Jim Tobin

jim@OlyInnovations.com

After 22 years of selling Apple products and solutions for Apple, Jim left to build products and solutions for customers who know that *technology should serve them*, should *lessen their work load*, or should *offer them distinguishing abilities*.



As a business owner, Jim measures his success this way:

Invoice #20160329016 PAID

As a technologist, Jim measures his success this way:

```
Integration-Server:~ overseer$ uptime
15:49  up 364 days, 19:22, 5 users, load averages: 1.75 1.50 1.50
```

MACTECH PRO EVENTS

OLY INNOVATIONS

IOT & HOME AUTOMATION

WHAT YOU NEED TO KNOW

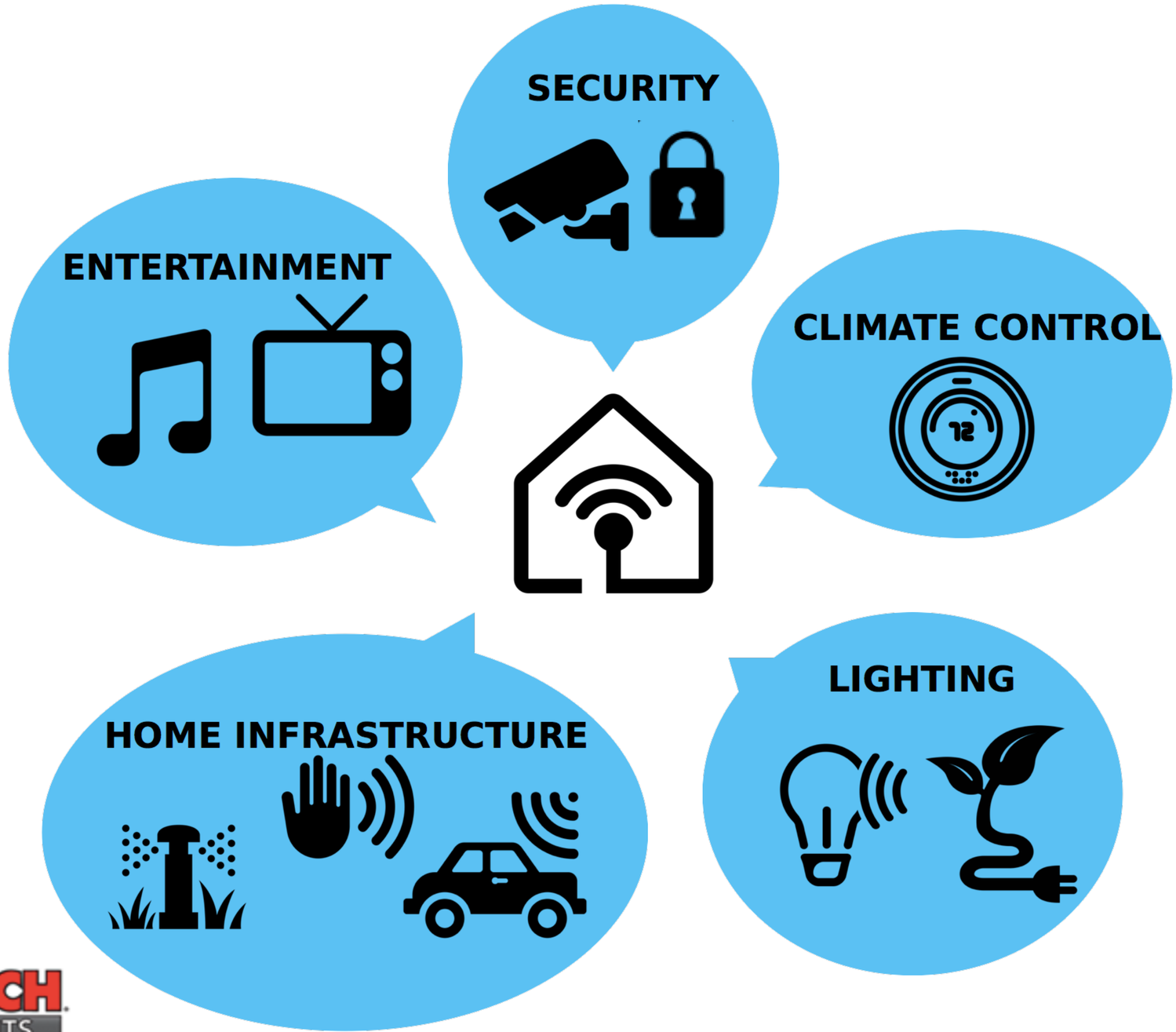
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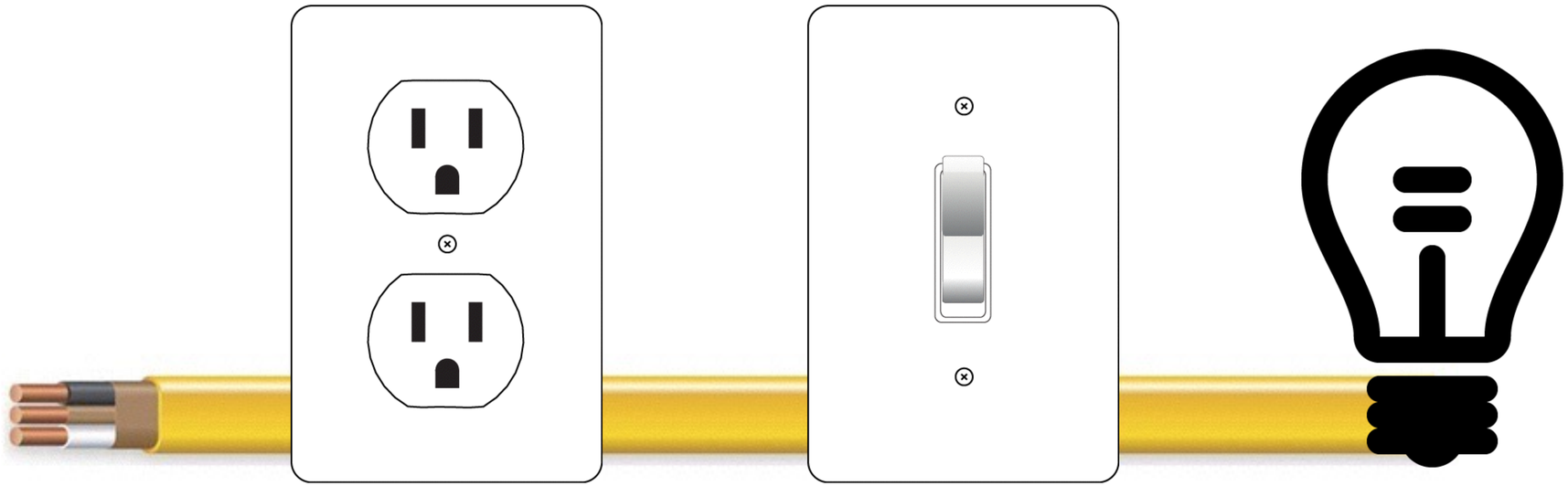


IOT & HOME AUTOMATION



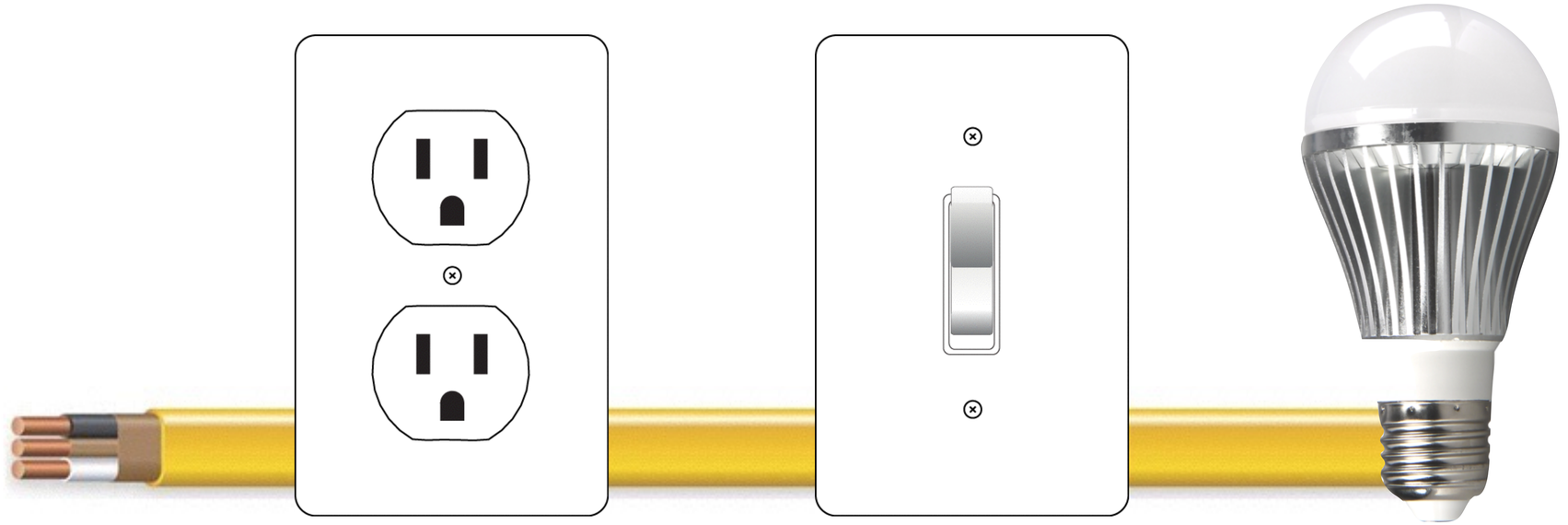
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MASS MARKET INERTIA
IOT & HOME AUTOMATION



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MASS MARKET INERTIA
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LED REPUBLIC UI LED Panel Light 1x4 50W 5000k 4300 Lumens, Daylight , DLC Qualified, Eligible for Nationwide Rebate Programs Flat Celling Led Sheet Panels Lighting Board

by LED Republic

4.5 out of 5 stars ▾ 15 customer reviews | 8 answered questions

Price: ~~$145.00~~
Sale: $105.00 Prime
You Save: $40.00 (28%)

Only 4 left in stock.

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AGENDA
IOT & HOME AUTOMATION

SIGNALING TECHNOLOGIES

X10

INSTEON

LUTRON

ZigBee Alliance

Z-Wave

PLATFORMS

Works with Apple HomeKit

CRESTRON

SAMSUNG SmartThings

Control4

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SIGNALING TECHNOLOGIES : X10

IOT & HOME AUTOMATION

- **PIONEERING TECHNOLOGY** 1975
- **POWERLINE** wired into the walls
- **SLOW** bursts of 120 kHz RF signal to responders
- **LOW RELIABILITY** sensitive to line noise
- **SECURITY** no encryption
- **UPB** based on X10



SIGNALING TECHNOLOGIES : INSTEON

IOT & HOME AUTOMATION

- **COMPATIBILITY** X10, not an open standard
- **DUAL BAND** radio-frequency and powerline
- **RELIABLE** simulcast, scalable
- **FAST** 2880-38400 bps
- **EASY SETUP** Statelink
- **CONSUMER** Hub and Hub Pro

INSTEON®

SIGNALING TECHNOLOGIES : LUTRON

IOT & HOME AUTOMATION

- **PROPRIETARY PROTOCOL**
- **50+** years of innovation
- **15,000** products
- **ADVANCED LIGHTING**
- **WINDOW SHADE CONTROL**
- **CONSUMER** Lutron Caséta Wireless Smart Bridge

LUTRON®

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SIGNALING TECHNOLOGIES : ZIGBEE

IOT & HOME AUTOMATION

- **PURE WIRELESS** 802.15.4 IEEE, RF signaling/control
- **OPEN STANDARD** for hobbyists
- **MEMBERSHIP CONFLICT** fee to the ZigBee Alliance
- **COMMERCIAL/UTILITY INDUSTRIES** few in HA
- **MORE EXPENSIVE** than Insteon and Z-wave
- **CONSUMER** Crestron and Control4



SIGNALING TECHNOLOGIES : Z-WAVE

IOT & HOME AUTOMATION

- **PURE WIRELESS** RF signaling/control
- **BASED ON ZIGBEE** more simple, less expensive
- **NETWORK CONTROLLER** hub,setup and mange network
- **NETWORK SIZE** 232 nodes, but 30-40 ideal
- **LOW POWER** good for battery power
- **CONSUMER** SmartThings, Wink

IOT & HOME AUTOMATION

Works with HomeKit

iOS

What is the current ecosystem?

Android

Many solutions!

Siri

Would you like voice control?

Alexa

Apple TV or apps

Do you want remote access?

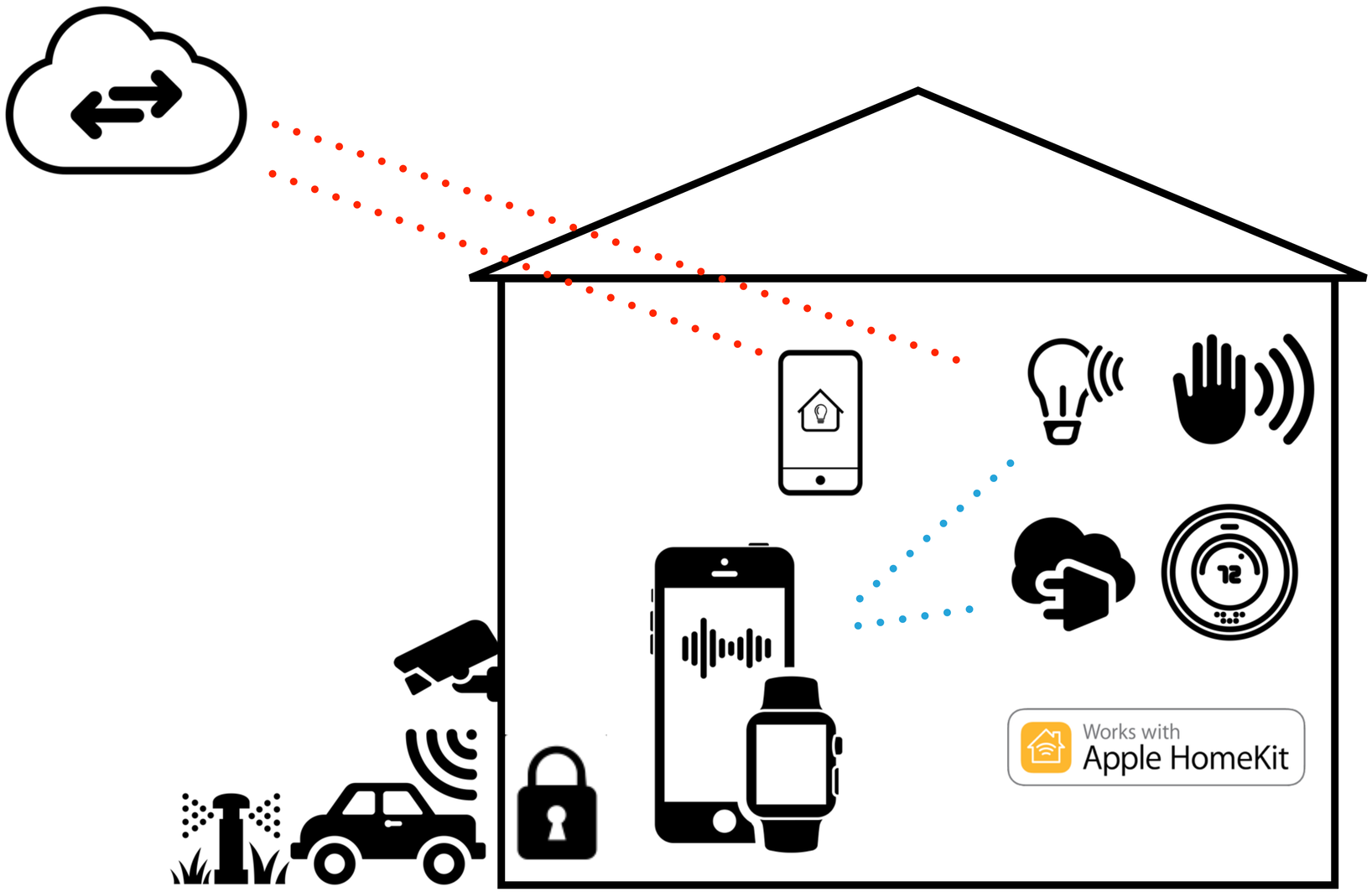
apps

What would you like to automate?

What is your budget?

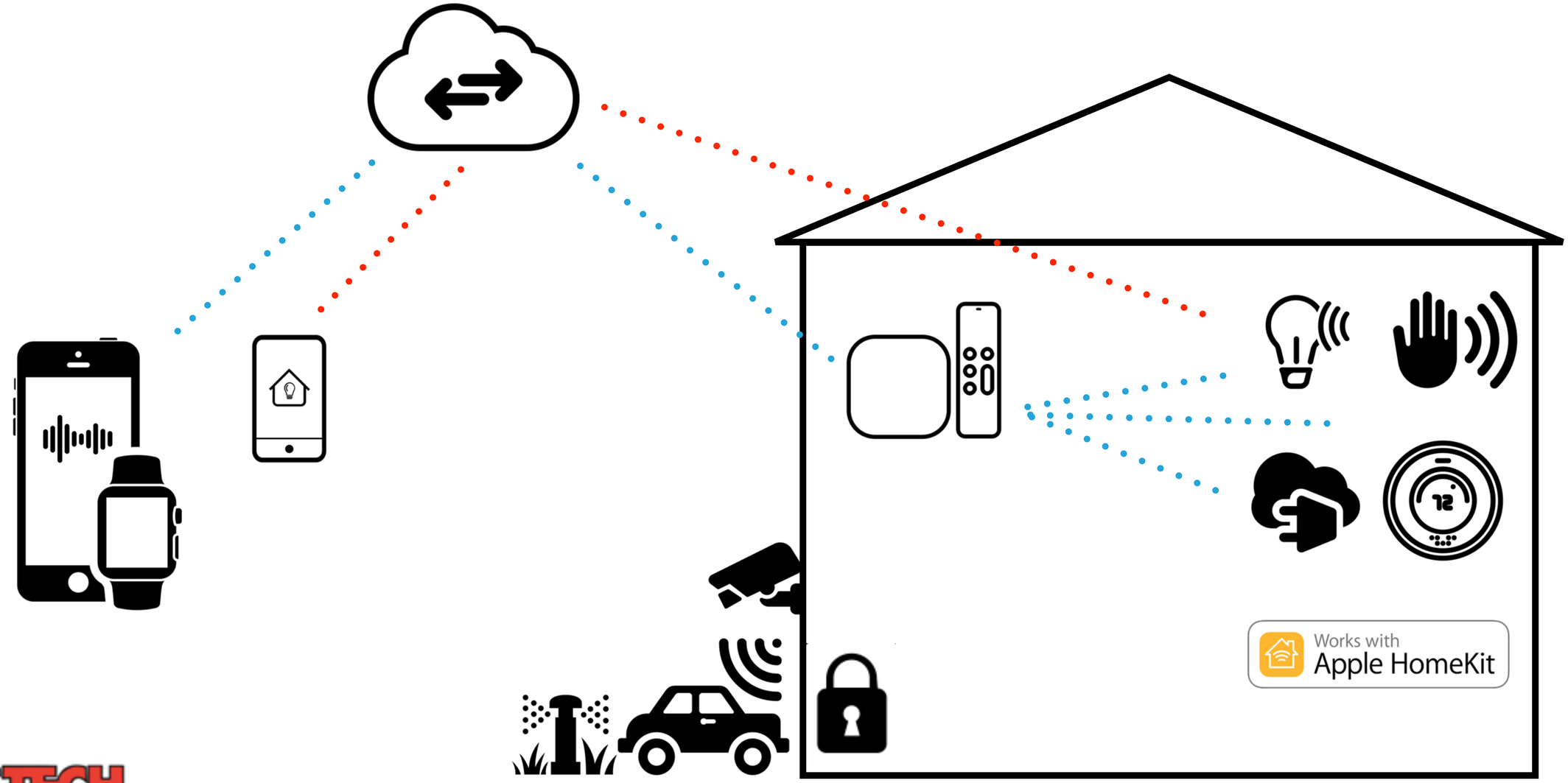
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IOT & HOME AUTOMATION



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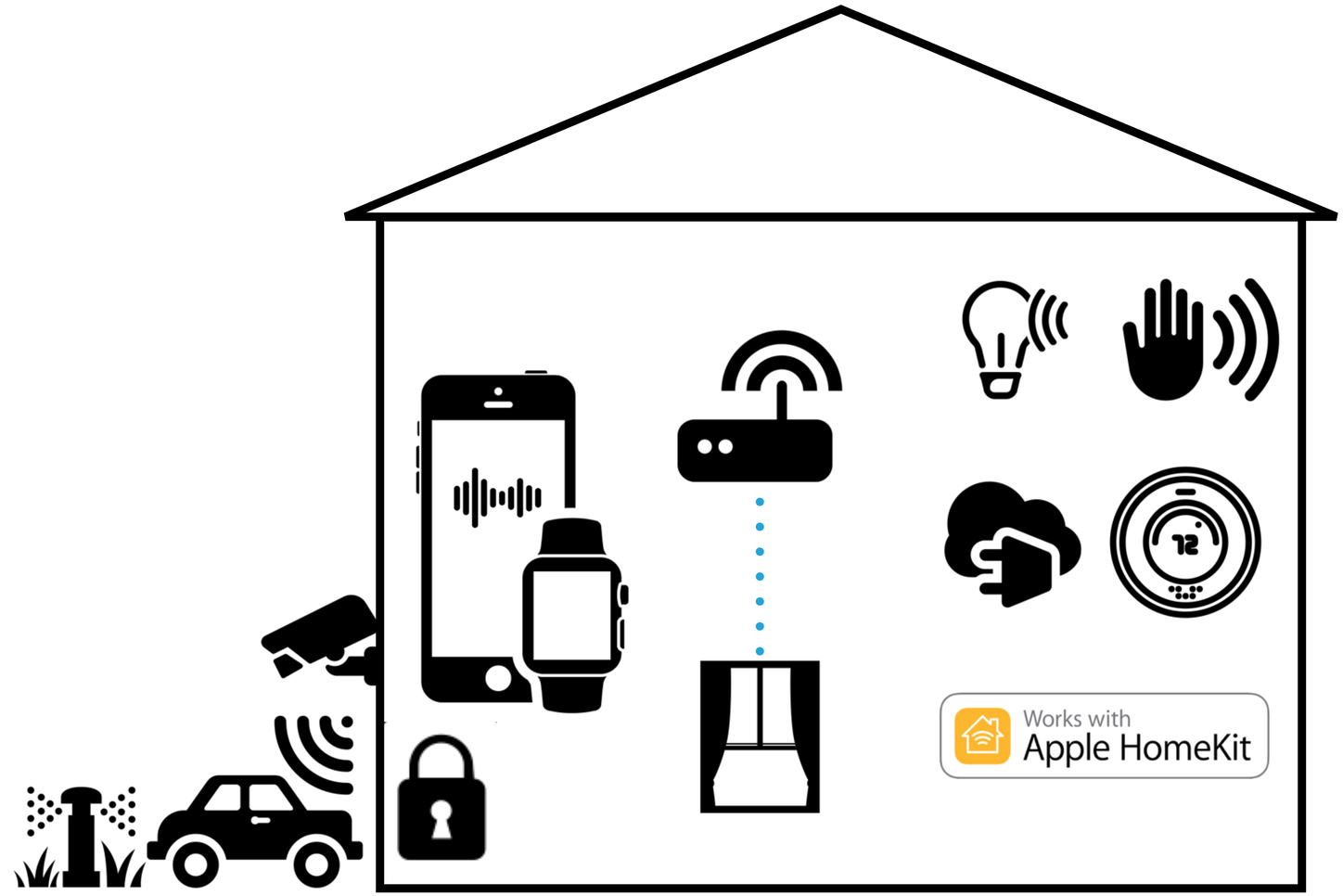
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IOT & HOME AUTOMATION

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THE PLATFORMS : HOMEKIT

IOT & HOME AUTOMATION

- **HOMEKIT COMPATIBLE APPS**

- **SETUP CODE STICKER** use app and scan

- **CLASSIFICATION OPTIONS** in each app

- **COMMON DATABASE**
  a home, room, accessory, function, setting must have its own name

Works with Apple HomeKit

MACTECH PRO EVENTS

THE PLATFORMS : HOMEKIT

IOT & HOME AUTOMATION

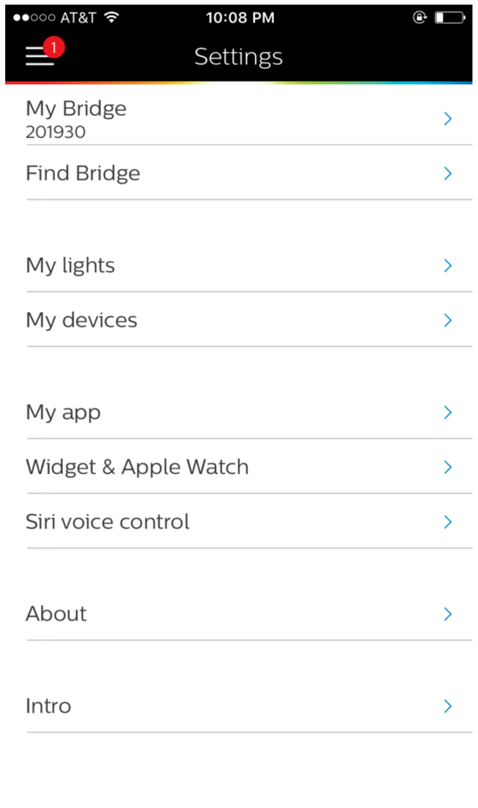
- **HOMES** we should be so lucky!
- **ROOMS** living room in one home
- **ZONES** upstairs
- **SCENES** “party time!”
- **TRIGGERS** door opens and light goes on

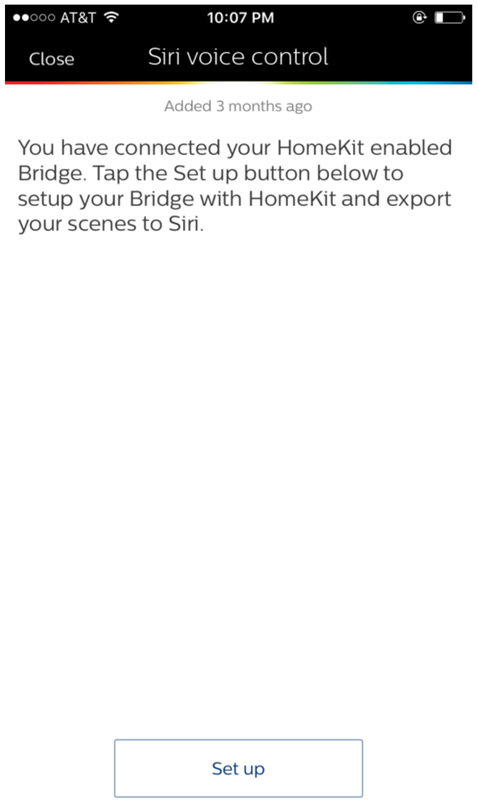
Works with Apple HomeKit

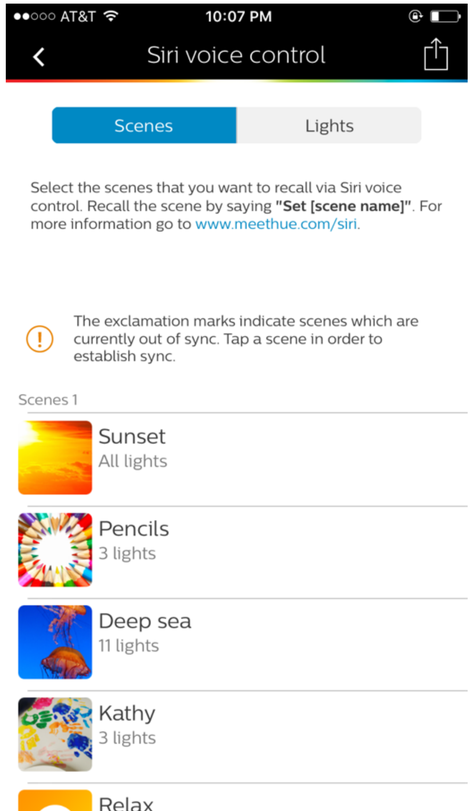
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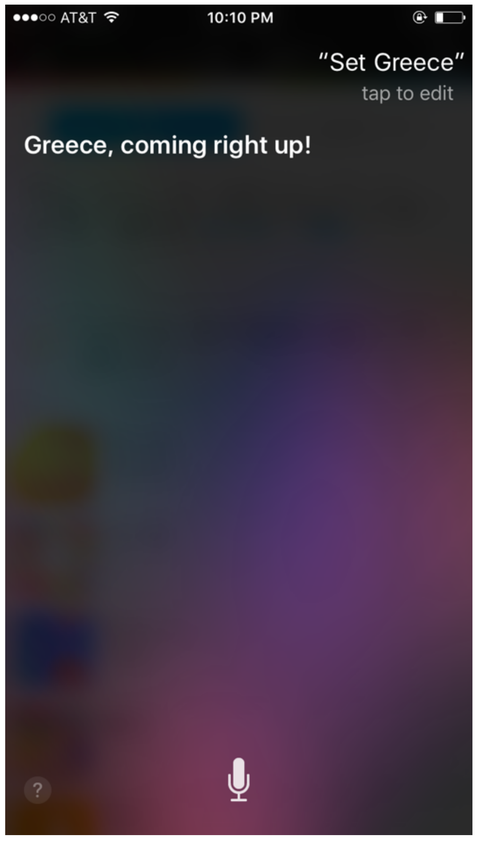
THE PLATFORMS : HOMEKIT PLUS PHILIPS HUE

IOT & HOME AUTOMATION











THE PLATFORMS : HOMEKIT PLUS ELGATO EVE

IOT & HOME AUTOMATION

eve door & window



Open/Closed State

eve weather



Temperature Humidity Air Pressure

eve room



Air Quality Temperature Humidity



Consumption

Switch On/Off

Gain Insights

eve energy

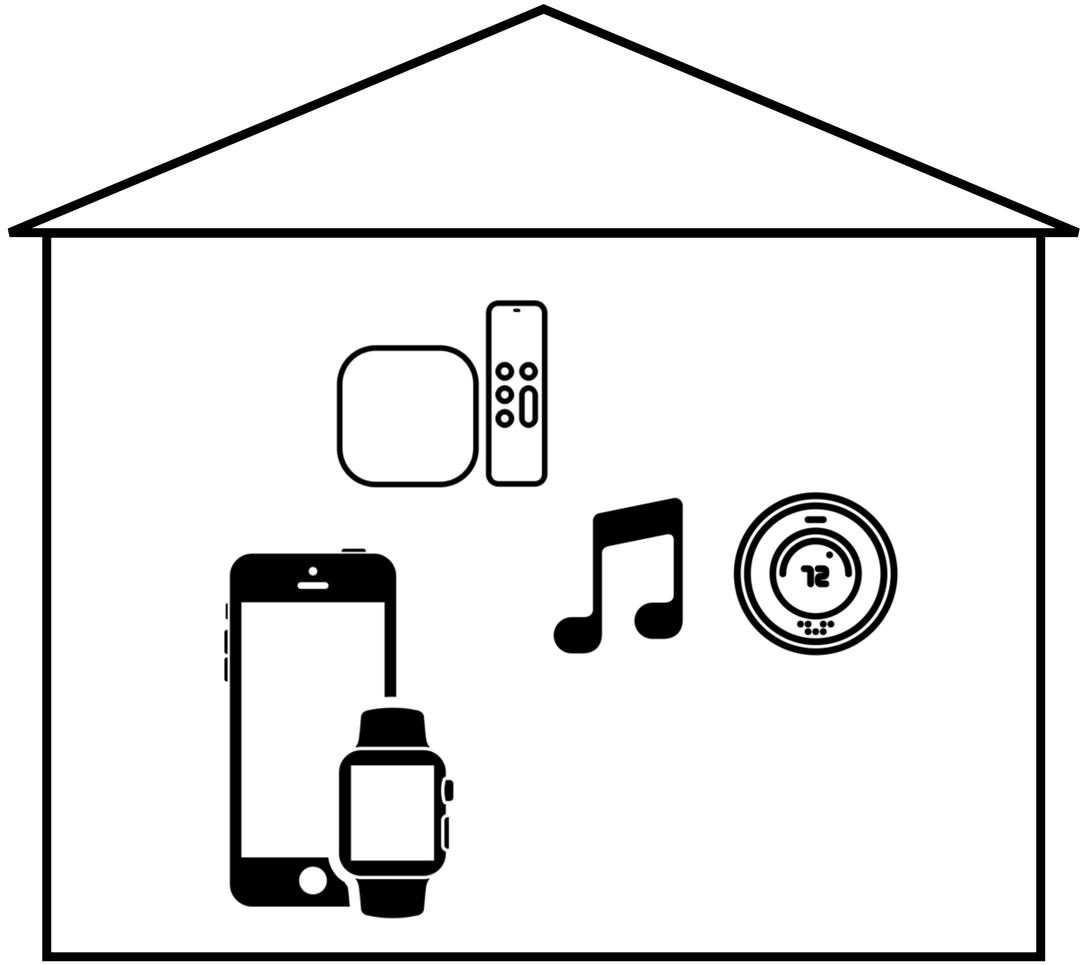
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THE PLATFORMS: BRIDGES

IOT & HOME AUTOMATION

- **HOMEBRIDGE** Nest, Smartthings, Sonos
- **APPS** Indigo, manufacturer specific
- **IFTTT** recipes as triggers





THE PLATFORMS : GOOGLE
IOT & HOME AUTOMATION

- **WEAVE** Linus Lock
- **BRILLO OS** Android-based for smart home devices
- **NEST** Nest Weave (proprietary protocol)
  app, cameras, thermostats and detectors
- **OnHub** more then a router
- **COMPATIBLE SMART TECH** Mercedes Benz



IOT & HOME AUTOMATION

wink

or

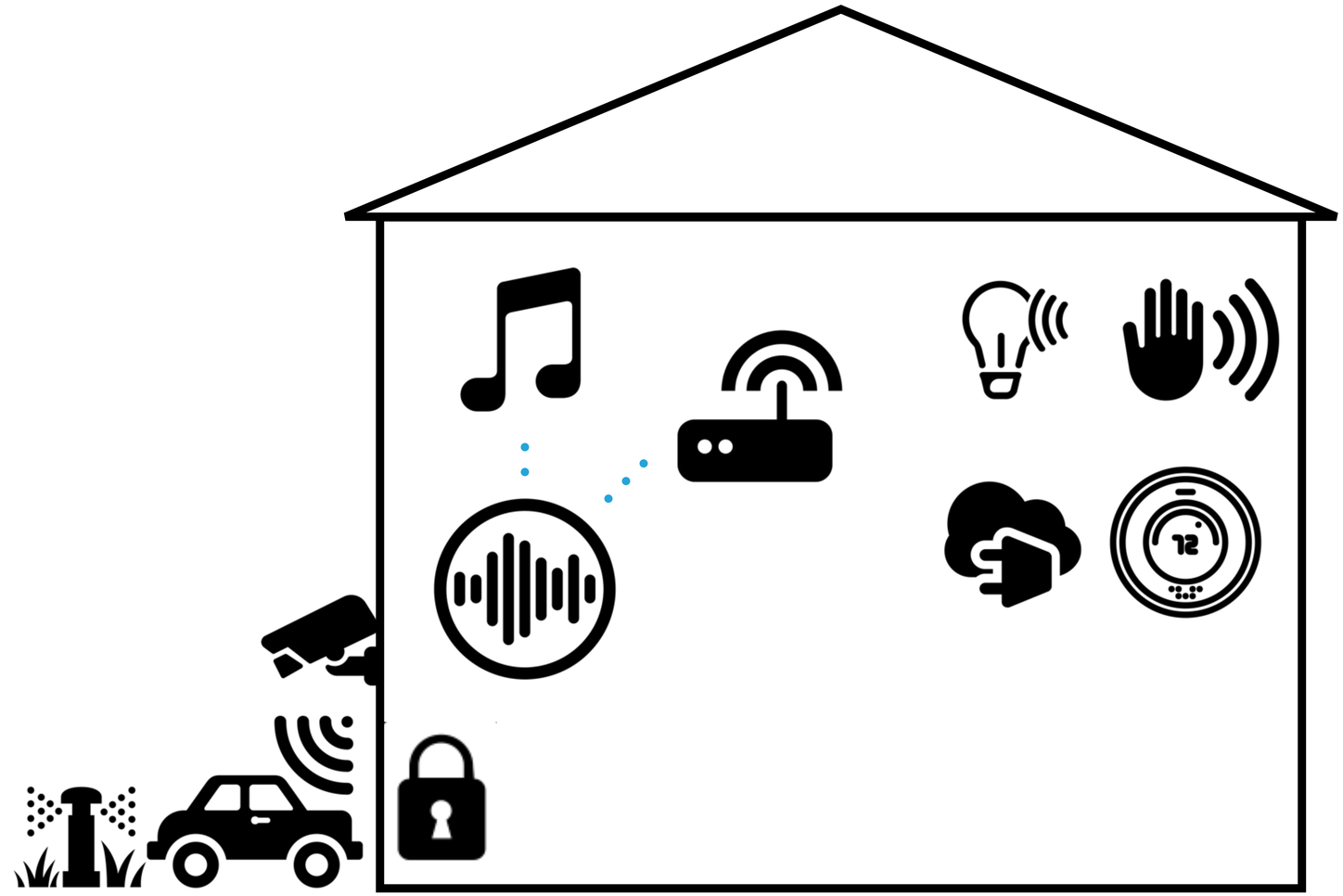
wemo

or

SAMSUNG SmartThings™

and

amazon echo



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THE PLATFORMS : AMAZON

IOT & HOME AUTOMATION

- **VOICE RECOGNITION SPEAKER**
- **INTEGRATION**
- **INDEPENDENT OF PHONE**
- **CENTRAL SYSTEM**
- **GROWING ECO SYSTEM**



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THE PLATFORMS
IOT & HOME AUTOMATION

- **INTEGRATORS**
- **ZIGBEE & ZWAVE**
- **AUTHORIZED DEALERS**
- **FULL SOLUTIONS**
- **EXPENSIVE**

CRESTRON

Control4™

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IOT & HOME AUTOMATION

- **APPLE** Philips Hue Bridge, Lutron
- **AMAZON** Echo, SmartThings, Wink Hub
- **HOME DEPOT** Lutron
- **INTEGRATORS** Control 4, Crestron

IOT & HOME AUTOMATION

- HOMEKIT
- GOOGLE
- AMAZON & SONOS
- SAMSUNG
- A RACE TO HORIZONTAL INTEGRATION

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IOT & HOME AUTOMATION

Q&A and your success stories

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