Schneider Electric
C-Bus Voice Control
our Partnership
July 2020

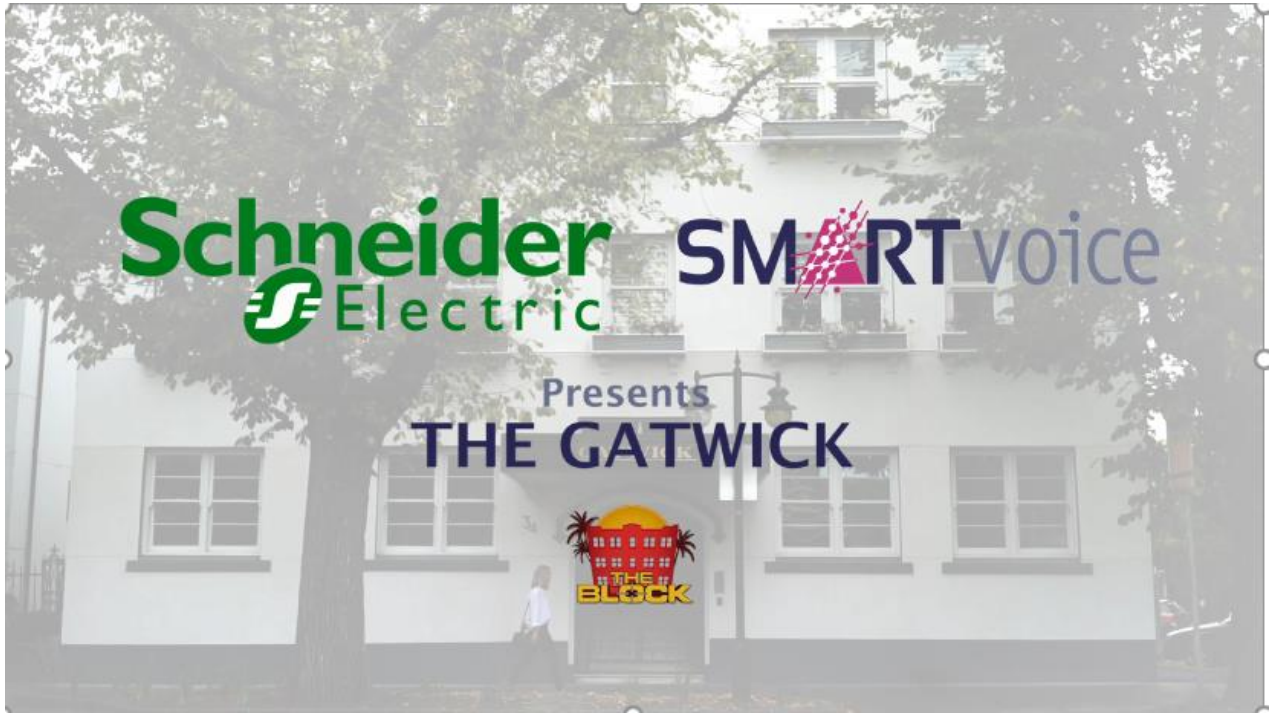
Voice as standard in all C-BUS Projects

PRESENTATION AGENDA

- Smart Voice Video
- Smart Home Voice Trends
- Smart Voice for C-Bus
- Company Overview
- Smart Voice Demonstration
- Pricing and suggested next Steps

SCHNEIDER ELECTRIC & SMART VOICE

Bring Voice to your customers (video from www.smartvoice.com.au), check it out

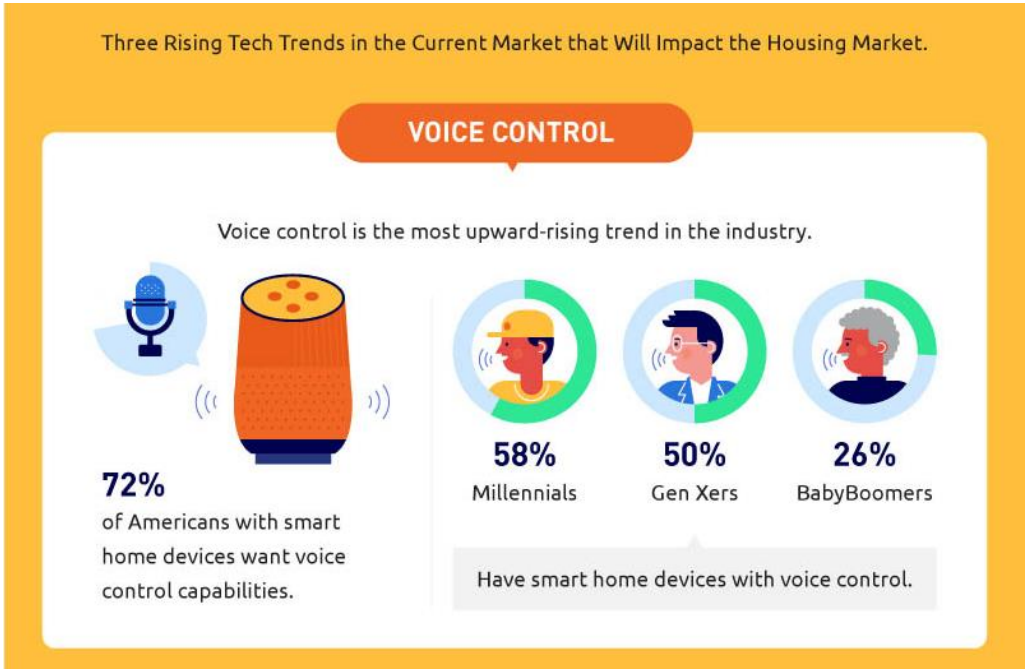


SMART HOME
VOICE TRENDS

Voice Sells Product!

SMART HOME **INDUSTRY TREND**

76% of smart home products are being controlled by smartphones.



https://digitized.house/infographic-43-smart-homes-facts-and-stats/

VOICE ASSISTANTS INFLUENCE PURCHASES

Voice assistants influence smart home purchases, and vice versa

***44% of consumers** have used their voice assistant to control another smart device in their home:*

Television	Lights	Thermostat	Alarm system	Outlets/ switches	Small smart appliance	Locks/ garage door	Doorbell
58%	36%	29%	26%	22%	19%	18%	16%

When shopping for a smart home device or product, 89% of consumers said they were influenced by its compatibility with their voice assistant. The reverse is also true—85% said a smart device(s) they owned influenced what kind of voice assistant they used/purchased.

https://www.pwc.com/us/en/services/consulting/library/consumer-intelligence-series/voice-assistants.html

We have over 3 million smart speakers active in Australia

SMART VOICE FOR C-BUS

Voice Control is a must have for today's Smart Home Hardware Vendors

SMART voice

SMART AUTOMATION SYSTEMS

WHY VOICE CONTROL IS IMPORTANT

Voice Control is a must have for today's Smart Home hardware vendors

BENEFITS OF VOICE CONTROL

Voice control offers a multitude of benefits to hardware vendors, increasing sales in existing and new markets

VOICE CONTROL SELLS

The ability to control smart home tech via voice is taken as a standard requirement in today's market. With over 3 million active smart speakers in Australia, voice and C-Bus is a must have

INTEGRATION OF DIFFERENT TECHNOLOGIES

Using Smart Voice, it is possible to integrate C-Bus with other solutions, such as Philips Hue, LIFX and new cloud based solution in a seamless way

VOICE CONTROL SUPPORTS NEW MARKETS

Markets such as aged care, disability care and health care as well as hotels are on the path for customer support models which include voice control. Voice control simplifies the user interface and provides control where otherwise none exists.

VOICE UNIFIES ALL CONTROLS

Voice can unifies multiple hardware backends into a single user interface, therefore vastly improving the user experience and simplicity of use.

SMART VOICE & C-BUS

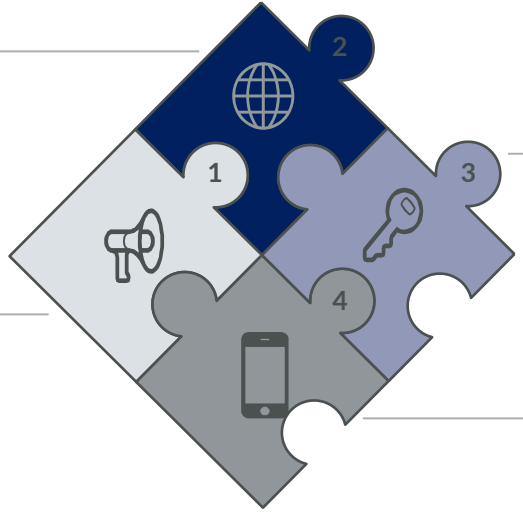
Smart Voice will bring a number of benefits to the C-Bus business locally and globally

GLOBAL REACH

Smart Voice has a global presence with customers in the UK, Thailand, NZ, AU and China (Hong Kong).

PROVEN TRACK RECORD

Smart Voice has been in the market since 2016, first to launch a voice skill for Smart Home devices in Australia. With 250+ integrators and 1000+ customers on board, it is one of the largest Smart Home Voice platforms in Australia.



IOT CONNECTIVITY

The Smart Cloud platform allows C-Bus objects discoverability to other cloud based systems such as voice control, IFTTT and others. This is a must have in current Smart Home markets

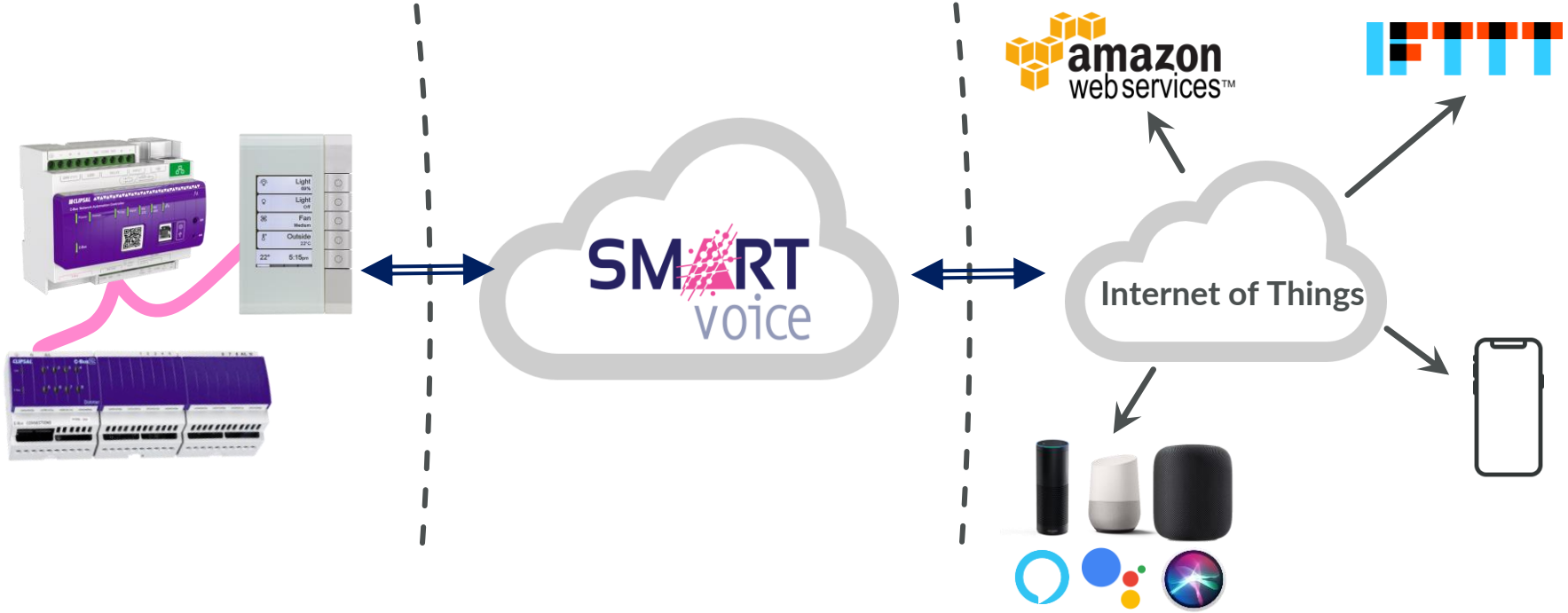
READY MADE APPS & TOUCH SCREENS (OUT OF THE BOX)

Smart Voice platform provides access to the Amazon Alexa and Google Home, as well as touch screens through Echo Spot, Echo Show and Google Home.

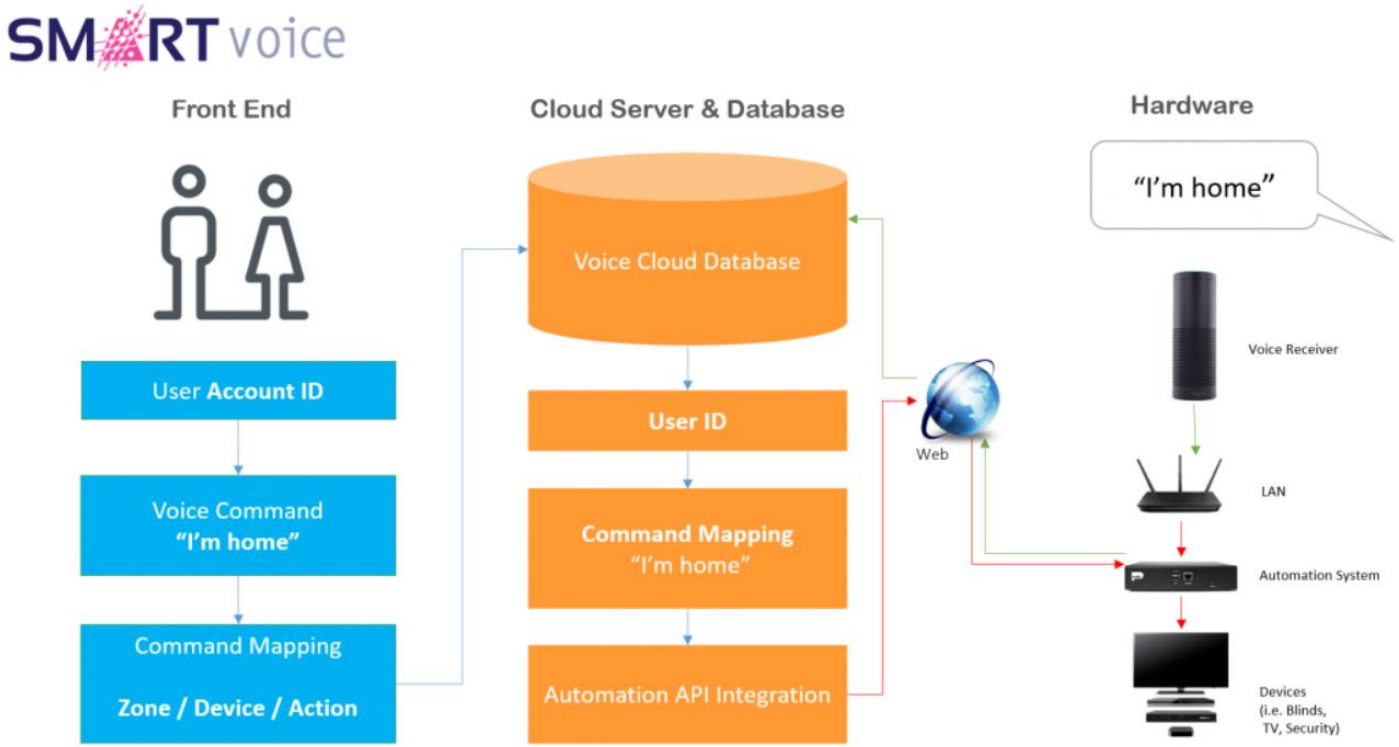
Available Now!

INTERNET OF THINGS (IOT)

With the Smart Voice Platform C-Bus solution are now in the cloud and can now play in the world of IoT



THE COMPONENTS



TOUCH SCREENS - THIS COMES AS STANDARD

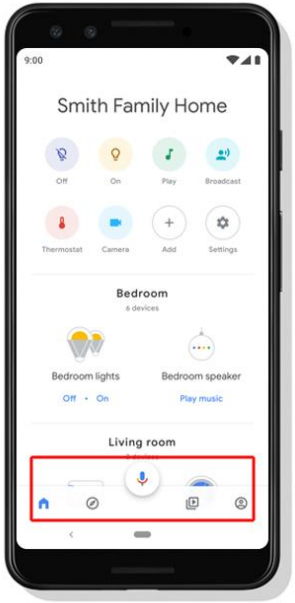
Amazon Echo Show
(Real C-BUS objects shown)

Amazon Echo Spot

Google Home Hub
(Real C-BUS objects shown)

MOBILE APPS – THESE ALSO COME AS STANDARD

Amazon Alexa App (Real C-BUS objects)



Google Home App (Real C-BUS objects)

Apple Home App (Real C-BUS objects)

WHO WE ARE?

Smart Automation Systems has been delivering Smart Building Services since 2010, specializing in residential building technology design, delivery and installation. Our Company comprises of two key business areas:

- **Integration Services**
- **Technology Services**

Integration Services

- Delivers high end automation projects
- Tests latest innovations
- Partners with builders, architects and project managers for large scale project deliveries

Technology Services

- Develops and maintains Smart Voice and connecX Platforms
- Delivers voice control projects for customers
- Delivers prototypes of voice, portal and apps for customers
- Designs, delivers and manages customer platforms

OUR SERVICES - INTEGRATION

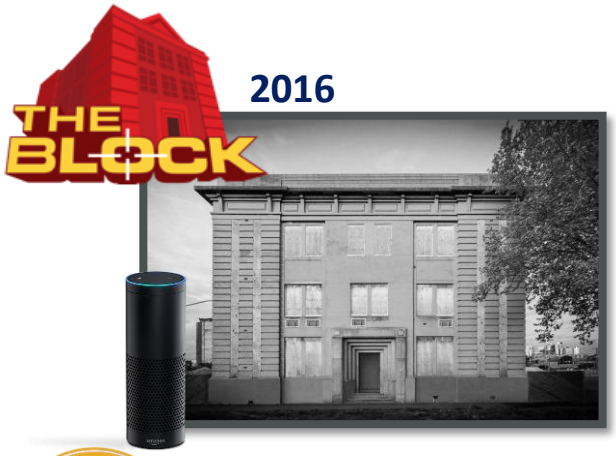
Smart Automation Systems

- A certified Home Automation Integration partner, specializing in high-end automation solutions and voice control since 2010
- Residential and commercial automation solution design and installation
- Point One (Eco Expert) Partner of Schneider Electric
- Team of young automation engineers, all with engineering qualifications

What we bring

- Software we build is tested directly with our customers
- We “walk the talk”
- Understanding of “Smart Home” and all the tech involved to create high end luxury customer experiences
- Partnership with many Smart Home hardware suppliers

SMART automation systems



SMART voice

ON THE BLOCK

DEMO AND WORKSHOP

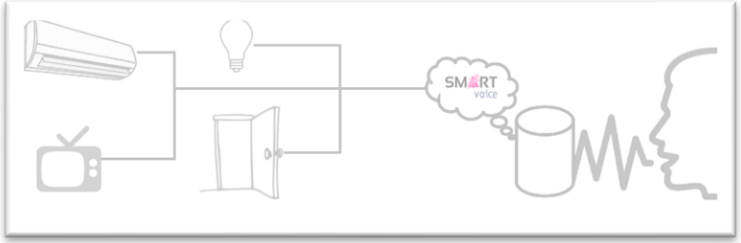
Up and running within the hour

SMART VOICE

www.smartvoice.com.au

Smart Voice is a SAS (software as a service) cloud platform, providing voice services for the residential and commercial building market. Smart Voice was created to provide voice control for Smart Home equipment not natively able to provide this control.

- Commercial and Residential Cloud Software as a Service (SAS)
- Integrating back-end automation systems with front end voice assistants



- ✓ Smart Home Residential/Commercial
- ✓ Hotel and Building
- ✓ Aged Care & Disability
- ✓ Call Centre

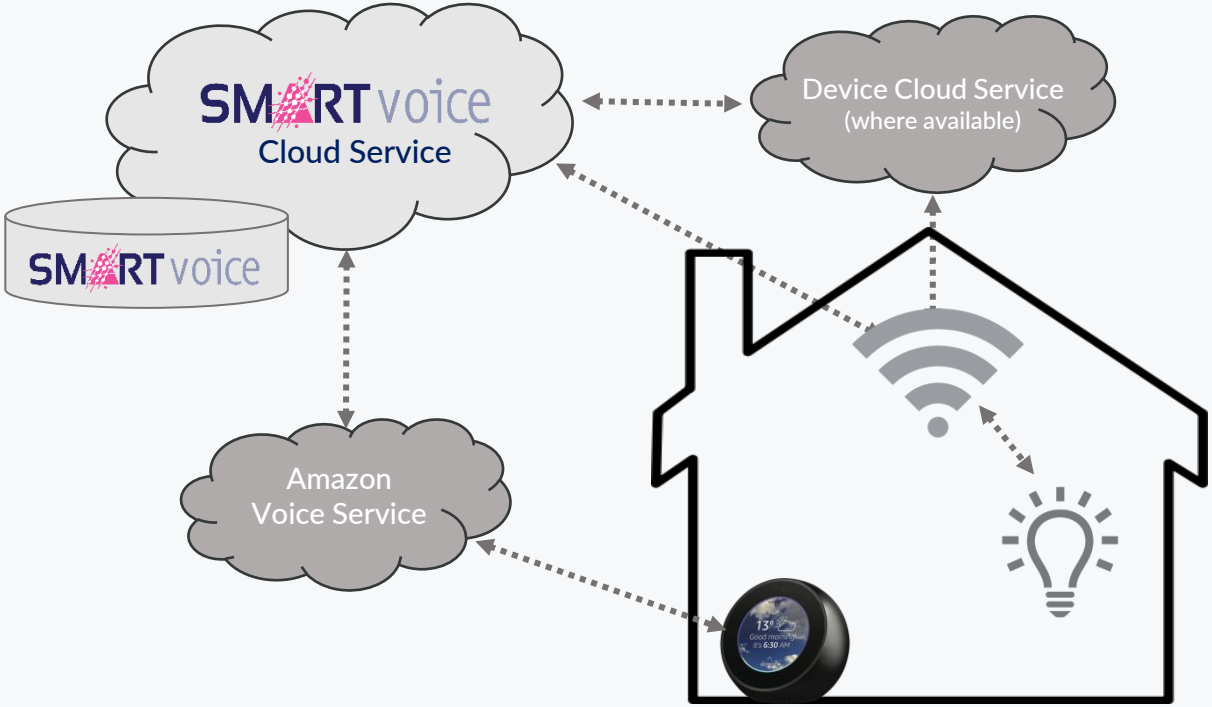
What we bring

- Experience in building Smart Home platforms across multiple backend systems
- Existing relationships with a number of hardware vendors with access to their APIs
- Partnership with Schneider and AWS for Smart Voice SAS
- We understand Voice Control

KNX
wiser HOME CONTROL
C-Bus ENABLED PARTNER
push
Environexus
nero AUTOMATION EXPERT
AIRTOPIA ENHANCED CLIMATE CONTROL
Siri
amazon alexa
Google Assistant

PRODUCT: SMART VOICE CLOUD PLATFORM

The Smart Voice cloud platform provides a one-stop integrated solution for connection of smart home hardware to front end voice assistants. Connection can be cloud to cloud or cloud to local network.



SMART VOICE - INTERNATIONAL PRESENCE

SMART VOICE **SERVICES**

- Founded on the back of Smart Voice in 2017
- Young team of Robotics/Automation Engineers and Software Developers
- Owned and operated in Australia - onshore
- Providing voice and IoT consulting and development services to Smart Home, Hospitality and Healthcare businesses
- **AWS partner** and **Amazon Alexa Tech Evangelist**

What we bring

- Consulting Experience
- Smart Building Platform Experience
- Onshore Development Team
- Extensive partnerships with Smart Home hardware vendors
- Excellent relationship with Amazon

www.smartvoiceservices.com

C-BUS VOICE
GET STARTED

ACTIONS TO GET UNDERWAY

- Visit, www.smartvoice.com.au for more information and videos
- Visit, https://smart-voice.myshopify.com/password?password=SMARTVOICE2018
  - Purchase an up and start license $195 (ex GST) or a 5 pack at 20% off list price
  - For Siri also purchase a Smart Voice Bridge
- Purchase and set up your google home, amazon echo or use Siri
- You will be up and running within the hour
- Additional support available check out https://smartautomationsystems.freshdesk.com/support/solutions

ALEXA IN AGED CARE

Luson is using Alexa devices in combination with Smart Voice and with a specialized Luson Alexa skill, developed by our services company Smart Voice Services. We are proud to be part of this innovative project to bring a better quality of life to aged care.

Tech innovation in aged care

NEW VOICE ACTIVATED TECHNOLOGY IS BRIGHTENING LUSON AGED CARE RESIDENTS' DAYS BY ASSISTING IN A VARIETY OF WAYS TO INCREASE AUTONOMY.

The Vue resident Tom enjoys using the new technology.

GEELONG'S Luson aged care is paving the way for aged care homes of the future by introducing voice activated technology into its The Vue aged care home to boost residents' independence.

A recent study conducted in the UK has concluded that voice assistants can help older people feel less lonely and can act as a mood booster and support their emotional health.

Luson has recently engaged Smart Voice Services to bring Alexa voice control to their Grovedale aged care home, including a trial of voice control in residents' rooms, allowing them to control lights, climate and their TV by voice.

They are also able to check the news, the weather, read a book, find what activities are happening at The Vue during the day or what movies are screening in the newly decked out cinema room.

The trial has been so successful that Alexa was voted "employee of the month" by one of the residents.

Further to personal room use, voice control has also been deployed in the very high-tech cinema, where a sensor placed outside of the room triggers an automated update by Alexa on the upcoming movie and time.

Anyone passing by can also ask the Amazon Echo unit which movies are showing during the week.

A simple push of a button on the cinema remote can trigger a movie scene, turning on the projector screen and dimming the lights.

A popcorn machine is also on its way.

A 'tech hub' has been set up, featuring an Alexa voice-controlled speaker. Residents can make enquiries about what is on at The Vue, explore upcoming major events, news, obtain general information or check the world news and play puzzles.

In the future Luson plans to bring Smart Displays to the home, removing the need for messy notice boards.

These Smart Displays will act as touch screen information panels, which can also be controlled by voice.

Residents will be able to enquire about all documents currently available on the noticeboard, read the menu, check the activities and much more.

There will also be the option for families to add a voice-controlled speaker to a resident's room, enabling them to leave voice messages or call them using a voice speaker in their home.

Luson has partnered with Smart Voice Services to deliver these aged care voice projects.

The future of voice control in aged care is here now, and Luson is leading the way.

For more information head to www.luson.com.au

EXAMPLE **PROJECTS**

1. Residential, key deployment areas, kitchens, living, family and bedrooms – supports scenes, video calls and integration to AV
2. Hotels, support not only smart room control as well as concierge services and room service
3. Commercial board rooms, for lighting, blinds, AC and AV control
4. Aged care – supports increased independence
5. Many Smart Voice projects deployed also with Environexus – Nero
6. Works very well with Savant, providing voice control for individual voice control on joint Savant and C-Bus projects
7. Also check out our Easy Blinds solutions, supports C-BUS and Somfy RTS motor integration

   www.sasys.com.au/easy-blinds/

THANKS FOR WATCHING!

Bring Voice to your Customers !

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