

Cisco Smart+Connected Residential Solution for Real Estate Developers



Cisco Smart+Connected Residential: The Solution for Intelligent Living, Today

The network has evolved beyond just connecting computers and mobile devices. Now everything is connected—cars, hospitals, buildings, appliances, schools, and a multitude of other devices and applications too voluminous to list. Networks have transformed our work life, our personal life, and our homes. The ubiquity of broadband, smart and mobile devices and a focus on the environment have reset the expectations of urban residential buyers. Homeowners expect that newly constructed residences will have innovative services built-in. Similarly, real estate developers are looking for ways to differentiate their properties and enhance their value while at the same time reducing costs and complexity. The IP network provides the perfect opportunity for real estate developers to achieve these goals.

The network as a platform helps transform physical communities to connected communities, providing the following benefits:

- Enhancing quality of life
- Improving community management

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- Promoting continuous economic development
 - Enabling environmental sustainability

The Cisco® Smart+Connected Residential Solution for real estate developers uses the network as the service delivery platform to transform a physical community into a connected community and achieve economic, social, and environmental sustainability. The Smart+Connected™ Residential Solution delivers a connected living experience that uses home control and management to enhance the residential user's quality of life. It creates a connected lifestyle experience, providing improved convenience, comfort, energy efficiency, and security. Using the network as its platform, the solution architecture enables the creation and integration of new services and focuses on community interaction. With the Cisco Smart+Connected Residential Solution, real estate developers have a competitive differentiator for their properties.

Features and Benefits

The Smart+Connected Residential Solution is a service-oriented solution that allows developers to offer home buyers a unique living experience, thereby differentiating their properties and enhancing the home's perceived value. This services-oriented approach allows developers to offer homeowners a variety of services tailored to their needs.

End-to-End Connectivity

Using the network as the services delivery platform, the secure IP network provides a move-in ready home network for residents both within their own homes and throughout the community. The Cisco Smart+Connected Residential Solution integrates a broad range of devices using a variety of protocols including Internet Protocol (IP), ZigBee, infrared (IR), and more. By combining wired and wireless technologies, the Cisco Smart+Connected Residential Solution allows residents to monitor, control and manage their home devices both in the home and remotely from other places in the community. Furthermore, developers and property managers are able to install, maintain, manage, and control the Smart+Connected residence from virtually anywhere in the world.

Safety and Security

Safe access and security are important elements in any home and community. The Cisco Smart+Connected Residential Solution makes these features even easier to use. A resident can automate their home security with a single keystroke. By simply pressing a button, the resident can lock the doors and windows and set the security system. Access control allows homeowners to better manage who comes in and out of their own property and the common areas shared by all residents.

For example, with the Cisco Smart+Connected Video Door Station, when a neighbor rings the doorbell, the resident can see who is at the door using their portable tablet or in-wall display, and let them in. Similarly, if a visitor comes in the lobby door, they can look up the resident by spelling

their name and ringing them. The resident can see who is in the lobby, talk with them, and let them into the building.

Security also extends beyond the home. A resident can access community video to see their teen in the recreation center or check in on their child at the playground. The Smart+Connected Residential Solution helps to ensure a safe and secure environment for the resident and the community.

Environmental Responsibility

The Cisco Smart+Connected Residential Solution enables environmental responsibility and green energy awareness. One of the largest costs in energy is the heating and cooling of the home. With the Residential Solution a resident can put their home in energy conservation mode, which turns down the heat and puts any other noncritical energy consuming device into conservation mode. When the resident arrives home, they can turn the heat back on and the home will come out of energy conservation mode. On a building level, if there are extreme temperatures in the summer, the management company may elect to have all the blinds go down on the east side in the morning and go down on the west side in the evening to keep the building cooler. The ability to control lights, thermostat, and blinds or shades helps provide a personalized experience, while at the same time managing energy costs, and increasing the property's perceived value.

Lifestyle and Luxury

The Cisco Smart+Connected Residential Solution facilitates an enhanced lifestyle and the luxury of convenience by offering a personalized home experience. Residents can create different experiences in the home theater and with music and streaming media; they can control their lights, blinds, and door locks with the touch of the button. Similarly, when the resident leaves, he can press one button to turn on the security system, lock the doors, turn off the lights, and so on. The resident can do this from their home or remotely. To many people, simplicity and convenience enabled by technology and the network are a very appealing form of luxury. Together, the enhanced lifestyle and the luxury of convenience offer a personalized home experience within a safe and connected community can greatly increase the value of the home for the homeowner.

Community Integration

The Residential Solution eliminates disparate systems within communities, allowing more efficient system integration and improving the sharing and utilization of resources and information. The Smart+Connected Residential Solution uses the network as the underlying service delivery platform to enhance the quality of life in Smart+Connected Communities. For homes that are underpinned by a secure, high-quality IP infrastructure within a community, there are a range of applications that can be created. For example, video can be broadcast throughout the community and brought into the home. In addition, residents can elect to view the guard station, gym, playground, or even the school their child attends. Additional capabilities such as eHealth and

eLearning can also be made available. A resident can meet with their doctor via video or schedule and hold a music lesson with their instructor via video. By facilitating community integration through interactive multimedia applications, residents stay connected to the community while developers have a platform that enables ongoing revenue through these value-added services.

Operational Efficiency

The Cisco Smart+Connected Residential Solution simplifies and reduces the cost of large-scale project deployment and operations. The Smart+Connected Remote Management Solution (RMS) allows property managers to easily configure, deploy, and provision residences through an easy-to-use interface. This is achieved with fewer personnel from a centralized location. Improved operational efficiencies are achieved by the ability to manage many properties remotely, through reduced wiring and conduit costs, and through Leadership in Energy and Environmental Design (LEED) certification. By using a network-based services delivery platform, Cisco provides property managers and Home Owner Associations with the ability to fulfill and bill for additional services, such as eLearning, eHealth, and other similar services, directly to the homeowner. After the sale, developers can continue to offer additional services, such as security as a service (remote monitoring), green energy services (consumption analytics), and so on.

Flexible, Future-Proof Platform

The Cisco Smart+Connected Residential Solution is a flexible, extensible platform that is built on an IP backbone with a level of quality of service and security provided only by Cisco. The platform enables integration of new technologies that deliver automation, community integration, and environmental stewardship. It also enables property developers and management to easily create unique applications for their community that can offer ongoing revenue streams such as tutoring through personal immersive video. With the Cisco Smart+Connected Residential Solution, real estate developers and homeowners can have confidence in a platform that is future-proofed and extensible and that will adapt to ever-changing technology.

Smart+Connected Residential Solution Components

The Residential Solution comprises several components offered by Cisco and its partners. A summary of the Cisco components follows.

Residential Controllers

Cisco Smart+Connected Controllers provide intelligent control for the home, allowing residents to manage lighting, security, temperature, and multimedia, while providing the residential portal into the community. The Cisco Controllers integrate a broad range of devices using a variety of protocols and technologies (IP, ZigBee HA, IR, serial, and more). By combining wired and wireless technologies, Cisco Controllers provide flexibility in extending automation capabilities to any

device, anywhere in the home. All of these services can be controlled through simple and intuitive touchscreen displays or on-screen TV navigators managed through a Smart+Connected Universal Remote.

While individual home controllers can support a single room or small residence in Cisco Smart+Connected Communities, additional residential controllers can be added to provide on-screen TV navigation in other rooms, or in groups to provide coordinated control throughout a large home or building. These compact devices are easy to mount behind a TV or in a rack so residents can enjoy the power of on-screen control virtually anywhere.

Touchscreens

The Cisco Smart+Connected 7" In-wall Display and Cisco Smart+Connected Portable Tablet provide simple and intuitive touchscreen interfaces for residents to enhance their lifestyles and customize every aspect of their home environment while providing the means of communicating with the larger community. Residents use the touchscreen displays to control lights, temperature, movies, music, and more inside the home, while monitoring video from their front door or lobby or connecting to community services.

While the Cisco In-wall Display can be mounted at convenient locations inside the dwelling, the Cisco Portable Tablet can go anywhere within the home. Both touchscreens include a built-in microphone and camera for communicating with the Cisco Smart+Connected Video Door Station, for video conferencing with other touchscreens, or for tapping into community services.

Universal Remotes

The Cisco Smart+Connected Universal Remotes allow residents to control their home automation features and manage their personal audio-visual equipment from anywhere in the home. The universal remotes provide wireless connectivity of any residential controller through the on-screen navigator interface from anywhere in the residence; line of sight is not required. An optional recharging station with a rechargeable battery is available to ensure a fully charged battery at all times.

I/O Extender

The Cisco Smart+Connected I/O Extender provides additional inputs and outputs for easy control and integration of all home devices. They add more IR and serial outputs plus 8 additional contacts and 8 relays for expanded control in large homes. When paired with a Cisco Controller, the Cisco I/O Extender is ideal for extending control in large homes or for residences with numerous devices.

Video Door Station

The Cisco Smart+Connected Video Door Station provides easy-to-use, secure communications between a visitor at the door and the homeowner inside a residence. When a guest pushes the built-in doorbell, the homeowner hears an alert and is shown video of the guest on a Cisco In-wall Display or Portable Tablet. The homeowner can talk to the guest over the intercom and open the door with the press of a button.

This state-of-the-art Cisco Smart+Connected Video Door Station delivers full-motion video and the fidelity of wideband audio intercom for secure, crystal-clear communications throughout the home.

Remote Management Solution (RMS)

The Cisco Smart+Connected Remote Management Solution (RMS) allows real estate developers and property managers to remotely deploy, monitor, and manage large numbers of Cisco Smart+Connected Controllers and related home automation equipment. After the physical equipment is installed, administrators can update software, apply patches, perform backups, and execute tests to check the status of both the controllers and related equipment. If problems are found, Cisco RMS can automatically perform tasks, or notify an administrator of the problem. The Cisco RMS is available as a server and client license.

Smart Device License

The Cisco Smart+Connected Smart Device License enables users to remotely connect, monitor, and manage their Smart+Connected residence through a smart device such as an iPhone, iPad, or Android. Once the SC Residence App is downloaded on the smart device, the Cisco Smart Device License enables the user to manage the home using their smart device from virtually anywhere in the world. All this happens securely because only authorized devices can connect to the home system. The Cisco Smart Device License is available as a subscription-based license or as a perpetual license for an unlimited number of devices.

Additional Components

In addition to the Cisco Smart+Connected Residential equipment, Cisco has teamed up with technology partners to offer an array of equipment and peripherals to create a full Smart+Connected Residential Solution. Many third-party products, available through Cisco Developer Network (CDN) technology partners, have gone through stringent testing to ensure integration into the Cisco Smart+Connected Residential Solution. Once test requirements are met, these third-party products receive a Cisco compatible logo. This network of partners provides real estate developers with access to a range of third-party products to create a broader range of customized solutions for market differentiation, along with confidence in purchasing a Cisco tested and supported solution.

Demo Houses

The Cisco Smart+Connected Residential demo house is an easy-to-order set of equipment that real estate developers can use to showcase a Cisco Smart+Connected residence. Each demo home solution includes a complete product list of devices for a Silver, Gold, or Platinum installation (products are ordered individually). Use the demo house solution to demonstrate how homeowners can conveniently control lighting, air conditioning and heating, audio and video systems, and other home devices using wall-mounted touchscreens, remote controls, smart devices, computers, and tablets. Please see the Cisco Smart+Connected Residential Demo House data sheet for more information about the demo house options.

Availability

The Cisco Smart+Connected Residential Solution is available to real estate developers on a limited geographical basis to select customers. If you have an opportunity that could benefit from this solution, please contact your Cisco sales representative.

Ordering Information

Cisco Smart+Connected Residential products are available through your Cisco authorized reseller. For more information on the Smart+Connected Residential Solution or to find a reseller, please contact your Cisco sales representative. (Note: Additional accessories and spares are also available.)

Table 1. Ordering Information

Product Name	SKU
Hardware	
Cisco Smart+Connected Controller 250	SCH-CONTROL-250
Cisco Smart+Connected Controller 800	SCH-CONTROL-800
Cisco Smart+Connected Universal Remote 150	SCH-REMOTE-150
Cisco Smart+Connected Universal Remote 250	SCH-REMOTE-250
Cisco Smart+Connected Portable Tablet	SCH-TABLET
Cisco Smart+Connected 7" In-wall Display	SCH-7IN-TS-B (W)
Cisco Smart+Connected Video Door Station	SCH-VDS-I (E)
Cisco Smart+Connected I/O Extender	SCH-IO-EXT-8

Product Name	SKU
Software	
Cisco Smart+Connected Remote Management Server License, Paper or e-Delivery License	SCH-RMS-SSW-LIC or L-SCH-RMS-SSW-LIC
Cisco Smart+Connected Remote Management Client License, Paper or e-Delivery License	SCH-RMS-CL-LIC or L-SCH-RMS-CL-LIC
Cisco Smart+Connected Smart Device Dwelling Subscription License, Paper or e-Delivery License	SCH-SMRTDS-LIC or L-SCH-SMRTDS-LIC
Cisco Smart+Connected Smart Device Dwelling Perpetual License, Paper or e-Delivery License	SCH-SMRTD-LIC or L-SCH-SMRTD-LIC

Warranty

Find warranty information on Cisco.com at the [Product Warranties](#) page.

Cisco Support

Cisco offers a wide range of support programs to accelerate customer success. These innovative programs are delivered through a unique combination of people, processes, tools, and partners, resulting in high levels of customer satisfaction. For more information, please contact your Cisco sales representative.

For More Information

For more information about the Cisco Smart+Connected Residential Solution please contact your Cisco sales representative or visit <http://www.cisco.com/go/smartconnectedresidential>.



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