

Comfortable Living at the Obersee Successful Sale of KNX



Figure 1. Living at the Obersee with KNX comfort

Apartment Building with 55 units

A new apartment building with 55 units was built in Altendorf at the Zürcher Obersee with a mix of apartments, studios and commercial areas. The architect required at least half of the apartment buyers to agree to the additional costs to equip the new building with KNX. During an evening event EIBROM managed to convince the future buyers with their expertise and user-oriented sales strategy.

The offer was modular: The EIBROM basic package consists of a passive structure (empty conduits), a univer-

sal network and a KNX lighting control system. The owner has the option to select additional lighting scenes, shading control, an alarm system, single room control and multi-media center at clearly defined prices based on EIBROM's option handbook.

The Option handbook made it easier for customers to individually plan their own apartment without restricted future options. The KNX system can easily be changed, expanded or redesigned without the need for structural alterations.

Benefits of KNX for this Project

- Low cost basic package equipment (empty conduits, communication wiring, KNX lighting and shading control) for 3100 EUR in a 5-1/2 room apartment
- Equipment of rooms to individual customer demands based on a detailed option handbook with clearly stated prices
- Value increasing upgrade

Project Nr.: W1 / 06 / D

Country: Switzerland

Type of Building

- RESIDENTIAL
 - Single Family Home
 - Apartment Building
 - Apartment
 - Other
- COMMERCIAL
 - Office / Public Administration Building
 - Business
 - Sales
 - Hotel and Restaurant
 - Entertainment
 - (Cinema, Theater, Museum, etc.)
 - Health Care
 - Educational (School, University, etc.)
 - Recreational (Sport, Wellness, etc.)
 - Industrial
 - Other
- PUBLICITY

Trade / Systems

- Lighting
- Shading / Daylighting Control
- Heating, Ventilation, Air-Conditioning
- Alarm System
- Monitoring
- Energy Management System
- KNX-Visualization
- Interface to other Systems
- Remote Control and Administration
- Other Application

Size

- Number of Areas / Lines: 5/28
- Number of KNX-Devices: approx. 780



Figure 2. KNX components of the central apartment distribution

- Media center or Revox Multiroom system, integration into the visualization system
- Visualization through touch panels with basic functions like control and status signaling through floor plan view, access to video camera of building entrance, access to the visualization system over the Internet

The EIBROM employees use an in-house software EIBROM projects (KNX Award 2004) to define the specific needs of the customer. All KNX devices were pre-programmed for this project. All that was left to do for the electrician was the installation of sensors and actuators based on the drawings. In addition the cooperation with a large electronic dealership made it possible for the electrician to directly pick up the components for a specific option from the wholesaler.



Figure 3. Example visualization: Control and status signaling for heating and ventilation

Flexibility and Added Value due to KNX

The following examples are taken from the option handbook:

- sun and rain automatization through central weather station
- Additional lighting scenes, customizable by the user
- Burglar alarm and smoke detector, alarm per SMS

Additional Advantages of the Network
The investor also benefited from the KNX system as the heating meters and water meters were based on KNX which allowed them to be used on the same KNX network. The data is transferred through the Internet. The buyers of additional options also benefited from the common infrastructure, e.g. a central weather station or the integration of cameras over the network. EIBROM also set up a common access to the Internet with high security measures for the entire building which resulted in a better value for the money as compared to single connections.

Sophisticated Features

- Project design with EIBROM project tool: Complete definition of all customer demands and clean documentation for the buyer
- The shading option allows customer to define their own control values.
- Heating and water meters over KNX
- Visualization – owners can send out log files to EIBROM for trouble shooting the KNX package transfer.

Involved Parties

Architect:

Blättler Architekten AG, CH-8044 Zürich

Electrical Engineer:

Enerpeak Engineering AG, CH-8050 Zürich

KNX system integrator:

EIBROM GmbH, CH-8953 Dietikon



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KNX Award 2006
Category National