

TechHome
Builder LUX



The TechHome Collaboration Zone

Presenter, Purpose, Flow

- Presenter
 - Nancy Franco, EVP, AE Ventures
- Purpose
 - Provide an opportunity for you to network with one another
 - Discuss business challenges
 - Obtain advice from your peers
- Flow
 - Fodder
 - Thinking
 - Discussing
 - Sharing
 - Winning



Fodder

Which home technology products/applications are you focusing on to improve your home technology play?

- 3d renderings and virtual tours
- Connected apps and electronics/appliances
- Defining our smart home package
- Easy of use. Lifestyle choices
- Easy to use, explain, and implement. Consistent product and great support.
- Elan, Lutron, HVAC, Security, Networks
- Full lighting systems: Lutron, HVAC options, Control systems, boiler systems
- Home Automation, Custom Features
- Home integration featuring lighting, audio, blinds, HVAC control
- HVAC and Lighting controls
- HVAC Controls, security, lighting, surveillance
- Legrand, Savant, Tio, Ultrasync, Lutron, Sonos, Ring, Alexa
- Light Control, Automated Shades, Single App Home Control of Audio/video/Security
- Lighting, security, home entertainment, comfort
- Lighting, sound systems, shading,
- Lutron
- Remote accessibility.
- Simplified whole home automation, energy efficiency
- Smart energy efficiency and lighting
- Sustainability and Smart and Green
- The integration of lighting, security, and entertainment
- Whole home automation
- Whole House Systems Savant, Security, Cameras, AV, Alexa

Fodder

Which business processes are you focusing on to improve your home technology play?

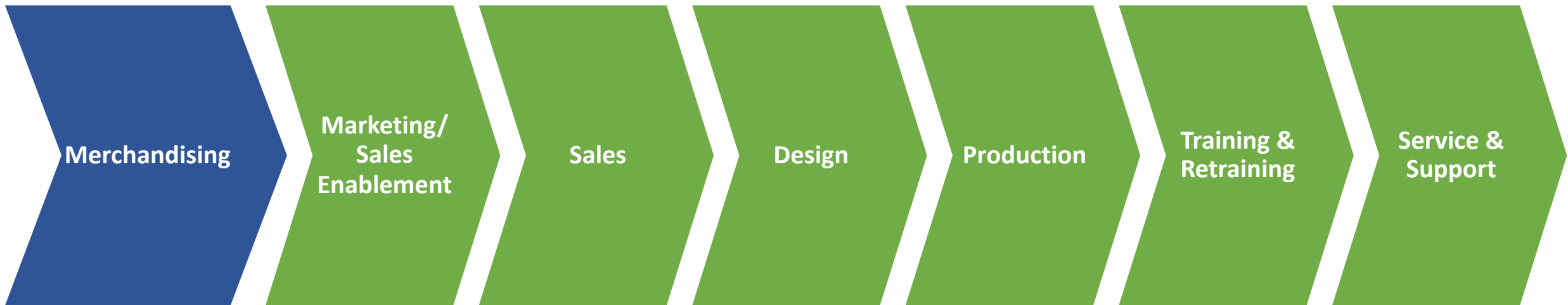
- Cloud based project management software and tracking systems
- Defining Base and then upgrades
- Education
- Improving our bid sheets to include more technology items, getting education on technology.
- Incorporating into standard offering
- Integration Low Voltage- Communicating benefits to prospects
- Learning what is out there
- Mobile management applications, client portal/interface
- More time determining just what the clients needs and desires are prior to start of bid
- Mostly selling through model home experience on home tours, existing home visits
- Pre-construction design and planning.
- Pre-loaded options
- Project management and client transparency
- Sales
- Showing how the integration of these systems will help simplify everyday living
- We have almost fully implemented Builder trend to help set us apart from much of our competition. Showing that type of edge helps show we embrace technology to make our business better and we buy into the same things for our homes.

Fodder

What is your top professional frustration?

- 1) Building permitting process 2) Materials production or delivery delays
- Client making proper decision
- Finding good help
- Inflated costs
- It is frustrating trying to appease vendors and make sure everyone is satisfied with the business you are channeling to them.
- Keeping up with all the new items
- Labor
- Labor Shortage
- Lack of professionalism/integrity.
- Lack of quality level and professional tradesmen - cost of goods
- Lack of standardization for home automation technologies.
- Local jurisdictions
- Mad clients
- Management software
- Managing subcontractors
- Over complicated systems
- Poor communication
- Selection process
- Staffing, trade performance and rising costs
- Subcontractors and the weakening of our tradesmen
- Team not following the process
- The lack of training in our industry!
- Time management
- Unreliable labor
- Unsatisfied homeowners
- Vendors

The TechHome Collaboration Process Continuum



CENTRAL BENEFITS



SMART



SAFE



CONNECTED



GREEN



HEALTHY



ENTERTAINING

TECHOME TAXONOMY

ELECTRONICS--AV/HOME AUTOMATION/SECURITY

- Electronic locks
- Fire alarm systems
- Home automation systems
- Home theater products (displays, projectors, furniture, audio systems, acoustical treatments)
- Multi-room audio/architectural speakers
- Intrusion alarm systems
- Structured wiring systems/home networks
- Video doorbells/intercoms
- Video surveillance systems
- Voice control



LIGHTING & ELECTRICAL

- Automated lighting control systems
- Back-up generators and switches
- Energy monitoring and management
- Energy storage
- LED lighting
- Motorized shading systems
- Smart, connected load centers
- Solar photovoltaic power generation
- Whole-home power conditioning and surge suppression



SMART HVAC & IAQ

- Air filtration and cleaning systems
- Automated ventilation systems (HRVs, ERVs)
- Geothermal heating and cooling
- High-efficiency heating/cooling systems
- IAQ systems
- Radiant flooring
- Smart/connected thermostats



KITCHEN, BATH & LAUNDRY TECH

- Digital showers
- Dishwashers
- Ovens, cook tops, range hoods
- Refrigerators, beverage coolers
- Small appliances
- Tech toilets & bidets
- Touchless fixtures
- Washers & dryers
- Water-saving fixtures and systems



SMART WATER

- Automatic hot water recirculation systems
- Leak detection and protection systems
- Rainwater harvesting/grey water systems
- Smart irrigation/sprinkler systems
- Tankless water heaters



HIGH PERFORMANCE BUILDING COMPONENTS

- Energy efficient/healthy building materials (flooring, insulation, walls, roofing)
- Energy efficient windows, doors, skylights
- Smart/connected/motorized doors
- Smart/connected/motorized windows or skylights
- Snow and ice melting systems



MARKETING & SALES SOLUTIONS

- Push marketing & sales solutions
- Online listing services and other media
- Website creation & management
- Website personalization & optimization
- In-Progress & Post-sale Customer Experience
- Architecture, design & production system integrations





Top Tech Goal or Challenge

- What is it – be specific!
 - Product
 - Application
 - Process
 - Market
- Why is it a priority?
- What obstacles do you anticipate?
- What are you looking to accomplish here at the event in this regard?
- What kind of advice/assistance are you looking for from your peers?

Discussion Guide



- Self introductions – around the table -1 minutes each – about your company and your role.
- Each individual takes 12 minutes to introduces their top goal or challenge and seek advice from their peers
- Recap presentations from three guest volunteers who got a lot out of their session

11:59

Sharing



- Name, Company and Location
- What was the challenge you are looking to solve?
- What are the ideas that were generated to assist you with your challenge?
- What next steps will you take as a result?

Wrap Up

- Up Next: **Future Technologies and Emerging Tech Trends**



- Later: **Connections Reception**



Thank you!

