HOME AND BUSINESS
AUTOMATION SALES GUIDE

You want to set yourself apart from other security system providers. One way to do that is to offer your customers new technology that increases their security and adds convenience, as well as provide you with increased RMR.

Automation technology lets you provide your customers with a range of controls for lights, locks & doors, thermostats, appliances and cameras in both residential and small commercial applications. With a Z-Wave® Interface Module added to their system, end users can manage a wide variety of automation devices via the Virtual Keypad™ App on their mobile device or the Virtual Keypad Browser on any Internet-connected computer.

New Z-Wave devices and additional features are always on the way. Your customers can control multiple functions with a single key-press. Imagine programming a customer's system so that when they arm it for the night, it automatically locks the front door, adjusts interior lights, and sets back the thermostat. Or, imagine your customer is driving home from a ball game, and their security system automatically recognizes when the family is within a few miles of the house and prepares the house for their arrival: turns the lights on, cools the house down and opens the garage door.

The alarm system becomes the heart of their home or business control system, increasing the perceived value of the system and maximizing the user's investment in it. As you bundle more functions with the alarm system, you tie your customer more closely to your company, increasing your RMR and decreasing the likelihood of their move to a competitor.

ABOUT Z-WAVE

Z-Wave is a popular wireless technology that makes it possible for connected devices to be controlled via the alarm control panel. It uses simple modules that transmit reliable, low-power radio commands. Z-Wave signals pass easily through walls and floors.
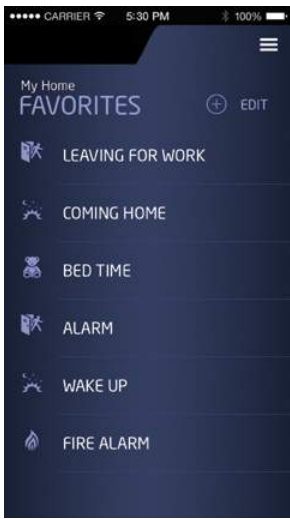
While the maximum transmission distance is approximately 70 feet, each module talks to all other modules within range. This relaying characteristic makes it effective to locate Z-Wave devices throughout a home or small commercial facility.

For devices such as lights and appliances, you simply plug the module into the wall and then plug the device into the module. Door locks and thermostats are typically installed with no more than a screwdriver.

Once installed, communication is quickly established with the panel. After some simple programming, the device is online and ready for use.

BUILDING BLOCK APPROACH

There are a variety of modules to choose from, letting customers select just the items they want to control and letting you create customized packages to bundle features and functions. There's no big up-front expense. Start with a few basic light control modules, then add more light, appliance, or other modules to build exactly the system you want or let the customer add and build the system they want. You can also allow them to install their own devices; it's your choice.

SHORT CUT CONTROLS

The "Favorites" function allows users to create, name, and assign multiple devices to respond to a single command. Up to 25 Z-Wave devices can be grouped together to create a Favorite. For example, the Favorite called "Movie Night" could lock the exterior doors, adjust the temperature, dim the lights in the family room to the desired level, and even warm up the popcorn machine.

The "Rooms" function enables users to take a photo of a room or area, then create "hotspots" on the photo that correspond to the Z-Wave devices available. To use the Rooms feature, simply select that room, then touch any hotspot to see the controls for that device. A combination of up to 20 Favorites and Rooms can be saved.

CREATE STRONGER SECURITY WITH Z-WAVE AND CAMERAS

With DMP panel programming called "Favorite Actions", users can interface any of the connected Z-Wave modules to work in concert with specific panel functions. You can program the system so that arming or disarming simultaneously sends commands to dozens of Z-Wave devices connected to lights, appliances, doors, and the thermostat. The panel can also be disarmed by simply entering a valid user code into the compatible Z-Wave Door Lock. Favorites can be initiated on a schedule, or as an output based on a panel event. For example, different Favorites can be created to initiate upon a Fire Alarm, Late to Close, Alarm, and other events. Simply walking past a motion detector or opening a door could trigger an event.

Video capability, accessible through the DMP Virtual Keypad App, gives customers the ability to look in on their premises via their mobile device. Customers can incorporate up to six IP cameras with interior and exterior camera options. Users can take snapshots of video images via the app, or receive email notifications with video clips when camera recording has been initiated.

THREE WAYS TO TAKE REMOTE CONTROL OF BASIC ARMING & AUTOMATION CONTROL

Your customers can control their system via their computer, smart phone app, or simple text messaging.

 MyVirtualKeypad.com   Users can control their systems via internet connection on a tablet or computer

 Virtual Keypad App   Users can control their system via the DMP app

 myaccess   Users can control their system with simple text commands

Customers using the Virtual Keypad App and MyVirtualKeypad.com will find it convenient to use for the majority of their alarm control. Simple arming and disarming, setting up favorites, users, profiles schedules, Z-Wave devices, cameras, checking history, and adding outputs. Using their cell phone, mobile device, or computer, they can send commands to individual Z-Wave devices or select one of their preset scenes.

For example:

- If they're going to be late getting home, they can turn on interior lights and a radio to create a "someone's home" appearance.

- If they set the thermostat back before leaving, they can turn it up on their way home so the house or office will be comfortable when they arrive and save money.

- If they are delayed getting home and friends or family arrive, they can unlock the door and disarm their security system.

Working together with their alarm system, Z-Wave technology gives your customers on-the-go control over their home or office.

VIRTUAL KEYPAD APP

While users can access most automation features from their touchscreen keypad, they gain additional control and added flexibility via the mobile app, available for Apple® and Android® devices. The app turns the user's mobile device into a super remote control for the security and automation capabilities.

Features:

- Arm/Disarm system and check system status

- Control all Z-Wave devices, including thermostats, lights, locks, appliances, garage doors, and more

- Create Favorites that control multiple Z-Wave devices with a single tap

- Create Actions, allowing you to associate Favorites to activate specific events

- Take a picture of a room or area and add hotspots to control pictured devices

- Mobile device acts as point of reference for geofencing functions

- Receive push notifications and view history of alarm events, arming/disarming, and troubles

- False-alarm reduction, prompting users with "Is This A False Alarm?" when they receive an alarm alert, and allowing them immediately to confirm or cancel the alarm

- View live video and still images from up to six cameras

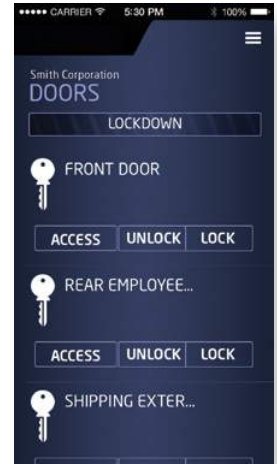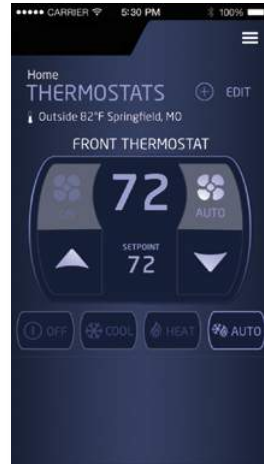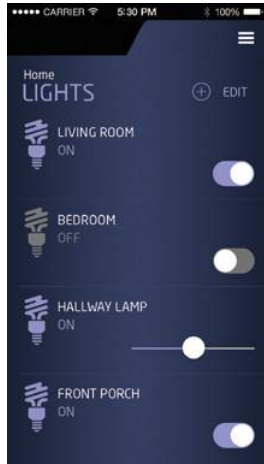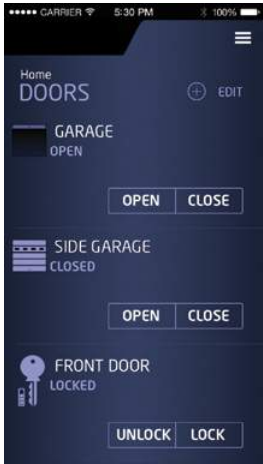- Add, delete, edit system users and user profiles

DOORS APP SCREEN

For commercial and educational applications, the Virtual Keypad provides some added features:

- Schedules: View, add, edit, and delete system schedules for arming/disarming, favorites (includes Z-Wave®), outputs, and doors.

- Faulted Zones: when the system is being armed, the App alerts the user to any faulted zones and allows them to be force-armed, bypassed, or the arming process to be stopped so zone problems can be corrected.

- Door Control & Lockdown: Lock and unlock doors, and initiate lockdown to all public doors. (XR150/XR350/XR550 systems)

VIRTUAL KEYPAD™ BROWSER

The Virtual Keypad browser provides most of the same control features and functions as the app, and is accessible from any Internet-connected computer or tablet.
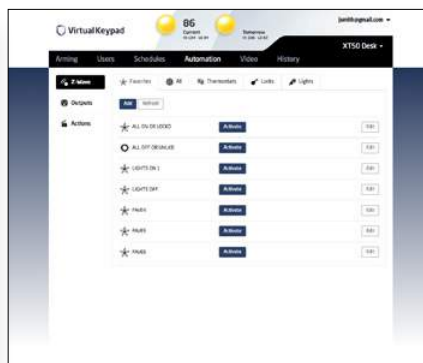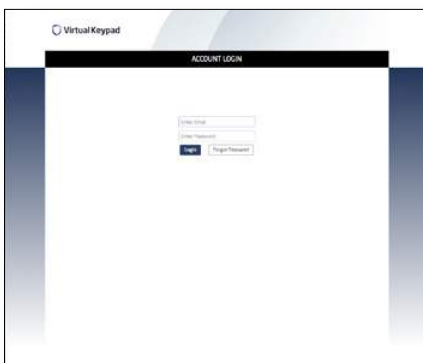
VIRTUAL KEYPAD APP

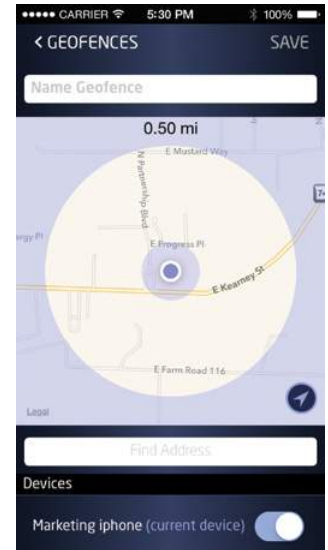## MYACCESS

MYVIRTUALKEYPAD.COM

GEOFENCING

Geofencing allows users to create virtual fences around a residential or commercial facility using the location services (GPS) on their cell phone. The alarm system recognizes when the someone passes through the fence, entering or leaving, and triggers a Favorite that can initiate an unlimited range of system functions.

Features

- Create up to 20 geofences

- Link geofences to more than one Favorite

- Activate different Favorites when users enter or exit specific geo-locations.

- Program geofences based on the user's current location or by entering an address on their cell phone

- Some possible applications

- In residential systems upon approaching the home selected, interior and exterior lights turn on, the garage door opens, the entry door unlocks, and the thermostat adjusts to a comfortable level.

- In residential and commercial systems on leaving the premises, the selected interior and exterior lights turn On/Off, thermostats set back, and entry doors lock. With the Smart Arming Reminder, if the user is the last person leaving the premises, the system will alert them if the alarm hasn't been armed.

RMR OPPORTUNITIES

Your residential and small commercial customers will be excited about the added security and convenience you can provide through Z-Wave modules. These are features you can offer as a value-added product that will generate new RMR for your organization.

- Create bundled service packages that combine several popular home/office control capabilities

  - Basic arming/disarming

  - Z-Wave features: Thermostats, lights, locks, and garage doors

  - Geofencing

  - Cameras

- Offer an à la carte selection of control features that lets customers create their own, customized control system

- Add control features as an added-cost upgrade to MyAccess or the Virtual Keypad App or Virtual Keypad Browser

Because you build the control systems module-by-module, you have tremendous flexibility to create packages or bundles that make sense for your customers. The simplicity of Z-Wave devices lets you give customers the option to install them, or you can include installation as part of your services. You can create the services and pricing that provide the maximum benefit for you.

Z-WAVE DEVICES AVAILABLE:

LIGHTING CONTROL MODULES

Z-WAVE Z-PS15Z-2 WIRELESS LIGHTING CONTROL FLUORESCENT LIGHT & APPLIANCE MODULE

Enables wireless control of on/off functions for standard incandescent and fluorescent lighting. The space-saving, horizontal module plugs into a standard wall receptacle without blocking the second outlet. It provides a Z-Wave enabled outlet for the lamp to be controlled and a regular pass-through AC outlet for other electrical devices.
Features:

- For use with standard incandescent and fluorescent lighting only

- Wirelessly control on/off functions of table and floor lamps

- Provides one Z-Wave AC outlet and one standard AC outlet

- Horizontal design doesn't block additional receptacle outlet

- For use with fluorescent lights or motors

- Outlet acts as a repeater to extend z-wave network reach .

Z-WAVE Z-PD300Z-2 WIRELESS LIGHTING CONTROL LAMP MODULE & DIMMER

Enables wireless control of on/off and dimming functions for standard incandescent table and floor lamps.
Features:

- For use with standard incandescent lighting only

- Control on/off functions of table and floor lamps

- Contains one Z-Wave AC outlet and one standard AC outlet

- Horizontal design doesn't block additional receptacle outlet

- Not for use with fluorescent lights or motor

- Outlet acts as a repeater to extend z-wave network reach .

LIGHT SWITCHES

A selection of Z-Wave light switches makes it possible for users to customize their lighting controls to blend with their decorating style and personal preferences while creating the desired ambiance for any room in their home or business.

Z-45604 TOGGLE-STYLE AUXILIARY LIGHT SWITCH

- The toggle switch provides control of lights in 2-way, 3-way, or 4-way wiring configurations.

Z-45605 IN-WALL DIMMER SWITCH

- This dimmer switch enables On/Off and dim control functions for hard-wired CFL, LED, and incandescent lighting.

Z-45606 IN-WALL TOGGLE STYLE ON/OFF RELAY SWITCH

- An On/Off switch that makes it possible to control direct-wire incandescent, LED, xenon, halogen, and fluorescent lighting.

LIGHT BULBS

Z-LB60Z-1 LED LIGHT BULB

- This Z-Wave bulb screws into any standard light socket, making it the fastest and most efficient way to take wireless control of lighting in a home or small business.

Features:

- Screw-in installation

- Uses only 9 watts of energy

- Dimmable to 100 levels

THERMOSTAT

Z-WAVE THERMOSTAT

Designed to control the majority of HVAC systems, including conventional furnaces/air conditioners and heat pumps. It is programmable with four settings over a seven-day schedule. It provides remote and programmable control of all thermostat functions.

Features

- Battery only Z-Wave thermostat, no need to pull extra wire

- Graphical LCD with backlight – Temps can be displayed in both F & C.

- Simple, easy to use and understand user interface

- System control (Off, Auto, Heat, Cool)

- Fan display and control (Auto, On)

- Remotely enable energy savings for extra savings when on vacation or away from home

- All controls can be adjusted manually at thermostat

Also compatible with:

- Radio Thermostat CT30 and CT80

- RCS Z-Wave TZ45 Thermostat

- 3M-50 Thermostat

- Honeywell Z-Stat

DOOR LOCKS

Door locks can be integrated with the alarm control panel so the alarm system doesn't just warn the customer when someone tries to break in; it plays an active role in keeping intruders out.

KWIKSET® DOOR LOCK

The motorized locking mechanism enables true, deadbolt security. The revolutionary tapered deadbolt design enables misaligned doors to lock more reliably, with no pushing or pulling. Replaces existing door hardware using only a screwdriver. Features

- Available in Bronze, Nickel, and Brass finish

- Includes both key lock and keypad

- No hardwiring … battery operated and works wirelessly

- Full 128-bit encryptions security

- Provides door locked/unlocked message

- 30 code capacity, 4 to 8 digits in length.

Locks can be used in place of "Areas" in the home or office to protect such areasas wine cellars, gun rooms, documents or any room that requires limited access.

Also compatible with Schlage® Deadbolts:
- FE599 – Lever Lock
- BE469 – Touchscreen Deadbolt

GARAGE DOOR

Z-GD00Z-4 Z-WAVE GARAGE DOOR CONTROLLER

Users can wirelessly control almost any automatic garage door opener. Installers simply have to "pair" the unit into the Gateway of the current garage door opener to provide simple wireless control. The app will display the door's status as "open" or "closed" so users will never have to worry if their door is left open.

CAMERAS

Video is now an affordable option for residential and small commercial installations. Using the Virtual Keypad App, residential users can monitor kids or seniors from downstairs or across town. Commercial users can keep tabs on employees, reduce shrinkage and verify they are on the job. Instead of going to the door, end users can instantly see who's there.

Features

- Include up to six cameras
- Interior and exterior models available
- Wired version available, or select wireless to enable simple camera relocation
- Selectively view and record video from any camera
- Recording can be triggered via on-board motion detectors.
- Visual verification of alerts reduces false alarms

REMOTE CONTROLS

Select from a wide range of available Z-Wave remotes to manage Z-Wave devices around the home or business. It controls such functions as on/off, favorites, bright/dim control, and basic thermostat control.

GRAPHIC KEYPAD TOUCHSCREEN CONTROL

All system features and functions can be accessed via the carousel menu on the large, 5-inch, full-color touchscreen. It is a 4-wire, bus series, wired keypad which includes a proximity reader for codeless arming/disarming. With optional Z-Wave modules added to the system, customers can adjust lights, lock exterior doors, and control their heating and cooling system.

The Favorites feature can be accessed via the carousel and lets customers combine security and multiple home automation functions. The Favorites feature allows users to program multiple devices to all respond to a single command on the keypad. It works the same way on the keypad as it does on the App. For example, a favorite command could lock the exterior doors and close the garage door, then adjust the temperature and dim the lights in the family room to the desired level. Favorites can also be placed in a panel schedule. With Favorite Actions, panels can beprogrammed to trigger outputs upon arming and disarming events.

INTEGRATE OTHER DEVICES (OUTPUTS)
The DMP 1114 Wireless Four-Zone Expander provides compatibility with a virtually unlimited range of other devices in residential or commercial installations. Using the 1114, it's possible to integrate garage or overhead doors, sprinkler systems, outdoor security lighting and more.

RESIDENTIAL CONVERSATION STARTERS

Here are some sample questions to help customers identify the benefits of Z-Wave technology of the most importance to them.

- Have you ever needed to remotely turn your alarm system off so someone could get in, like a cleaning crew or service person?
- Have you ever been out for the evening and wondered whether you locked the door before you left?
- Would you like to be able to check to be sure you armed your system while you're away from home?
- Would you like to know when your children arrive home and turn off the alarm?
- Would you like to look in on your kids or a frail family member who lives alone, even if you are across town or out of state?
- Would you like to have video automatically recorded in any part of your home, triggered by motion in a specific area?
- Have you ever worried about walking into a dark home?
- Would you like to save energy by adjusting your thermostat when you're not at home?
- Would you like to turn a radio or TV on when you're gone to make burglars think you're at home?
- Would it be convenient for you to arm your system while you aren't at home?
- Would you like to be able to open or close your garage door while you are away?
- Would you like to know if one of your children left for school later than planned?
- How would you like to be able to lock your doors at night, turn down the thermostat, and turn off the light without getting out of bed?
- Would you like to know if your garage door was left open?

COMMERCIAL CONVERSATION STARTERS

Here are some sample questions to help customers identify the benefits of Z-Wave technology of the Have you ever needed to turn your alarm system off so that someone could get in … like a cleaning crew or service person?

- Have you ever needed to turn your alarm system off so that someone could get in, like a cleaning crew or service person?
- Have you ever been on your way home from work and wondered whether you turned the alarm on before you left?
- Would you like to be able to check to be sure that you armed your business system while you're at home or on the road?
- Would you like to get a message when your employees arrive at work and disarm the system?
- Would you like to see what's happening at your business even when you're not there?
- Are you interested in a way to reduce shrinkage and stealing at your business?
- Would the ability to record video, inside or outside your business, be useful?
- Would you like to automatically record video anytime the camera senses motion in a specific area?
- Would you like to turn on the interior lights before you walk into work?
- Would you like to save energy by adjusting your thermostat even when you're not at work?
- Would it be convenient for you to arm your system when you aren't at work?
- Could you manage your business better if you knew when your employees opened the doors in the morning and locked up at night?
- Do you worry about theft at your business?
- How would you like to lock the doors of your business from wherever you are?
- Do you sometimes need to open a back door to let someone in with a delivery?
- Would you like to know if your loading door was left open?

MARKETING MATERIALS

Z-Wave® is a new and exciting technology. To help you explain how it works and how your customers can put Z-Wave® to good use in their home or small commercial building, DMP has added a number of marketing materials.

You can select from individual end user sell sheets for each of the Z-Wave® device types: Light and Appliance, Door Locks, Thermostat, and more. Invoice stuffers also known as tear sheets, are available and can be customized with your company logo.

Select from these pieces of marketing support materials to build your customized campaign.

Light & Appliance Invoice Stuffer
LT-1216-3

Thermostat Invoice Stuffer
LT-1216-1

Door Lock Invoice Stuffer
LT-1216-2

Home Automation
Sell Sheet
LT-1420

Business Automation
Sell Sheet
LT-1432

738Z Spec Sheet
LT-1214

Video Products
Spec Sheet
LT-1409

Mobile Spec Sheet
LT-1359

HOME CONTROL DEMO BOARDS ORDER SHEET

VIDEOS:

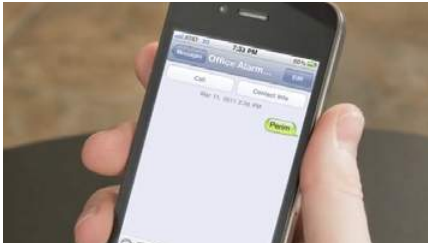Each short video points out the benefits of the Z-Wave device, talks about installation and programming, and describes the mobile control capability. The videos close with a recommendation to contact their security professional for more information.

MYACCESS COMMERCIAL

APP COMMERCIAL

HOME ENERGY MANAGEMENT

HOME CONTROL

HOME SECURITY

BUSINESS AUTOMATION

SUMMARY

You already help your customers protect their premises. Now you can help them take control of their home or small commercial building. With Z-Wave technology and any legacy or current XT Series™ Burglary/Fire/Door Access Panel, XTL™ Series Wireless Security System, or XR150|XR350|XR550* Series Panel you can provide a spectrum of new features and functions.

DMP MODEL NUMBERS

Z-WAVE

738Z

Z-PD300Z-2

Z-PS15Z-2

Z-99100-004

Z-99100-005

Z-99100-006

Z-TZEMT400BB3X

Z-99100-STAND

Z-LB60Z-1

Z-GD00Z-4

**Z-45740
Z-45741
Z-45742**

CAMERAS

V-4010B-1

V-4030PT-1

V-4020C-1

V-4050D-1