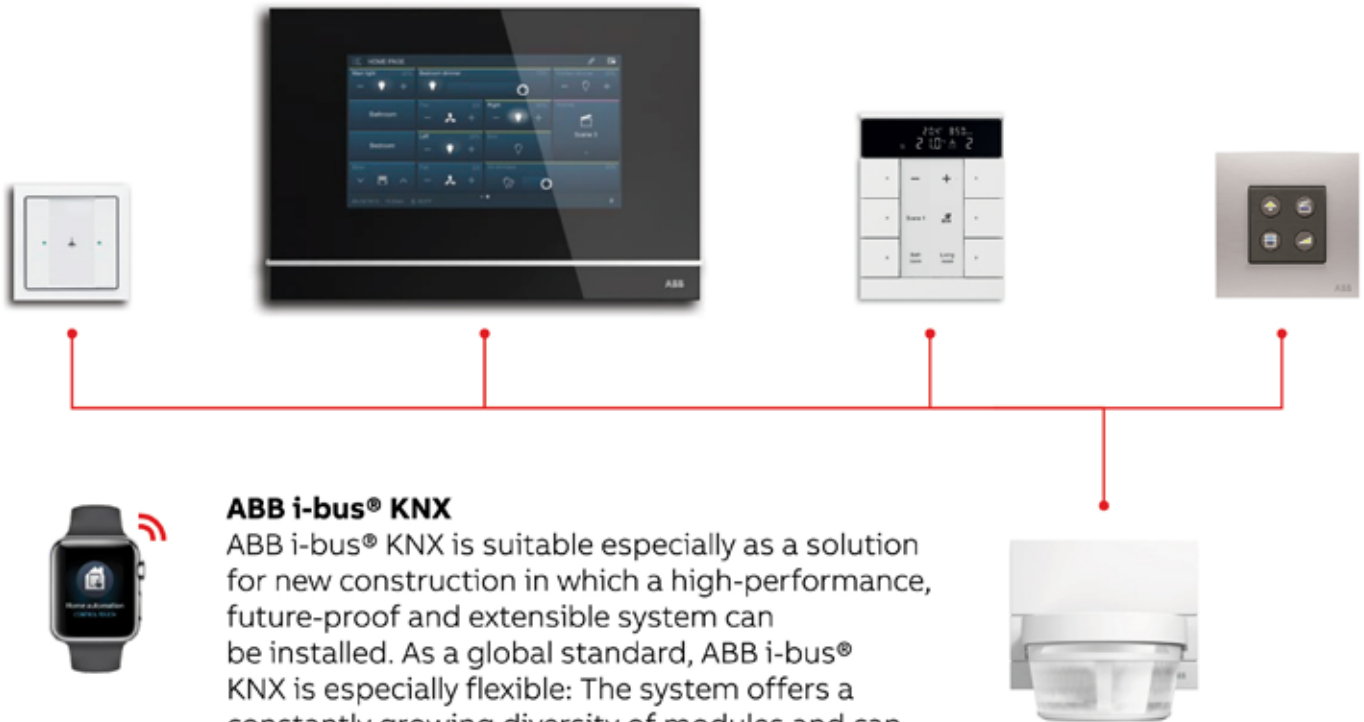
The well-established ABB i-bus® KNX system is available today for the demands of tomorrow. It is based on the worldwide KNX standard and is open for ever-increasing demands - for the utmost safety in planning. ABB i-bus® KNX is the synonym for smart home and intelligent building control. In this innovative system, all devices communicate with one another via a single bus cable which is installed alongside the normal power lines. I. With the ABB i-bus® KNX system, the buildings we occupy are easier to manage and control, resulting in increased flexibility, security, economic efficiency, and convenience. The operational flexibility of our ABB i-bus® KNX electrical installation allows the everyday working or living environment to be easily adapted to the individual’s needs - now and in the future. The ABB i-bus® KNX product range includes components covering the complete spectrum of applications found in today’s buildings, ranging from lighting and shutter control to heating, ventilation, security, energy management, and many more.



**How are ABB’s Smart Buildings solutions contributing to the elimination of the carbon footprints of a building and bringing in the concept of sustainable buildings?**

ABB’s solutions for sub-distribution protect, monitor, measure and eventually make your installation smart





## ABB i-bus® KNX

ABB i-bus® KNX is suitable especially as a solution for new construction in which a high-performance, future-proof and extensible system can be installed. As a global standard, ABB i-bus® KNX is especially flexible: The system offers a constantly growing diversity of modules and can therefore be extended without limits. All functions can also be adapted at a later point in time.

Currently, the Company's focus is on Human Centric Lighting, well-being has an impact on human's mood and productivity. Human Centric Lighting (HCL) is a concept of biologically effective lighting supporting long term health. ABB i-bus® KNX DALI gateways are supporting HCL. Find out more: <https://new.abb.com/low-voltage/products/building-automation/news-and-highlights/abb-i-bus-knx-dali-gateways>.

### Future opportunities.

KNX Energy management is a proactive approach with the goal to supply optimized energy usage according to the needs of users at any given time. This same system can also decide how to manage energy in an apartment/villa/building, starting from generation to whether it should be consumed or stored.

### Does the growing momentum of IoT impact how ABB sees future control and automation technologies?

Technologies like IoT and AI are crucial for the advancement of the buildings of tomorrow with spaces that respond intuitively to our requirements and adjust automatically to our lifestyles. Sensors are

comprehensively installed in buildings, opening a wide array of possibilities ranging from lighting, HVAC systems to physical security systems. The growing momentum of IoT definitely impacts control and automation technologies in a positive manner.

Providing service experts with remote access to data and analytics will close the loop of continued improvement. Availability of online support from a device or process expert is essential for a quick resolution of unwanted situations. An amalgamation of remote access with new technologies allows earlier detection, better diagnostics, and therefore facilitates faster service, resulting in better planning and efficiency.

The growing awareness of sustainability, energy efficiency also plays an important role in smart buildings. The future buildings will operate self-sufficiently and use an efficient energy management system to control the flow of energy by using regenerative energy from one's own solar system or wind park. These technologies will help users, owners, operators, and facility managers interact with the future buildings effortlessly, with personalized comfort and maximum efficiency.

### What are the latest technological innovations in the Smart Building /Building Automation

## industry? Which among those do you anticipate to go a long way and possess the potentiality of revolutionizing the industry in the coming years?

This is a very exciting time for smart buildings and the building automation industry. We believe that digital planning solutions are the key to the future of smart buildings. Currently, we are witnessing a growth of digital planning tools. This has made the entire process of installing planning tools more effective, productive and rewarding for both the installers and the commercial or residential customers.

### Digital planning tools can help to bring the project live on-screen while achieving the following benefits:

- **Insight:** One can easily capture important project scope details such as size, purpose, and required functionalities, helping you focus recommendations to only the systems and hardware that make the cut.
- **Cost-effectiveness:** A digital planning tool can help you determine in minutes if your budget will cover the functionality and design desired and, if not, where you might be able to effectively cut costs.
- **Innovation:** A digital planning tool incorporates the latest functionality of whatever system or product you're looking at so that you can take its latest features into account.
- **Flexibility:** As scope and budgets change throughout the life of a project, a digital planning tool can easily help you pivot and adapt your solution as needed.
- **Confidence:** A digital planning tool gives a single source of information and focuses on building the project smoothly.

There have been relatively few digital planning tools available that provide the ease of use and functionality necessary to plan effectively. However, as more and more digital planning tools are released in the market by various manufacturers, installers will soon not just expect the option to use digital planning tools but demand it. As a result, we believe that digital planning tools are poised to become a business enabler of the future.

### How can Architects/Interior Designers & Smart Home Companies collaborate more effectively?

Smart homes are changing the interior design and architecture industry. Smart homes, IoT (the Internet of Things), and automated contactless technology has the potential to become the backbone of the architecture and interior design industries.

Understanding the influence of smart technologies on the interior design and architecture of the space is the key to creating a superior design and providing extra value to your clients. If consumers require a home technology system that seamlessly fits into their home without disrupting the pinnacles of smart living, luxury, and functionality, one must involve smart home integrators during the early design stages.

Collaborating right at the beginning of the project will give an edge to all the partners involved as well as give a superior output to the clients. A thorough understanding of the latest technology in the space of smart homes and automation will help build better solutions and collaborate effectively.

### How has the pandemic affected the industry? What are the smart home /building trends in India you have witnessed getting viral since the pandemic hit the world?

The smart homes and building trends market in India have developed at a rapid rate in recent years, a trend which has been partially accelerated by Covid-19 and the fact that people have been forced to spend more time in their homes due to lockdown measures. With work from home and remote working set up by various organizations, people are creating smart home aesthetic spaces to improve their experience at home.

Additionally, with reverse migration where people are shifting to their hometowns and smaller cities, they expect the luxury and convenience of these smart homes there as well. This has given rise to smart home trends even in Tier I and II cities in India which did not witness this trend before the pandemic.

With advancing technology like AI and IoT, it has become easier to set up a smart home and building trends fulfilling the requirement of the customers effectively even in non-metro cities.

### What are the reasons the concept of Smart Buildings is gaining considerable popularity in a country like India? What are the major benefits of Smart Buildings? To whom do these mainly benefit?

Cheaper data, higher disposable income, and reduced hardware costs have made India one of the largest digital markets in the world. Digital technologies have gained a central stage in all walks of life including interior designing and home decoration.

This drastic change has been based on the fast expansion of internet connection and the internet of things (IoT) technology. More than 15 per cent of the IoT market is driven by the smart home segment. Users are increasingly adopting such technologies leading to

the smart revolution due to various associated benefits such as user convenience, enhanced security, and tremendous energy savings that can be achieved in the long run.

### How do you foresee the smart building/ home industry 5-8 years down the line?

Looking at the immense opportunity and the rising consumer awareness for technology, the need for smart homes and building solutions, one can safely say that the industry is going to flourish in the coming 5 years. As mentioned, the pandemic has also partially accelerated the adoption of smart home solutions since people are now spending more and more time at home.

Technology has become an integral part while designing our homes considering the vital lifestyle aspects of it. And, in this pursuit of safety, comfort and convenience, both consumers and companies are working closely to integrate technology to make lives simpler. With the advancement in the latest technology such as AI, IoT, growing consumer preferences, internet penetration, increasing disposable income and growing awareness among consumers, India's smart home market is poised to grow at breakneck speed.

### 5 reasons why you will love your smart home

**Smart homes are designed to make your life simpler, safer, energy-efficient and more convenient.**

In today's fast-paced world, almost everything we do is touched by technology. From smartphones built with hundreds of functionalities to intelligent kitchen appliances that cook delicious food automatically, technological advancements have brought control to our fingertips.

This includes the ability to control various aspects of the house we live in. Imagine if you could control the lights, blinds, heating and doors precisely to your preferences at the touch of an app on your smartphone. Yes, it really is that simple.

There are many reasons to love a smart home. Firstly, it makes life so much more convenient. If you have invited friends over to watch a movie together, a tap on your screen will dim the lights to create the perfect setting. On sunny days in the summer, the system can lower your blinds to keep the house cool. And in case you can't locate your smartphone, just say the word to Alexa and experience the atmosphere changing to match your mood.

Secondly, a smart home is a custom lifestyle experience, tailored just for you. You can program home speakers to start playing your favourite music when you wake up to get you up and going. You can program the blinds to go up automatically at a certain time, set the heating just

right in the winter or get your coffee machine to grind and brew a fresh cup in the morning, so that it is waiting for you when you enter the kitchen. Perfect start to the day!

Third, smart homes automatically switch off all lights and devices and lowers the home temperature when you leave. This makes your home more energy-efficient. And you are still connected. For example, if you have a visitor or delivery person, your door system will alert you via the smartphone app wherever you are, and you can communicate with them. If your neighbour arrives asking if can borrow a watering hose, while you are miles away, you can tell him how to find it in the garden via the call feature in your smart doorbell.

Smart homes are also safer thanks to motion detectors connected to the system, which will set off an alarm if somebody comes too close to the house. At the same time, the smart sensors ensure that you don't get woken up with false alarms such as the neighbour's cat walking by.

And finally, smart homes help you be a more responsible citizen. By turning off unattended appliances and devices that we might sometimes forget to turn off when leaving the house, you are contributing to a greener environment. By automatically shifting the blinds according to the status of the sun, your home's internal temperature is always optimized for staying cool in the summer and warm in the winter.







# GERMANY MOORGEN SMART PANEL

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# Custom-Install-Industry Redefined!

In conversation with  
Shreyans Chowdhary,  
Director, Smato Technologies

The growth graph of the smart home industry is currently witnessed to be rising steeply. The two major factors contributing to the growth are accessibility to technology and a wide reach to the mass. *“The smart home industry is a very service-oriented industry and the nation has access to millions of engineers who have the right expertise and are able to provide the support needed to grow this industry”,* says **Shreyans Chowdhary, Director, Smato Technologies**. *“On top of this, the pandemic has just added fuel to this fiery growth. With people spending more time in their homes, they are realising the need and importance of technology and custom-installing AV solutions in their homes which has also contributed to this shift in a great way”,* he adds.

## How would you describe the evolution of the concept of Smart Homes in India?

I think the concept of “smart” has always existed in India. For me, smart is anything that helps you save time and makes your everyday life easier. The most basic concept of a smart home is a TV or an AC remote that gives you access to all the functionality sitting on your couch instead of approaching the device physically. Over time, the technology has become more sophisticated by introducing concepts like remote access, scene programming, geo-location-based automation and much more customisations which makes the possibilities endless.

## “The Smart Home industry has come a long way.” What are the challenges the industry faced during the journey?

“With great growth comes greater responsibility”. With substantial growth, we witness more acceptance from parallel industry professionals. Just like other conventional businesses, they adopted it as a product and not as a customised solution



which used to pose a big challenge. The key to this industry is post-sale servicing and maintaining the customer's trust by addressing the issues in regular time intervals. Constant product training for employees, maintaining servicing SOPs and clear communication with customers is key to overcoming the challenges in this industry.

**What is the global market scenario of customized Smart Home solutions? How is it different from the Indian market scenario?**

I think the biggest difference is adaptability to new technology. The Indian mass is an extremely cautious buyer and it's very difficult to earn its trust when it comes to new technology. Also, when it comes to most of the global markets, the end-user of the product is the buyer himself. They are usually nuclear families living without any full-time house help. In India, we have seen some pushback when it comes to their house help to handle the technology. System Integrators need to do a better job at educating them about the ease of use of the systems rather than over-complicating it.

**What are Smato's USPs? What are the recent initiatives taken by the company?**

I genuinely believe that Smato's approach to

the market is quite unique. Strong product portfolio across various categories, focus on providing servicing and support to our partners by our expert technical and sales army and being a one-stop solution for all kinds of requirements truly makes us a dream partner for any system integrator. Smato is also at the forefront of this experiential industry by creating beautiful studios across the country. Our partners can bring their customers to our studios and make them experience the true meaning of smart living. Recently, we have just launched our grand studio in Pune which will be the centre for our operations in the regions on the west of India and provide support to the regional partners. Apart from that, we constantly organize interior and architect meets across different cities, do aggressive social media and offline marketing to generate quality leads and pass them on to our preferred partners based in different regions of the country. Our strategy revolves around our belief in growing together.

**How would you describe the significance of considering the partner's interest as well as the customer's interest, to thrive in this competitive industry? What benefits does a franchisee get from Smato's franchise model?**

Protecting the customers' interests is very important but protecting your partner's interest is equally important, if not more. If your partner's interests are protected, the







customers are automatically protected as the partner is then motivated to provide the right servicing and support to the customers. Smato makes sure that no market is overcrowded with partners, for the same product. This avoids conflicts of interest and also protects the brand value in the long term.

By becoming part of the Smato franchise ecosystem, one will be able to provide strong support to our dealers while also marketing products to interiors and architects in the city. A franchisee gets access to our pan-India sales and marketing resources and also the opportunity to interact with the community on a national scale. This is extremely important as everyone has their own experience story, a skillset that can accelerate the partner's growth and give them invaluable access to networking and help them grow their business exponentially.

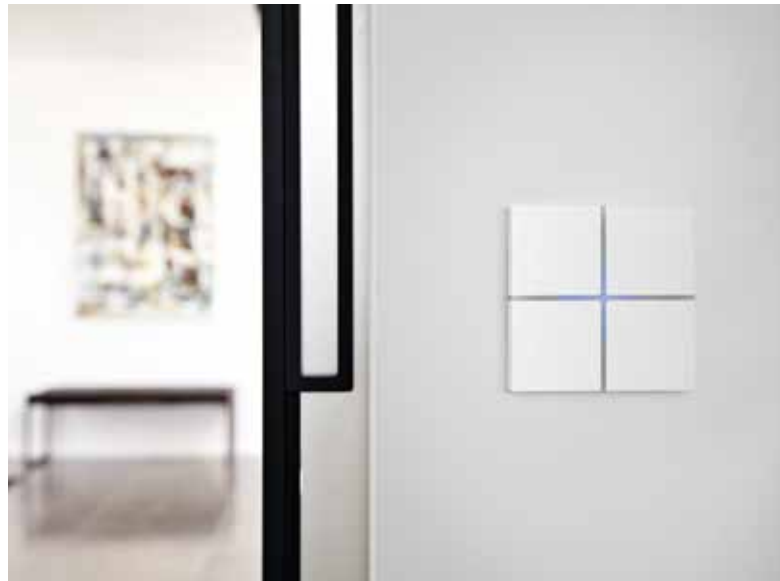
*"I'm extremely excited to be a part of the Smato family and open their franchise in Pune. Pune is a fast-growing city and there is an increasing demand for Automation & AV but none of the system integrators has a proper experience studio with the correct technical guidance to the end-user. So with the help of the entire Smato team, I was able to start Smato here in the heart of the city. Smato is very focused on maintaining brand reputation and they work with only world-class reputable brands like URC, TruAudio, Architettura Sonora, and Basalte. Smart homes were just a passion for me but thanks to Smato and their constant support, we could turn a passion into a profitable business. Right from the start, I was extremely positive to start my journey with Team Smato, and I thank Shreyans & Shubham for their support again", says Jay Parkeh, Owner, Smato Franchise, Pune.*

### Which brands are represented by Smato in India?

We spend a lot of time researching and consider a lot of factors before partnering with a brand. We call ourselves value-added distributors because we are not just distributing products to individual brands but are also bringing together the best products from each brand under one roof and extending the most suitable products to the customers. We are proud to represent Universal Remote Control (URC) from the USA, which offers premium, whole-house automation, control and is quite price competitive in the particular sector. Also, Smato represents Basalte, which was only known for their Sentido style switches, which are now doing end-to-end automation using their own controllers. In the Audio sector, we are representing TruAudio, which have a complete range of Home Theatre, in-ceiling, in-wall, tower speakers and are known for using the best materials in the industry. Apart from that, we represent Architettura Sonora (handmade speakers from Italy), famous for their pro-audio technology and unique approach to incorporating the concept of art and design into speakers. Besides, we represent Evervue from the USA. They have a wide range of Mirror TVs, smart mirrors, fitness mirror TVs, kitchen TVs and much more. Their product portfolio is expansive and truly unique. Lastly, we also represent Yale, known for digital door locks.

### Which among the smart home solutions(light, security, entertainment) witness maximum demand in the Indian market? Why?

I think my answer to this might be a bit



skewed, given the current pandemic, but I think the demand for entertainment has grown exponentially. With the movie theatres being closed, everyone is looking to convert additional spaces in their house to a home theatre and upgrade their living room sound system to a Dolby surround sound solution. Besides, dimmable lighting has always been at the crux of automation and is the most basic thing a customer opts for when they are looking for automation.

**Which sector(residential, commercial, or hospitality) do you think requires automation or smart solutions the most? Why?**

Just All. I don't think there's any sector that doesn't need automation. It's just that the automation requirements will

be different in each sector. Residential automation still leads this sector. However, we are witnessing considerable demands of sensor-based lighting automation for common spaces in the commercial sectors. With ingenious brands like Sensinova, sensor-based automation and the concept of energy-saving prepares the ground for a very bright future of the commercial automation sector.

**Where do you foresee the growth of the industry 5-8 years down the line?**

With global players like Amazon and Reliance investing in affordable smart home solutions, I expect the industry to really blow up and reach the rural sectors of India as well. A lot of effort will go into educating the customers but the adaptability to this technology is anticipated to increase. Also, with innovation in machine learning and artificial intelligence, all devices will soon be smarter and anticipate human requirements without the need for us to trigger actions. I am really excited about what the future holds for us and can assure everyone in the industry of a fun ride.

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# Evolution Is The Key To Success!

In conversation with  
Dr Niranjana Hiranandani,  
Founder & MD,  
Hiranandani Group and  
Hiranandani Communities

Smart Homes is not just about tech-enabled amenities integration but also sustainable features aiming to improve the quality of future life. While living in the digital era, it is pre-emptive to integrate home automation and the Internet of Things (IoT) to encompass a fast-paced modern lifestyle. The new age millennial homebuyers have a shift in taste and preferences when it comes to their dream home.

*“Any new concept takes time to be accepted, and smart homes in the Indian real estate market context have also gone through the same ‘curve’. Once the advantages of ‘smart homes’ became apparent, the price differential became irrelevant and as it becomes efficient and sustainable in the long run -this will be the most preferred choice of the smart homebuyers”, says Dr Niranjana Hiranandani, Founder & MD, Hiranandani Group and Hiranandani Communities.*

## Who (consumer groups) are opting for smart homes the most?

Today's tech-savvy millennials and affluent homebuyers are the right audiences to prefer and operate such smart-tech-enabled futuristic homes. As it gets more trendy with time and comfort; it will get more acceptance across the home buyers' segment for a better quality of life. The trend has been so far more preferred in urban metro cities and shall grow further across micro-markets geographically. It's just a matter of time.

## What according to you are the “must-integrate” smart devices/products in a new ready-to-sell apartment/villa? Why?

While the advantages of smart devices are obvious, the actual applicability of different



types of such devices differs, depending upon the geography as also the weather across different project locations. Also, the segment of residential real estate impacts the list of 'must include' home automation products as does the project's size - a home in a stand-alone building's list of 'must include' devices/ products will differ from that of a home in an integrated township.

Safety and security are the obvious 'starting points' for smart devices in a new ready to sell apartment/ villa. So, from motion sensors to live streaming video feeds from CCTV cameras which can be accessed on a smartphone to unlocking doors through fingerprint/ retina scans mark commencement of the list.

Then, aspects of comfort and convenience make their presence felt. HVAC and other electrical appliances being controlled by voice command or through smartphones are the obvious next on the list. Remote access and control make its presence felt as do automated alarms,

Entertainment and academics, as also work-from-home options, are next on the list. But the applicability of the various devices/ products is based on project segment; customer profile and the geography

### **What are the latest innovations in the smart building industry? How does it aim to benefit the Indian real estate industry?**

The evolution of the digital era has disrupted the way of living. Tech-enabled lifestyle has gained traction like never before from the new-age customers. Smart building is a segment that will witness new innovative products and shall keep evolving to cater to the growing need of hi-tech home buyers across the industry.

Following the global best practices, the smart home segment must integrate digitization and IoT to give homebuyers a preferential user experience and level up to their way of living. The Indian real estate industry has benefited from innovations in smart buildings in terms of enhancing end-user comfort and safety.

### **What according to you are the major benefits of Smart & connected homes in the current "tech-savvy-era", for consumers?**

The most important aspect for tech-savvy consumers is control over their homes and the features - but done in a 'smart' way - through the Internet of Things (IoT).

The systems are powered by Artificial Intelligence (AI) and Machine Learning (ML). It is not just about home automation for comfort; but much more about safety and holistic wellness living. In the backdrop of work from home or remote work aspects like well-balanced life facilitating 'Live, Work and Play' is gaining preference. Smart Homes are here to sustain new-age potential affluent homebuyers on grounds of ease of living and complete wellbeing.

### **What is the contribution of smart homes and smart buildings to the environment?**

This is pretty obvious - smart homes work towards ensuring no or less wastage as also result in the minimal impact of human endeavour on the environment. Tech integrated amenities power energy efficiency and sustainability with the integration of solar energy, motion and touch sensor digital living.

### **Which sector(hospitality, commercial, residential) should be inclining more towards Smart Technologies? And why?**

I believe the industry as a whole should consider smart development skewed towards sustainable development goals for a green economy. The pandemic has underpinned the importance of digital living and accelerated tech-savvy lifestyle across segments. Industry across the board has witnessed a paradigm shift in digital adoption for uninterrupted business continuity and customer servicing.

The industry has made a shift from just product-centric to customer-centric as the renewed business goal of wellness, community living, automation and sustainable development are the pillars of new growth direction.

### **Share your opinion on- "Are Smart Homes the Future of the Real Estate Industry?"**

No doubt pegged. Industry and concerned stakeholders must evolve with time and convert each new challenge into an opportunity. The pandemic acted as a growth catalyst for the real estate sector into the digitization and automation segment to offer the best customer experience. Hence, I would say not just 'Smart' but 'Smart - Green' homes are the future of the real estate industry and hope it gets adopted in the right spirit.

# The Concept Of Smart Homes Redefined

In conversation with Ms Rashi Bothra and Ms Ruchi Gehani, Co-Founders and Creative Head, Azure Interiors

The idea of having control of your home without actually performing the routine chores has made the concept of smart homes popular. This has enabled people to save a lot of time and initiate a better lifestyle in the fast-paced urban life.

*“Alarm systems that can alert homeowners of any unwanted activity, mood lighting, maintaining a favourable temperature, all this convenience has brought a lot of comfort among homebuyers in today’s day and age. Apart from this, the aspect of sustainability that home automation brings is also a reason behind its popularity”,* says Ms Rashi Bothra and Ms Ruchi Gehani, Co-Founders and Creative Head, Azure Interiors.

*“System Integrators can unlock a plethora of possibilities as they play a crucial role in designing a smart home. One can customize according to the requirements”,* they add.



**Who(consumer groups) are opting for smart homes the most? What according to you are the must-have smart home products in today's contemporary homes?**

Working professionals, and even children. With smartphones being an essential part of our lifestyle, people are now used to making their life easy at the tip of their fingers, and that has been the reason why smart homes are popular options among youngsters. The concept has entirely transformed the usual mundane tasks of operating a home.

Amazon Alexa! This can easily provide all the features of automation. Apart from this, smart alert systems are also a must-have in urban cities.

**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 ensuring products are in higher demand. With a higher number of working professionals in urban cities, keeping a check on the home while being away is so much more convenient with products like locks, anti-theft alarms. Lighting has also gained immense popularity over the past few years, new advancements and better control have provided homeowners with plenty of options to play with the lighting.

**What according to you are the major benefits of smart homes; connected homes in the current "tech-savvy-era"?**

The whole concept of smart homes has provided the users with greater control of the energy use, all while automating things like adjusting temperature, turning on and off lights, opening and closing curtains/blinds. Apart from the comfort and convenience, the idea of being more energy efficient and mindful of environmental factors is one of the major benefits of smart homes. It helps you save energy, time, and money.

**How would you define the current demand for smart**

**home integrations? Which sector(hospitality, commercial, residential) according to you, should be inclining more towards Smart Technologies? And why?**

The past few years have witnessed a surge in homeowners regarding the importance and benefits of using smart devices at home. The smart home market is growing rapidly due to the changing needs of customers, demand for greater comfort and security, and recent advancements in technology. The pandemic has also provided the necessary boost to this segment, as consumers are spending more time at home and looking for home entertainment solutions and devices that can offer an increased level of automation.

Every sector has its requirements. The scale can vary but the idea is to make the place safer and more comfortable. Also, if technology is helping you save cost and energy, every sector should be inclined towards it.

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

The lifestyle of working professionals has changed drastically due to the pandemic. There is no morning rush now and hence the designers are emphasizing the importance of pre-programmed automated routines, where human intervention is minimal. Automated scheduling of the day, better control in doing the regular tasks has made the life of working professionals more convenient.

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

Technology is advancing every day. The new inventions and advancements always keep users sitting on the edge. 5 years is a considerable period where we can witness a revolutionary integration of AI in our day-to-day life. Fast forward to 2026, we'll move from turning the lights on and off with our voices to total immersion in the Internet of Things (IoT). The smartest homes will be able to truly learn about their owners or occupants, eventually anticipating their needs.



# How Will The Real Estate Industry Drive Smart Home Tech Adoption?

In Conversation with  
Abhishek Kapoor, CEO,  
Puravankara Limited.



Hybrid working models have accentuated the need and demand for smart homes. Today, homebuyers look for smart and energy-efficient solutions that can bring simplicity to the work-life paradigm. Right from motion sensor lights, biometric security, thermostats, and air filtration systems, there is a rise in demand for automated features that can be controlled through an app or a voice command. *"In a developing country like ours, the key challenges lie in the extent of tech penetration and inadequate infrastructure in tier 2 and 3 cities. Additionally, limited awareness about smart technology and its affordability acted as barriers for the industry during the initial phase,"* says **Abhishek Kapoor, CEO, Puravankara Limited.**

## Who (consumer groups) are opting for smart homes the most?

The smart home market in India is set to become a \$9bn industry by 2025. Our market research has revealed that smart houses are sector-agnostic. The desire for 'smart' components cuts across segments, from ultra-luxury to premium affordable. The levels of preference in automation would differ but the aspiration seems universal.

**What, according to you, are the “must-integrate” smart devices/products in a new ready-to-sell apartment/villa?**

Today, smart homes provide an instant upgrade to advanced security methods and comfortable living beyond automation.

BluNex Life by Puravankara, for instance, is an intelligent next-gen innovation that focuses on safety and convenience. Some of its key features include a virtual home assistant, biometric security, motion sensors for light and temperature, and a 24x7 remote connectivity to the home from anywhere in the world. BluNex has partnered with Google Home devices to allow residents to convert their living spaces into voice-enabled smart homes, giving the resident control over compatible smart home appliances. Also, the BluNex app ensures remote connectivity to one's house from across the globe.

**What are the latest innovations and home automation techniques used in the current smart building industry? How do these benefit the Indian real estate industry?**

The rapid advancements of IoT in India have augmented home automation innovations. Homebuyers are now exploring smart appliances that can complete everyday tasks, enhance security while elevating their quality of life. Some of the most sought-after features are motion-sensor lights, biometric security, automated thermostats and contactless amenities.

Developers are now encouraged to infuse smart components into their projects to address the evolving needs of tech-savvy buyers. This can help them stay ahead of the curve in the market and ensure their relevance in the future.

**What, according to you, are the major benefits of smart buildings on the developer and the customers/buyers?**

A smart building is an optimum blend of comfort, hyper-customisable features and

energy efficiency. It offers equal benefits to the buyer as well as the developer.

In addition to enhanced security systems and automation-led convenience, buyers benefit from multiple benefits such as.

**Buyers:** Sensors built into smart homes help detect building performance, allowing predictive maintenance before real-time to rule out any hindrances. Intelligent features enable them to complete everyday tasks seamlessly and control different devices in their home with greater ease. Motion sensor lights and air conditioning, for instance, help them minimise energy consumption, thereby energy costs.

**Developers:** Builders willing to deepen and diversify their home tech offerings will benefit from the latent demand among new-age buyers. By providing innovative products, they can leverage buyer interest and increase their revenue potential while ensuring business continuity in the long run.

**Which sector (hospitality, commercial, residential) should be inclining more towards Smart Technologies? And why?**

As per a survey done by India Smart Home Market Outlook 2021, there is a tremendous rise in the smart home market from the last three years. All three sectors, hospitality, commercial and residential, can greatly benefit from the penetration of smart technology. By offering contactless and convenience-led amenities, smart tech can drive a greater customer experience while ensuring their safety.

**Share your opinion on- “Are Smart Homes the Future of the Real Estate Industry?”**

Yes, smart homes are here to stay and grow. With hybrid work models becoming the new normal, technology will be an inevitable part of homes and the work-life paradigm. By enabling residents to stay connected with their homes at all times, seamless control over devices and advanced security, smart homes have the potential to simplify the users' lives without adding to the costs.

# Trending Tech for Real Estate Developers

Bringing smart technology into everyday lives with devices designed to boost the millennial buyer's appeal.

Gone are days when a fully automated apartment was something out of a science fiction movie. As more millennials start investing in self-owned homes, there is a significant rise in the adoption of smart devices, especially in lighting and security. The advent of smart home technology further intensifies the connection between lifestyle and real estate. Today purchasing real estate doesn't mean owning a piece of land/ apartment or house, it serves further as an expression of an individual's lifestyle.

Rapidly evolving smart-home technology enforces the idea that estate developers need to focus on amenities provided within the apartment/ house. With buyers looking for homes that offer lifestyle benefits and the latest technological trends, developers are steadily aiming to meet this demand. As the real estate industry in India goes through yet another transformation, we are excited to showcase a few technologically advanced home fittings designed to boost home value and buyer appeal.

## 1. Amazon Echo Show 10 - 10.1 inch HD Smart Display with Motion, Premium Sound, and Alexa (Black)

This all-new Amazon Echo Show 10, boasts a 10.1-inch HD screen that automatically faces the user. Its 10W speaker produces clear and loud audio, with voice assistant Alexa, and an in-built 13MP camera, owners can easily monitor their homes with the Alex app

In the Box: Echo Show 10, white power adapter (30W) / cable (5 ft.), motion footprint template.

Audio Features: 10 W

Product Depth (cm): 17.2

Product Height (cm): 23

Product Weight (gm): 2560

Product Width (cm): 25.1

Other performance features include setting up smart lights, plugs, or cameras and controlling appliances using just voice. Privacy controls include a mic off button and a built-in camera cover along with the ability to disable motion.





**2. Spacetek Smart Lock By Godrej**

This lock is a combination of engineering, technology, and applications. Packed with space-age functions, it enhances the security level of any home.

Its 360degreefinger print allows for finger placement at any angle , to unlock. this lock comes with an autolocking feature eliminating the need for manual locking of the door. It is also compatible with remote and video door phones. Godrej’s Spacetek smart lock has additional security features which include:

**Anti-hack:** forceful opening from outside generates an alarm.

**Anti-prank:** lock stops functioning for 1 minute after 5 failed attempts and generates a series of alarms.

**Deadbolt Error:** Alarm activates when the door is not properly closed or the deadbolt is jammed.



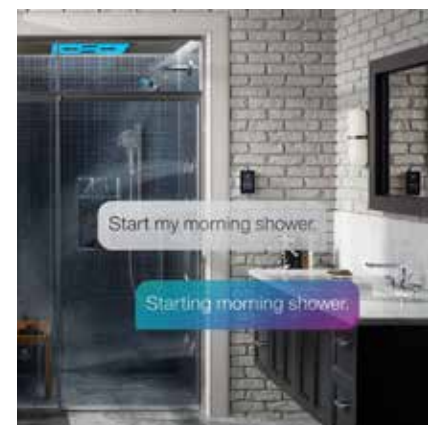
**3. In-Wash® Inspira Smart Toilet by ROCA**

This is an era of smart objects, Roca combines technology and avant-garde design, to present a unique experience of hygiene and well-being. In-Wash® can be wall-hung or floor-standing and has an elegant design. Inspira features an integrated nozzle that cleanses the intimate body parts with water, the retractable nozzle also cleans itself before and after each use.

Other special features include the presence sensor that avoids activation when not in use. Its night LED light can be configured to guide users towards the toilet for any midnight nature calls. It comes with an intuitive remote control to activate and adjust the cleaning/drying functions and water temperature control. The inbuilt side panel allows users to control the basic functions without the use of a remote.

**4. DTV+™ Smart Digital Showering System**

DTV+ with KOHLER Konnect® uses voice-enabled technology to deliver a customizable showering experience. Users can control their shower routines via voice commands to experience a spa feel. With additional settings for steam, light, and music, this shower enriches any bathing affair. Furthermore, the KOHLER Konnect app lets users control all the elements of the digital shower, right from their smartphones.



# Smart Homes Reinforcing Human Wellness

Rising high-income households and data connectivity are expected to become the primary growth-initiators of the Smart Home Industry, which immensely contributes to human wellness in numerous ways.



With increasing stress levels, due to the current dynamic work culture across the globe, people tend to face anxiety and mental fatigue. This often leads to sleeplessness and eventually to numerous physical and psychological ailments in the long run. Therefore mental health is one of the most crucial things one needs to take care of, to strive in today's fast-paced competitive world. Unlike a year and a half ago, a lot of people today spend most of their time at home due to

the pandemic-induced work-from-home (WFH) culture all over the world. Staying at home all day long often causes depression especially among those who used to travel frequently and spend the largest part of the day in the office. Averting the situation is not in our hands but turning homes into an exciting as well as a relaxing place is indeed possible.

Today, an ideal living room is where one can spend some leisurely time with loved ones while having

CES 2020 expanded by 25% for the health and wellness segment. One of the vendors, AerNos, a US-based air sensor start-up, announced plans on expanding annual production capacity to 100,000 units in 2020, with sales expansion expected in Asia.

Smart health tech startups are witnessed shifting from the U.S./UK to Asia, due to growing awareness of well-being and rising aging population. By 2050, China is expected to witness its 35% of the population to be over 65, as per government estimates. Singapore, one of the fastest aging societies, has 560,000 people aged 65 and over, making up one-fifth of the total population, as per Statistics Singapore in 2019.

complete control on each entertainment device and lights to create a mood as desired. Whereas, a perfect bedroom is not just a place to sleep in, but also a chamber designed to foster wellness. Air, light and thermal comfort(temperature) are the three things that affect the health of an individual. Hence, if these can be controlled in a closed area, like home interiors, overall wellness can be ensured. Technology has given birth to numerous smart wellness devices for homes ranging from smart air purifiers, humidifiers, integrated lighting, window blinds, circadian rhythms-supporting window treatments to melatonin-decreasing mirrors for boosting energy every morning.

*“Real estate developers are always looking for a new solution to offer to home buyers and offer the ability to control their home environment – interior window coverings, lighting management and air conditioning through a user-friendly mobile app is something in line with the*



*Gianluca Trovato, Head, Smart Home Business, Somfy, Asia Pacific.*

*modern digital lifestyle”, says Gianluca Trovato, Head, Smart Home Business, Somfy, Asia Pacific. “TaHoma home intelligence system offers to users the ultimate in comfort, security, reliability, and simplicity. Whether at home or away, TaHoma lets users manage their home environment from an app on their smart device, controlling and programming all connected equipment – curtains, blinds, lighting, air conditioning and security. Tahoma Living mobile application graphic interface makes smart home management a breeze. With just a few finger taps, users can set up their favourite scenarios*



*Image: Somfy*





based on time of day, temperature, and humidity levels, ensuring the right levels of brightness and comfort inside the home at all times. Connected motion sensors let users turn on night lights so there's no more groping in the dark to find the light switch. TaHoma is also compatible with leading voice control devices such as Google Assistant built-in, offering users the ability to control their connected devices with just their voice", adds Trovato.

### Smart Lights and Lighting Control Systems

Among the huge array of enrichments that smart technology introduces to a bedroom, smart lighting is notable. It is an innovative technology that enables one to control the lighting set-up of a house using certain lighting systems. From dimming the light to changing its colour and temperature, smart lights offer us a plethora of customizable options. Lower colour temperature light sources are known as "warm" because they discharge red, orange and yellow tones, while higher colour temperature light sources are known as "cool" because they are inclined more towards the violet and blue side of the colour spectrum. Colour temperature to a huge extent, affects the productivity of work. Therefore, while working from home it is extremely important to make sure that the light setup is appropriate to ensure a smooth workflow. Cooler light is



Ravi Kant Sharma, Business Manager, Lutron

often considered suitable for increasing work productivity. Hence, numerous offices feature “blue-enriched”

light bulbs that are 17,000K. These bulbs raise work performance by invoking acuity, vitality and alertness while reducing tiredness, distractions and sleepiness while working. Blue light reduces sleep-inducing melatonin, created in our glands, and allows us to retain our alertness for a longer time. On the other hand, warmer tones offer a sense of relaxation and are ideal for creating a calmer ambience.

*“Light is the most prized gift given from nature to mankind. We live constantly among the light of different intensities and qualities, be it natural or artificial. It is this light that we associate with comfort, warmth, peace and health, which we rely on to define our mood and deliver psychological enjoyment. It is no understatement to say that you can control the quality of life if you can control light.*

*A smart lighting system must include the control of both natural and electric lighting. Otherwise one can never achieve the best lighting environment at home with no glare and excessive solar heat. Lutron’s automated shades and intelligent lighting controls allow homeowners to control their lights and shades via a mobile app, keypad, RF remote control, motion sensor, schedule or voice command. Our total home control systems integrate the control of lights, shades, AV, security and HVAC systems to deliver the ultimate comfort, convenience, ambience, pleasure and peace of mind”, says Ravi Kant Sharma, Business Manager, Lutron. “The beauty of life begins with light and the richness of life is experienced with Lutron. Our mission is to bring controllable, intelligent and human-centric lighting into every home, which is essential to the wellness of homeowners”, adds Sharma.*

### Smart Climate Control Devices:

Today, with the advancement of technology, manually maintaining the temperature or humidity levels of a house has become quite convenient. A smart home dehumidifier reduces the humidity level when the moisture level gets high. Whereas, a humidifier increases the humidity level when the weather gets extremely dry. Both the units help to eliminate respiratory ailments such as asthma and chest congestion. Also, these can be controlled via smartphones through stable Wi-Fi. The auto-shutdown feature makes sure that the device automatically switches off when the water reservoir is full or after a certain period, using smart scheduling.

Air is a vital element for a healthy lifestyle and smart air purifiers are one of the most crucial smart home climate devices. These purify the indoor air by eliminating dust, pollen, smoke, odour, mould spores and dander from the air, which trigger asthma and other respiratory problems. With modes like “allergen mode”, the device filters out certain contaminants in the air. Using a smart air purifier, one can track the purity level of the indoor air of a house.

### Smart Blinds

One can now control window curtains through smartphones. Also, smart blinds are capable of automatically opening and closing as per the weather conditions or schedules set by the user. These come with light sensors that enable the curtains to open/close depending on outdoor/natural lighting. For example, when the Sun is at its peak and emitting extreme harsh rays, the smart blinds might automatically close halfway to save the house from heating and the dweller from feeling uncomfortable.





# The Delhi-Based Three-Story “Smart Villa”

Automation integrated by:  
Anusha Technovision Ltd.

Designed by:  
Rajiv Saini + Associates.





#### Client's Vision:

The owners wanted to experience comfort and luxury in every corner of the house and on every floor, with easy-to-use and easy-to-understand technology. For the execution of the home automation in this huge property, there was a need for solutions that neither compromised on comfort nor luxury.

#### Initial Analysis:

Initially, the clients wanted all control via smartphones/ Ipads and assumed that wall switch pads were unnecessary and wanted to eliminate them. ATPL informed the clients to keep both options (smartphone controls and wall switches) to attain the full benefit of home automation. Other suggestions by ATPL included keypad matching thermostats from Lutron. Setting lighting scenes was a collaborative effort. ATPL began with the interior drawings issued by the designer. While some information was clear in the initial stages other factors were assumed.

Taking all assumptions in mind, the client formed a budget. This process of finalization took anywhere from



## CASE STUDY



6 months to a year. Implementation and execution of the project were dependent upon the state of the site. Once the green signal was given, work completion was estimated to be 3-4 months due to dependencies on other vendors (Electrical contractor, Lighting Vendor, AV supplier, etc.).

### Automations Integrated

Anusha Technovision provided automation solutions while taking care of the owners' comfort and luxury. The owners were provided ease of control for all lighting equipment and allowed them to automatically control the curtains connected by a high-end Crestron and Lutron Homeworks QS System. The products were selected based on the efficiency, reliability, and design flexibility of the provided technology.

Collaboration with an interior designer is important for any home/building interiors automation







project. Achieving the right finish for the owners, in terms of keypads, the placements, the lighting scenes, etc., requires active inputs from both the interior designer and the customer.

### **Challenges faced :**

The main challenge was the interface of the Lutron thermostat system. Its functionality and design convinced the client to integrate it into the automation system. After six months of living in the house, the clients wanted the GUI (Graphic User Interface) to be picture-based, not icon-based. This translated into UI, where the actual image of each room with corresponding devices such as lighting, TV, Air Conditioning, curtains, etc. would be displayed on the touchscreen and would serve as the controlling touchpoints. Hence, this challenge was tasked to ATPL's programmers and now over the years, it has become a standard part of Anusha Technovision's offerings.



## CASE STUDY



### Eventual Outcomes:

With a single touch, the smart systems are accessible and easy to use by anyone in the family. Furthermore, the challenge of integrating the actual image of the room into the system has become a part of ATPL's services.

### Final Takeaway:

*"The one takeaway from this project was learning to accommodate the client's needs. In most cases, when the client is satisfied, they will compensate handsomely for any additional features. By delivering the client's exact requirements and being compensated for the work, is a happy balance that Anusha Technovision strives to achieve on all projects", concludes Alok Hada, Director, Anusha Technovision Ltd.*





# An Elusive Smart Farmhouse Nestled Away From City Chaos

Designed & Executed by  
Ar. Aparna Kaushik,  
Founding Principal and  
Leading Designer, Aparna  
Kaushik Design Group.

Nestled in expansive lush enclaves far from the chaos of the city, these designer villas come to exist, in a rebellion against the concrete demands of bustling urban cities. As such, the term 'Farmhouse' has come to represent an idiosyncratic canon of architecture that reveals in its definition to be an escape of the senses. The Panther House is one such, aspirational endeavour to create an oasis. The 15,000-sq ft home is organized into independent wings, with cascading roofs that merge out of rich greenscapes. Keenly aligned with Vastu principles and brimming with natural light throughout, the home balances both modern tastes and traditional integrity.





### The Client's Vision

The client envisioned a five-bedroom home with a double-height entrance. The owners craved a residence that invokes a feeling of secluded paradise with expansive lush enclaves, away from the turmoil of urban life. The brief was to design a dwelling that would be elegant and centred around simple materials, large spaces, inside-outside interaction, along with an abundance of natural light.

### The Scope of Work

A welcoming and comfortable home was envisaged, one that boasts of a bold and captivating design signature. "The Panther House" was designed to exude a disparate amalgamation of styles and aesthetics that ultimately made it into an immersive escape from the norm.

### Automations Integrated

This fully automated house has lights, speakers, blinds, thermostats, and cameras, all working together via the common system of home automation. These electronic automation fittings and fixtures provide the client with a higher level of comfort, control, and the ability to customize any settings according to individual needs.

A collaboration with different teams was required to achieve this perfectly finished house, various local vendors, artists, and a system integrator worked together to create this chic, state-of-the-art haven.

### Challenges faced

Challenges are often faced between the contractor and architect, causing a disconnect which is laid in the final look. Fortunately, this wasn't the case, being a design and build firm, total control and a perfect balance were achieved, from conceptual design to building execution.

### Eventual Outcomes

Any new project is a different experience, as each client comes with their own choices, demands, sensibilities, and budgets. The amalgamation of traditional yet modern elements and complementing furniture led to the exquisite design of the 'Panther House'.

The cigar lounge is nestled between the garden and the main wing. Its bespoke interiors boast of a book-leaf design bar table in polished stone and metal. Further elevating the drama sits a silhouette of a panther on the black mosaic wall. Its emerald green crystal eye sparkles when





lit with automated ambient lighting creating a subtle mood. Creating a contrasting yet balanced look, the coconut shell panelled ceiling and mahogany floor impart a classic warmth to the room.

Yet another unique element is set at the entrance in the waiting area, standing tall is a real street lamp, incongruously poignant against a floral chaise and oversized black planters. Designing each project is a special and unique journey.

#### Client's Feedback

The philosophy of design majorly integrates the client's explicit requirements and preferences. While experimentation remains a part of the design process, the clients were ecstatic to see their dreams steadily take form.

#### Final Takeaway

With a personal design philosophy that centres around clarity of purpose and simplicity, Ar. Aparna Kaushik designs to accentuate the natural qualities of any space while aiming to amplify its unique beauty through exceptional functionality and form.





# Smart Zendo- “A dwelling that features the flawless amalgamation of traditional Feng Shui Aesthetics and Smart Technology”

By: PATRICK LAM, Founder & Creative Director, SIM-PLEX DESIGN STUDIO, Hong Kong

Smart Homes have become quite popular in recent years. However, most smart homes feature a contemporary futuristic design pattern. Smart Zendo stands apart with a perfect combination of traditional Feng Shui Aesthetics and Smart Technology using numerous smart devices and natural materials as well.







**Client's Vision:**

The client is a busy young couple. And therefore looking for a quiet living space as an escape from the hectic working hours. "Zen" is a spiritual state that pursues inner peace and harmony. It heals the mind and soothes the overworked brain. As the client has a deep knowledge of Feng Shui, he wanted to have a living room with a layout adjusted according to his view of Feng Shui: Left Queen Dragon, Right White Tiger. The Queen Dragon represents men and nobles whereas White Tiger represents ladies and wealth. Besides, they wanted to integrate smart technology as their busy work schedule often made it impossible to efficiently manage the home and take care of the children.





## CASE STUDY



### Project Illustration:

The interior was designed following Feng Shui, a traditional Chinese choice of living and important cultural heritage. The TV storage cabinet wall in the living room is mostly symmetrical and along with the large TV in the living room, there is also a small TV on the dining table. The client claimed their family to owe one of the five elements-“wood”. Therefore, the material distribution of the maple veneer on the storage cabinet wall is a hidden expression of the word “wood”. Though the traditional Feng shui aesthetics and smart technology seem to be antithetical, the project displays a harmonious union of both.

Sim-Plex seamlessly integrated the warm yet plain TV cabinet wall and wooden floor platform along with several intelligent devices hidden behind. It lifts up the entire living room with a wooden platform. Apart from offering huge storage space, the platform effortlessly hides the intelligent lifting coffee table.

The couple often talked about the scenery and homestay in Taiwan, from where they shifted to Hong Kong quite some years back. Therefore, the dining room is made up of an open kitchen with a quartz stone high-top dining table and two arc-angle storage chairs to make sure that one enjoys the scenery outside the window even while cooking or dining. The windowsills of the two rooms are surrounded by wooden frames to match the natural scenery.





**Control4 T4| Level Up The Smart Home**

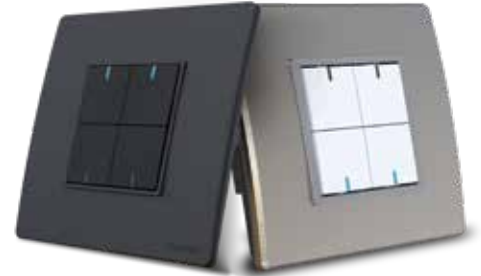


The Control4 T4 Touchscreen offers complete and immediate control for sophisticated smart homes and businesses. Its bright, high-resolution screen, fast processor, advanced microphone array, and high-grade speakers make it excellent for security cameras and video doorbells, as well as intercom from room to room, or from home to mobile device.

The T4 is designed to make your team more efficient. Powerful magnets hold the touchscreen securely in place with no tools, so the T4 is faster for your team to install. Plus, a new mid-box design eliminates ribbon cables for in-wall units, and a sturdy new dock ensures that tabletop units never miss a charge.

**GreatWhite Hybrid Home Automation Switches.**

Right fit for any type of homes, be it in a new house, renovation or existing house, Arcus Home Automation range offers you a complete solution of dimming, turning on/off, fan control, AC control, control on all entertainment products without doing any re-wiring. It has individual controls, multi-control and multi-functional scenario control to give you the best in comfort, convenience, smart, intelligent, secure solutions. The

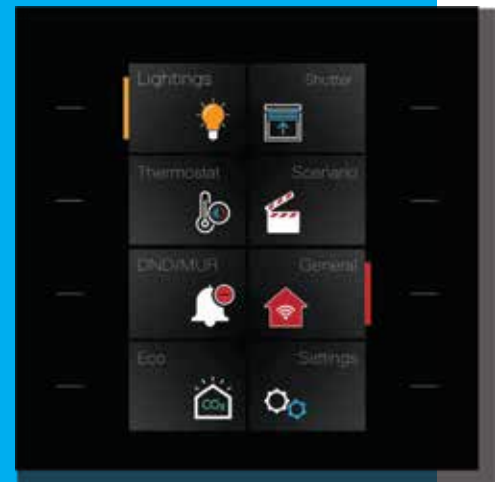


Design of the interface is completely in sync with the electrical equipment's in a house.

**Just Touch switches**

You can design your 'JUST TOUCH' because of the freely programmable interface. It can respond to all your requests with its multi-page usage advantage and innovative features.

It can be designed according to projects. Just Touch offers you the opportunity to custom design the interface page and scenario pages as you wish, regardless of your residence, hotel or commercial project. By assigning frequently used scenarios such as lighting, air conditioning and curtain blinds to the touch buttons, it allows you to use it without traveling on the screen.



**X100-4K+**

**4K UHD Home Cinema LED Projector**



ViewSonic's X100-4K+ is a 2,900 LED Lumens 4K UHD home cinema projector of superior performance and great value. Fulfilling movie lovers' dreams with 2nd generation LED technology, for cinematic colours and reliable light source life, low fan noise (20 dB), wide H/V lens shift and optical zoom combined into a proprietary design, the X100-4K+ serves as a professional choice for every home.

**Yamaha ,WXC-50 MusicCast Wireless Streaming Preamplifier**



It is simple and flexible. It adds ultimate listening freedom to any stereo amp or powered speakers. You can connect this compact preamp and use your Wi-Fi network to access all of your music from a simple app. In addition to Wi-Fi, this preamp also supports Bluetooth and AirPlay, spotify connect allowing for greater wireless connection access digital music from internet radio stations, music streaming services and even your own digital music library.



# Further Delayed Till 2022, Matter, The Smart Home Technology Backed by Google and Apple.

A blog post written by Matter CEO Tobin Richardson stated the team behind the project will continue to work on it and will soon announce a launch date later this year. Although Matter has a feature-complete specification, the team will still have to finish creating the SDK and the certification program, for the developers to get the existing and new hardware approved. The first Matter-certified hardware is set to roll out by the end of the year, pushing the product's release in the first half of 2022.

Matter will be uploading updates in early 2022 for products like Philips Hue. The idea behind Matter was a pleasant surprise since Apple and Amazon are competing rivals in the smart home technology industry.

Both companies agree that the project will be of more benefit to them. In 2019, the company announced a release in 2020. This changed to early 2021 and now, it has been pushed back for another year(2022).



Matter is an open-source interoperability system that smart home device manufacturers, such as Amazon, Apple, and Google, have agreed to use as a standard for respective products. The result would be a more seamless experience for users when integrating smart home devices. As Matter is open-source,

there are no licensing fees linked with it. Consumers need to look for the Matter logo. Any product with the logo will integrate with other smart home devices and apps. Currently, any firmware update on a smart device requires reconnection to a hub. When Matter rolls out any smart device or update will be ready to use.

## IoTfy launches Smart Strip Light Controllers this festive season

Eyeing the upcoming Festive season, IoTfy has launched a Mobile App controlled Strip Light controller, which makes any LED Strip Lights Smart. This is another interesting and useful category added to the existing Smart Light solutions of IoTfy which include LED Smart bulb, CCT/RGB downlights, CCT/RGB batons.

The Smart Strip Light controller is available in the following

configurations:

- RGBW (4 channels)
- RGB (3 channels)
- CCT (2 channels)

A simple attachment of the Smart controller helps onboarding it to the Magic App of IoTfy. This makes the Strip light really "SMART". This can now be controlled using the mobile app (Android/iOS) and



Voice Assistants (Google Home and Amazon Alexa). Smart Strip also comes with a Music Sync feature which means that the LEDs will synchronize with the beats of the music playing in the background.

This becomes a perfect feature for parties and get-togethers. The ambience created with this feature is magically vibrant. Strip lights, as a category, is very popular amongst hotels, airports, lounges, cafes,

offices and homes. This brings an opportunity for the Indian ODMs and Brands to launch a completely made-in-India product with a smart offering.

# Kontrol Technologies secures total acquisition of Global HVAC & Automation Inc.

Kontrol Technologies Corp., a leader in smart building technologies announces the completion of the acquisition of Global HVAC & Automation Inc. and a record revenue order book of \$155 million.

“We are excited to complete such a significant acquisition, which adds substantial new revenues and the largest consolidated revenue order book in our operating history,” said Paul Ghezzi, CEO of Kontrol. “This acquisition brings with it an impressive roster of new customers and technical capabilities, which we believe should create many potential lucrative cross-selling opportunities. As such, the acquisition of Global has the potential to drive significant



growth and scale for Kontrol over the long term. With a consolidated revenue order book of \$155 million, we are well poised for our next stage of growth.”

Global provides integrated installations of complex heating, cooling, ventilation, and building automation systems to its customers, which can account for 70% of overall energy consumption in commercial buildings. Efficient and smart HVAC systems can drive intelligence

improvements to make buildings more sustainable, profitable, and healthier. Global's services complement Kontrol's existing product portfolio, the combination of the two is expected to create significant growth opportunities over the coming years.

Global will operate as a subsidiary of Kontrol with its current management team in place. Kontrol will integrate its facility management with the Global project platform driving software revenues and service revenues. BioCloud could be integrated into each HVAC installation delivered by Global providing real-time monitoring of viruses and pathogens.

# Legrand Expands Smart Lighting Collections With Netatmo Technology.

Legrand has announced the expansion of designer switches & outlets collections. A global specialist in electrical and network solutions, their new collections include smart lighting solutions featuring Netatmo smart home technology. Legrand's design-inspired collections Adorne® and Radiant®, offer a selection of smart switches, dimmers, and outlets which leverage Netatmo Technology. These deliver lighting control with complete reliability and flexibility. The Adorne and Radiant collections create a dedicated network that supports advanced control of lights and power in



any home. These solutions prove to be ideal for larger homes. They can be easily set up and installed in place of the standard switches and outlets. They also connect to Amazon Alexa, Google Assistant, or Apple HomeKit, or other home automation systems, providing comprehensive control.

*"The acquisition of Netatmo in 2018 has afforded Legrand the ability to accelerate the development of*

*cutting-edge products and naturally extend our selection of designer switches and outlets," said Angela Coffman, a VP of Marketing and General Manager of Collections at Legrand. "The adorne and radiant Collections are known for delivering exceptional style and innovative functionality, and by incorporating Netatmo we can elevate spaces with even smarter options for the*

*home, providing unrivaled levels of reliability and flexibility along with advanced design."*

Legrand's Netatmo based solutions offer smart lighting that lets customers create the right solution for their living space, irrespective of type or size. They supports a spectrum of the modern customer's needs while complementing any décor style.

## Newly Enhanced NETGEAR Armor Delivers Next-generation Protection

NETGEAR, the leading provider of award-winning connected products, announced more protective NETGEAR Armor capabilities. These come with advanced security and threat detection for the smart home.

The NETGEAR Armor built into Orbi and Nighthawk routers provides a protective bubble for connected devices in the home network. Nearly all connected smart devices such as smart TVs, smart thermostats, light switches, home theater systems, security cameras, etc. are vulnerable to threats, traditionally associated with home computers. To assist in warding off such threats, NETGEAR is adding new capabilities to its flagship security offering, providing a simple and comprehensive network and device protection. NETGEAR Armor is built into the router to monitor activity going to and from the Internet, protecting the devices on the network and eliminating the need and cost for multiple security subscriptions or software.

*"With the explosion of connected devices in the home from baby monitors to smart TVs, all of which can be compromised, we understand how overwhelming it can*



*be for individuals and families to know what to do to keep themselves and their information safe," said David Henry, President & GM of Connected Home Products and Services at NETGEAR. "We realized that a new type of security solution was needed and with this version of NETGEAR Armor, we take the worry out of the equation by providing a comprehensive 'set-it-and-forget-it' service."*

## Samsung Brings 'The Premiere' 4K Ultra Short Throw Laser Projector to India.

Samsung, India's largest and most trusted consumer electronics brand, has strengthened its lifestyle product portfolio with the launch of the ultra-premium range of projectors called 'The Premiere' to offer you a big-screen private cinema experience in the comfort of your home.

The Premiere comes in an all-in-one compact, space-saving design that blends perfectly into a variety of settings and arrangements in your living space. As it is an ultra-short-throw projector, it can be placed on a coffee table or chest of drawers at just a fist-sized distance (11.3 cm) away from the wall to project a high-quality screen



of up to 130-inch. The Premiere is ready to serve as the centerpiece for any home, boasting a minimalist white design, rounded edges, and an aesthetically pleasing fabric finish. It is available in 130-inch and 120-inch screen sizes (models - LSP9T and LSP7T respectively) supporting a laser-powered 4K picture resolution.

The Premiere LSP9T is the world's first HDR10+ certified projector with triple laser technology. It delivers revolutionary contrast details as the user watches from bright to dark scenes with a peak brightness of up to 2,800 ANSI lumens. It also supports Filmmaker Mode, allowing users to enjoy watching movies, and comes equipped with Samsung's Smart TV platform. Game Mode enables the Premiere to create a vivid gaming experience on up to 130-inch screen size. The Premiere has powerful built-in woofers and Acoustic Beam surround sound, delivering up to 40W and 4.2 channel sound for the LSP9T and an output of 30W and 2.2 channel experience for the LSP7T.

*"As people continue to spend more time at home, we see an increased demand for in-home entertainment technology that creates premium and differentiated experiences for consumers. The Premiere re-imagines the home cinema experience with an all-new compact*

*design, 4K picture quality, and big sound for tight spaces that can be used for any at-home activity and living room arrangements, without the hassles of cables and a bulky set-up. With this launch, Samsung continues to bring in lifestyle audio-visual devices that are in sync with the needs and passions of consumers,"* **said Raju Pullan, Senior Vice President, Consumer Electronics Business, Samsung India.**



# Silicon Labs adds a multi-Alliance connectivity panel with IoT leaders, joining the “Works With 2021”.

A pioneer in secure, intelligent wireless technology, Silicon Labs has recently added a multi-Alliance panel with IoT giants to Works With 2021, for a better-connected world. Moderated by industry analyst Stuart Sikes, senior vice president at the global consumer insights firm, “Interpret”, the panel, “Are We There Yet? Driving the Future of IoT” will delve into the perks of wireless alliances.

With the IoT market evolving at an accelerated pace, the crucial task of driving technology standards is accomplished by them. The panel is scheduled on 14th September 2021, from 1:45 PM to 2:45 PM CDT.

The list of Panellists includes **Ken Kolderup, Vice President, Marketing, Bluetooth SIG**, **Michelle Mindala-Freeman, Marketing Head, Connectivity Standards Alliance**, **Phil Beecher, President, Wi-SUN Alliance**. Also joining the panel are **Mitchell Klein, Executive Director, Z-Wave Alliance**, and **Stuart Sikes, Senior Vice President, Interpret**.

*"We serve in leadership roles and work closely with each of these Alliances, which gives us first-hand knowledge to help our customers develop with the latest standards*



*to bring new products to market,"* **stated Matt Johnson, President, Silicon Labs.** *"As the only company aligned with key wireless connectivity protocols and standards behind the smart home, smart city, and IIoT solutions, our collaboration with these organizations position us as a well-rounded, impartial partner",* **added Johnson.**

# TCL's NXTWEAR G Smart Glasses bring the home theatre experience to the eyes.

The company has announced the launch of the NXTWEAR G Smart Glasses, a product that has been a few years in the making is now available only in



Australia, the glasses consists of two Sony 1080p OLED panels, each of which acts as screens that can broadcast videos directly to the wearer's eyes. With both screens working together, they can deliver a 16:9 aspect ratio, an experience similar to having a 140-inch display right in front of the user.

*"With 40 years of research and development, TCL continues to push the boundaries of innovation, and this includes challenging form factors in ways that will create new and exciting experiences for consumers," comments TCL Australia, New Zealand, and Pacific Islands channel manager Joseph Corrente. "The TCL NXTWEAR G Smart Glasses epitomizes this global commitment and emulates a 140-inch screen right before your eyes! We are thrilled that Australia will be the very first market anywhere in the world. Alongside four recently-launched smartphones, today's launch shows a strong roadmap and commitment to the Australian market."*

The glasses come with multi-screen interaction, allowing users to switch between different tasks with just a turn of the head. TCL describes the NXTWEAR G Smart Glasses as having a 'high-end' feel, comprising a metallic frame, black exterior, plus nylon and silica gel. They plug directly into the media device and don't need charging. They are compatible with more than 100 smartphones, tablets, hybrid two-in-one devices, and laptops supporting USB-C Type-C with DisplayPort Alternate Mode.

## Tuya Smart and MTS Group Collaborate to build a New Smart Life

The global IoT development platform, Tuya Smart and MTS Group, a renowned brand, have recently declared a new alliance to strengthen cooperation in the smart home industry. Also, the partnership aims at jointly creating a healthy and comfortable living environment for consumers. MTS Group is currently expanding its business scope into the field of smart homes with its own smart brand UNITEC. Supported by Tuya technology, UNITEC has launched a wide array of smart home products ranging from smart switches, lighting, security, to heating control products.

PBT (Powered by Tuya) is a mark of interconnectivity across different brands and categories. Users can easily control any product featuring the PBT label with just a single app.

Tuya will provide technical support to MTS Group and help it to expand its smart product lines to meet the ever-changing needs of consumers. MTS Group will completely leverage various online and offline channel resources for brand promotion and let more people know about the advantages of UNITEC products.

“The partnership with Tuya strengthens our capability in smart home, enabling our products to quickly enter the IoT market, and get interconnected with smart products from other manufacturers and of different categories. That effectively sharpens our edge in the market”, stated Raphael Wetzels, Category Manager of Electrical Installation Material, MTS Group.

“The deep cooperation with MTS Group helps strengthen both companies, bringing innovative smart home products to consumers looking for a healthier and more convenient lifestyle. In the future, the two sides will jointly explore commercial applications and market opportunities of smart products”, said Tina Yu, General Manager of Eurasia Region, Tuya Smart.



## Xiaomi Launched Its First High-End Smart Speaker.

Xiaomi held a launch event in China, unveiling the premium Xiaomi Mix 4 smartphone along with the Mi Pad 5 series, the Xiaomi CyberDog, and a second-generation OLED TV. Xiaomi also announced what it called its first high-end smart speaker.

The Xiaomi Sound features a compact body with an internal configuration designed to output a powerful sound. The speaker is embedded with Harman AudioEFX, allowing it to transform into a powerhouse of deep and rich low-frequency sound. Xiaomi claims it can achieve 90dB shock sound pressure and 70Hz full bass. It adopts 360° omnidirectional sound output, a top-mounted sound guide cone design, and the Hi-Res (high-resolution) certification. The speaker is available in two colours of silver and black.

Another important feature is that it can support two interconnections, a combined stereo, and 8 interconnections. Apart from Bluetooth connectivity, the smart speaker also supports Ultra-Wide-Band (UWB) connectivity. Xiaomi is yet to reveal the availability details, the product will be launched outside China eventually.





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I7+(Plus)

Mobile Control

Just Touch

Iswitch

Switch / Socket

Sensors



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- RGB & Tunable White Color Control
- Shutter/Blind Control
- Air Conditioning

- KNX - DALI - Conventional Mid-Range Presence Sensor
- KNX - DALI - Conventional White-Range Presence Sensor

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- Air Conditioning
- Free Programmable Pages
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- Touch Vibration Sensitivity
- Proximity
- Carbon dioxide (CO2)
- Temperature and Moisture Sensor
- Custom Modes
- Time-bound Scenarios



**Just** Design Your Switch  
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- Lighting
- RGB & Tunable White Color Control
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**Frame** : White,Black  
: From 1 to 4 frames