

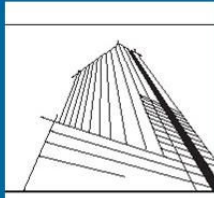


Software innovation
is our business

KNX Training centres conference

24/05/2012

Montpellier

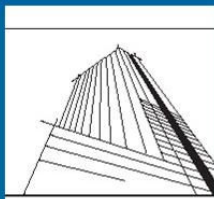


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*Decrease cost
Improve & ease integration
handle live spaces*

MooV'n'Group

**Graphic software for the management and
layout of KNX networks**





Newron System



- ✓ Research consultancy and expert for BMS open systems.
- ✓ European pole of integration consultancy
- ✓ Software house leader in BMS software tools
- ✓ Mainly Work all over Europe !!
- ✓ « Innovative company » label (French Government)



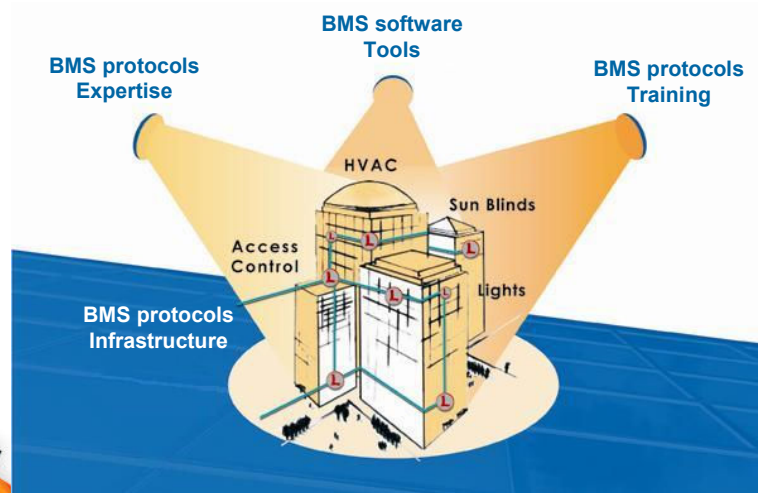
Toulouse town hall: Le Capitole



MooV'n'Group concept



Building System Architects





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KNX Market enhancement

How can we bring value?



Integration difficulty

- ✓ **Network integration is NOT obvious**
 - Really powerful field network but not obvious
 - Need technological software even for installation!
- ✓ **Trained technician for design AND integration**
 - Must speak Protocol fluently (Telegram, Comm Objects, group, ...)
 - Must know integration rules (Distance, timers, transactions, ...)
- ✓ **Need a graphic software for configuration**
 - Opened technology that propose reconfiguration, but no tool!
 - No graphical and friendly software tool for integration
 - ETS cannot be left on job site for maintenance and changes

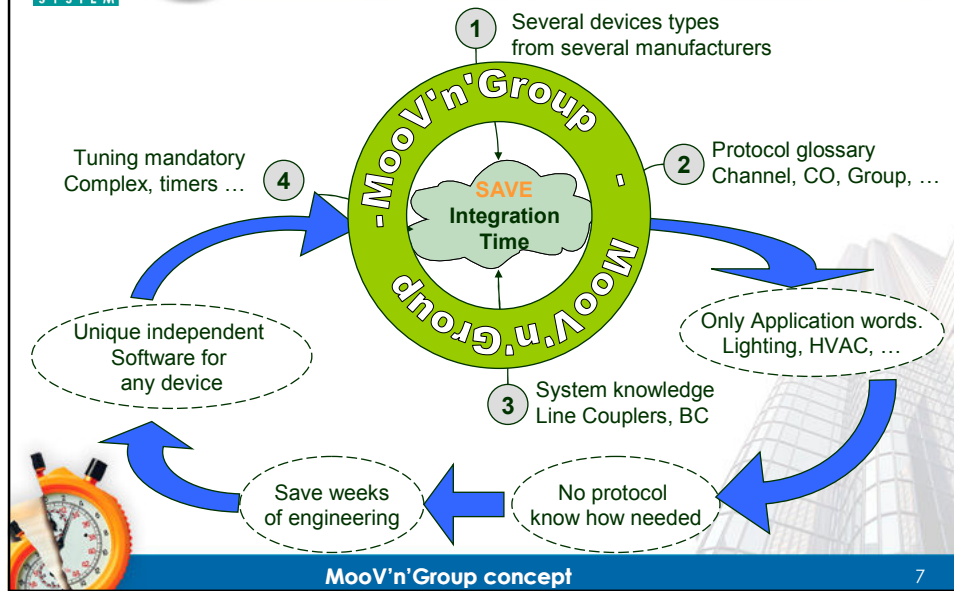


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Network integration



Large scale integration

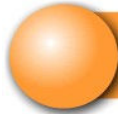
- ✓ **Get rid of protocol complexity**
 - A tool based on template to automate technology
 - Improve the integration workflow
 - Create automatically the SCADA from integration
- ✓ **Propose high level commissioning method**
 - Forget pressing a button on 10K devices
 - Need a pre-commissioning method with files
- ✓ **We have the experience. The last 5 years**
 - Our tools installed more than 30 Millions m2 of huge buildings
 - More than a million devices for BA in Lon with that concept

A real demand for commercial buildings



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Graphical zoning

- ✓ **Need a graphical tool**
 - No technology: a map, a light, a button
 - User friendly and no technology
- ✓ **Need simple graphical method**
 - Place objects on map
 - Draw a square and define a graphical zone
 - Done! Group, config and parameters are set
- ✓ **A need for the maintainer and building tenant**
 - Technological less tool to change configuration
 - Need a simple tool embedding simple maintenance



A real demand of maintainer

MooV'n'Group concept

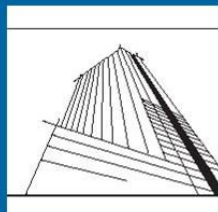
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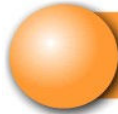


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An innovative way to integrate KNX
Zone as a collection of
Functional Block and **Group Address Rules**





INNOVATION

EXTEND E-MODE CONCEPT (Functional Blocks) TO S-MODE DEVICES WITHOUT CHANGING DEVICES



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Bring that concept for S-Mode

We bring :

- ✓ **A function template in S-Mode**
- ✓ **A different integration workflow**
- ✓ **An intuitive graphic tool in S-Mode**
- ✓ **A proven and efficient tool for large scale integration**
- ✓ **A tool usable by a non expert**



A market enhancement for S-Mode

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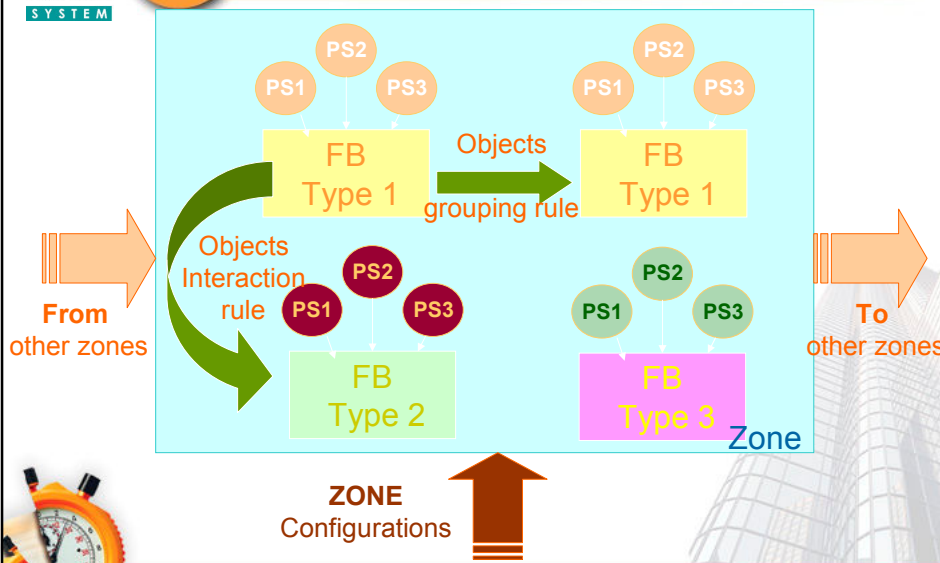


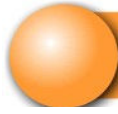
Our vision / solution

- ✓ **Bring a way to create Functional Blocks template**
 - Working with any existing KNX device including the application
 - Tool to create your own Functional Blocks with datapoints!
 - ✓ **Bring a way to create Group Address template**
 - Create a template rule to know how to perform groups
 - Proposes a various and large collection of binding type template
 - ✓ **A ZONE = collection of “FB” and “Group Adresses”**
 - A collection of FB template from any S-Mode device!
 - A Set of Parameters template as an FB usage
 - A collection of group Address template to perform binding template
- Innovation : the zone as a collection of “FB” and ‘Groups’!



Zone Concept: Innovation





Mechanism

F blocks

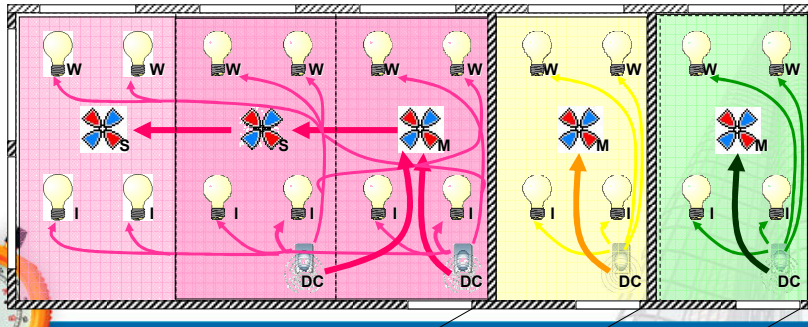
- Remote control
- HVAC Controller
- Lamp Controller

Param

- 1 Def Config
- M:** Master
- S:** Slave
- W:** Windows
- I:** Inner

Group Address

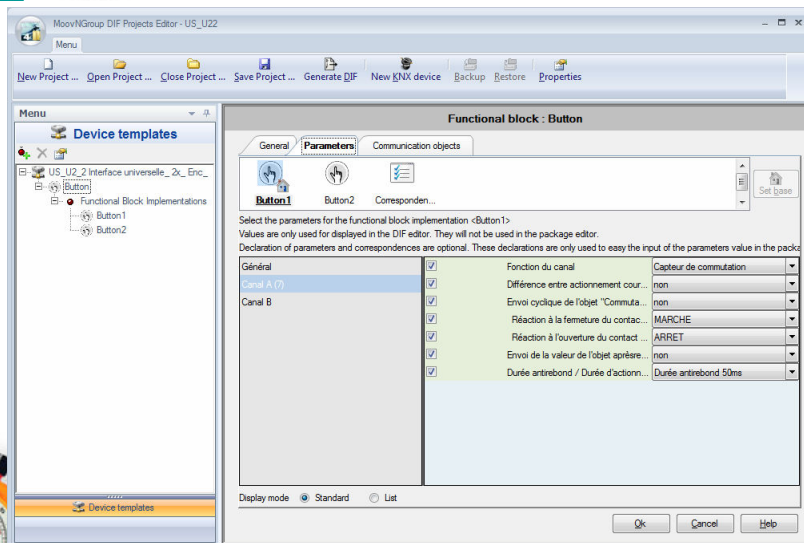
- ALL - Master
- ALL - ALL
- None
- Master - Slave
- None
- None



Moov'n'Group concept



doMooV Package Editor



Moov'n'Group concept



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MooV'n'Group
A graphical KNX manager tool
Based on ETS



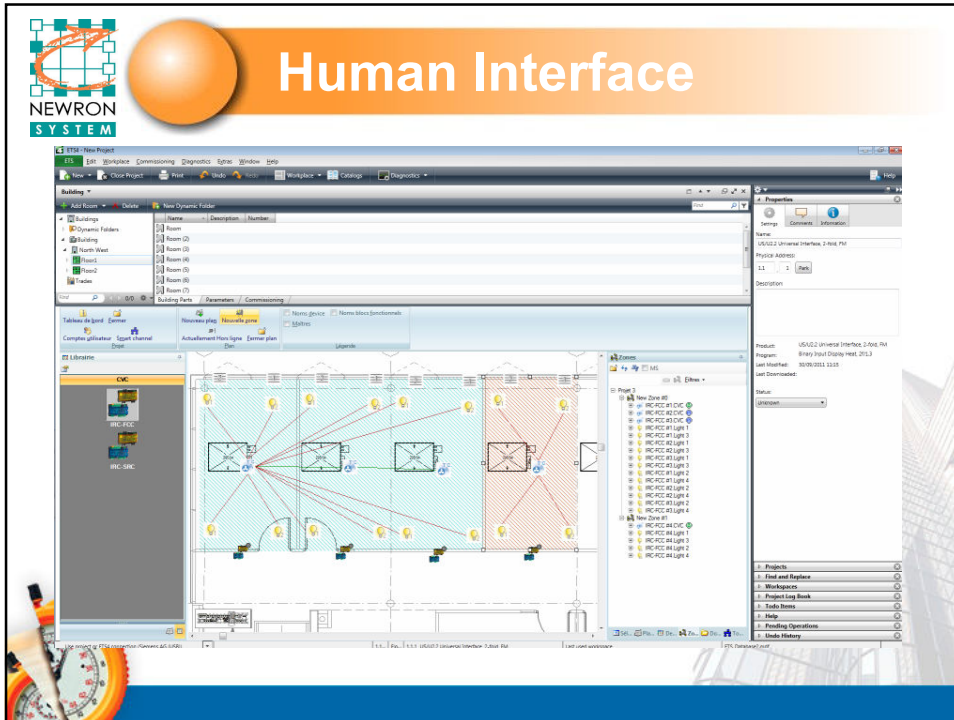
MooV'n'Group (KNX)

- **MooV'n'Group as an ETS 4 Add ins**
 - ETS is the software to configure KNX networks
 - MNG brings graphical interface into ETS
 - MNG brings templates into ETS
- **Bring KNX to mass integration**
 - Build a software based on templates (quick/reuse/...)
 - Add mass commissioning methods (Serial Number)
 - Comes with a graphical re-partitioning tool (like LON)
- **2 versions for market**
 - V1: a network management only
 - V2: build BMS connectivity in BACnet





Human Interface



Improve workflow

KNX GUT

Solution Database

Define zoning template

Create the template database

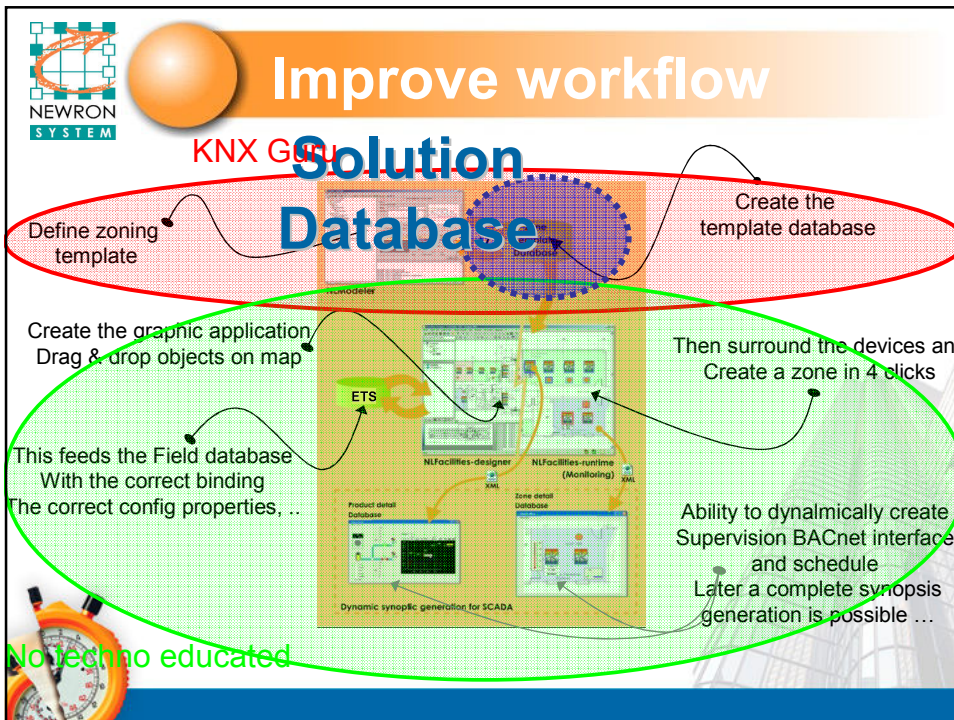
Create the graphic application
Drag & drop objects on map

Then surround the devices and
Create a zone in 4 clicks

This feeds the Field database
With the correct binding
The correct config properties, ...

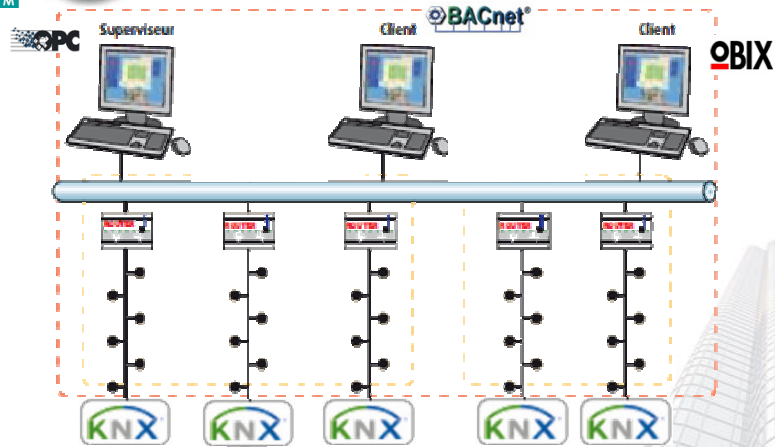
Ability to dynamically create
Supervision BACnet interface
and schedule
Later a complete synopsis
generation is possible ...

No techno educated





Connect to BMS



Ability to plug a doGate and connect to BMS through BACnet, OPC or oBIX

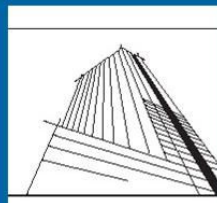


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The real leverage: medium large installations

**Gain time / decrease cost
and improve flexibility**





Re-use an improved workflow

- ✓ **Centralize the expertise**
 - A real KNX expert can make the system template
 - No need of a KNX educated person on job site
 - Template your system expertise
- ✓ **Never reinvent the wheel**
 - Reuse a solution developed for a previous project
 - Save integration time
 - Secure your installation
- ✓ **Solution database**
 - An improved workflow using a solution database
 - The more you integrate the larger your solution database is



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Commercial building Market needs

- ✓ **Split the building**
 - Whole building sale to cash makers
 - More and more rental spaces
 - Split the building for different customers
- ✓ **Flexibility**
 - Location of groups of floors on a building layout
 - Automatic zone reconfiguration
- ✓ **Evolutivity**
 - Always new comfort element to be added
 - New financial resource available



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Loss of profit ...

Example of a medium tower of 30 000 m²
Average rental price / m² is 400€

- **Problem 1: no flexible system to re-configure**
 - Do not rent for 2 weeks : Loose half a million Euro
- **Problem 2: have a bad comfort and ergonomics**
 - Do not rent 4% of the tower : Loose another half million Euro
- **Problem 3: no modern and interacting system**
 - Decrease 5% rental price / m² : Loose another half million Euro



MooV'n'Group concept

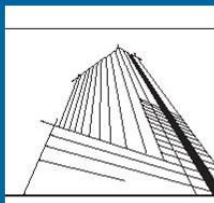
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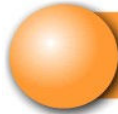


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License Model
How MooV'n'Group license works?





MooV'n'Group solution

- ✓ **MooV'n'Group solution divided into 2 softwares**
 - **doMoov Package Editor**: manufacturer tool to create zone template
 - **MooV'n'Group**: ETS app behaving as an Add Ins
- ✓ **doMoov package editor**
 - Tool to create libraries of zone template: packages.
 - Can be used by manufacturers (libraries) or system integrators (site)
 - Working from KNXProd files of ETS4 manufacturer database
- ✓ **MooV'n'Group**
 - Application running inside ETS 4: purchased through KNX website
 - Apply graphically grouping rules and parameters stored in packages
 - Work with global manufacturer packages or local site package
 - Used to create zone but also to re-partition a building layout



MooV'n'Group concept

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Two possible uses

- ✓ **Solution template for electrical contractor**
 - Aimed to few educated companies
 - Manufacturer builds a solution template
 - ✓ For example Per vertical market (hotel, office, geriatrics, ...)
 - ✓ A top 10 devices to address a market including the complete automation
 - Manufacturers proposes the official "solution database"
 - Ideal for non educated countries (F, UK, Sp, It, ...)
- ✓ **Solution maker for system integrator**
 - Aimed to SI to jump in integration business using KNX devices
 - SI can create their own solution template depending on the job
 - ✓ SI can use pre defined company "solution database"
 - Market enabler for KNX: jump in large commercial building
 - ✓ Proposes a native BMS connector through BACnet, OPC, oBIX



MooV'n'Group concept

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Available licenses

- ✓ **MooV'n'Group license model**
 - Works with packages created by doMoov package editor
 - Is linked to an ETS license (software key only)
 - Not limited in number of job site integration
- ✓ **MooV'n'Group license portfolio**
 - License depends on the maximum database size
Maximum number of products manageable per database
 - 50, 100, 250, 1 000, 5 000, 10 000, Unlimited
- ✓ **doMoov package editor as an option for SI**
 - Software licensed per PC and protected by a dongle.
Working from KNXProd files of ETS4 manufacturer database
 - Not limited in number of packages



MooV'n'Group concept

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Protection / Demonstration

- ✓ **MooV'n'Group protection**
 - MooV'n'Group is unprotected by a software key
 - In demo mode MooV'n'Group is limited (1 map, 10 objects, 5 zones)
- ✓ **doMoov package editor**
 - doMoov Package Editor is protected by a software key
 - Includes a 2 hours web training
 - No demo mode
- ✓ **MooV'n'Group demonstration: sample zone database**
 - MooV'n'Group is delivered with a sample zone database
 - Every manufacturer can propose a free package limited in size
Manufacturer can purchase additional packages to be in
MooV'n'Group default installation for installers



MooV'n'Group concept

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Integrator price list

Reference	Comment	Unit Price
DMV-PE	DoMooV Package Editor license including free webinar training	1 490 €
MNG-50	MooV'n'Group license limited to 50 devices	490 €
MNG-100	MooV'n'Group license limited to 100 devices	990 €
MNG-250	MooV'n'Group license limited to 250 devices	1 490 €
MNG-500	MooV'n'Group license limited to 500 devices	2 490 €
MNG-1K	MooV'n'Group license limited to 1 000 devices	3 490 €
MNG-5K	MooV'n'Group license limited to 5 000 devices	5 990 €
MNG-10K	MooV'n'Group license limited to 10 000 devices	7 990 €
MNG-UL	Unlimited MooV'n'Group license	9 990 €



MooV'n'Group concept

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Questions?

Thank you for your attention!



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