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The EMEA magazine for residential  
technology, integration & automation

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ISE 2017



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# COMMENT



**W**elcome to our special 2017 ISE magazine. As the newly appointed editor of HiddenWires, I am delighted to share with you an issue packed with insight from the likes of Crestron and CEDIA on emerging trends in the industry such as voice control, and things to look out for on the show floor.

Within our main feature on voice control, key industry players and exciting start-ups like Josh.ai all share their views on the phenomenon - and I don't use that word lightly. Voice control is everywhere and that's precisely why it's so exciting. It has made conversations about the smart home mainstream - turning a newspaper to discover an Amazon vs. Google-themed article has become the norm, and Alexa devices are slowly creeping their way into baskets (over 5 million in the US since late 2014 to be precise, according to Consumer Intelligence Research Partners). Although it is too early to speculate about figures for the UK and Germany, taking into account the number of devices required for your average American

household, the figures are rather incredibly in the same ballpark as early iPhone sales.

Some of you may understandably have mixed feelings on the thought of Amazon, Google and even Apple and Facebook entering the home automation space, and be asking yourself "Sure, Echo devices and Google Home have achieved mainstream popularity, but can (and if,

**“Alexa shipments are rather incredibly in the same ballpark as early iPhone sales.”**

so how can) a voice controlled-home be a profitable home?" Talking to Dave Pedigo, vice president of emerging technologies at CEDIA, he suggests their presence will only highlight the worth of an installer capable of expanding a homeowner's system from the one device that piqued their initial interest in having a 'smart home.' "These wealthy companies will do their best to take a piece of the pie. At the same time, they'll bring incredible consumer awareness

to the industry and ultimately drive business to our members," says Pedigo. "Large corporate companies cannot be intimately familiar with the specific needs of every client, but installers can, and are uniquely qualified to be the single point of contact for all technology needs in the home."

We've also handpicked a number of case studies from across the world, one of the which - winner of 'Best Integrated Home (between £100,000-250,000)' at the 2016 CEDIA Awards - I had the pleasure of visiting in Dubai with integrator Archimedia. I'm sure you may have seen an image of the villa's outdoor television that pops out of the ground, but head to p16 to read the story behind it, and the rather dramatic plans they had for how they would first install it.

Feel free to come by our stand (1-Q35, shared with sister publication InAVate) during ISE to say hello, or drop me a line to arrange a meeting.

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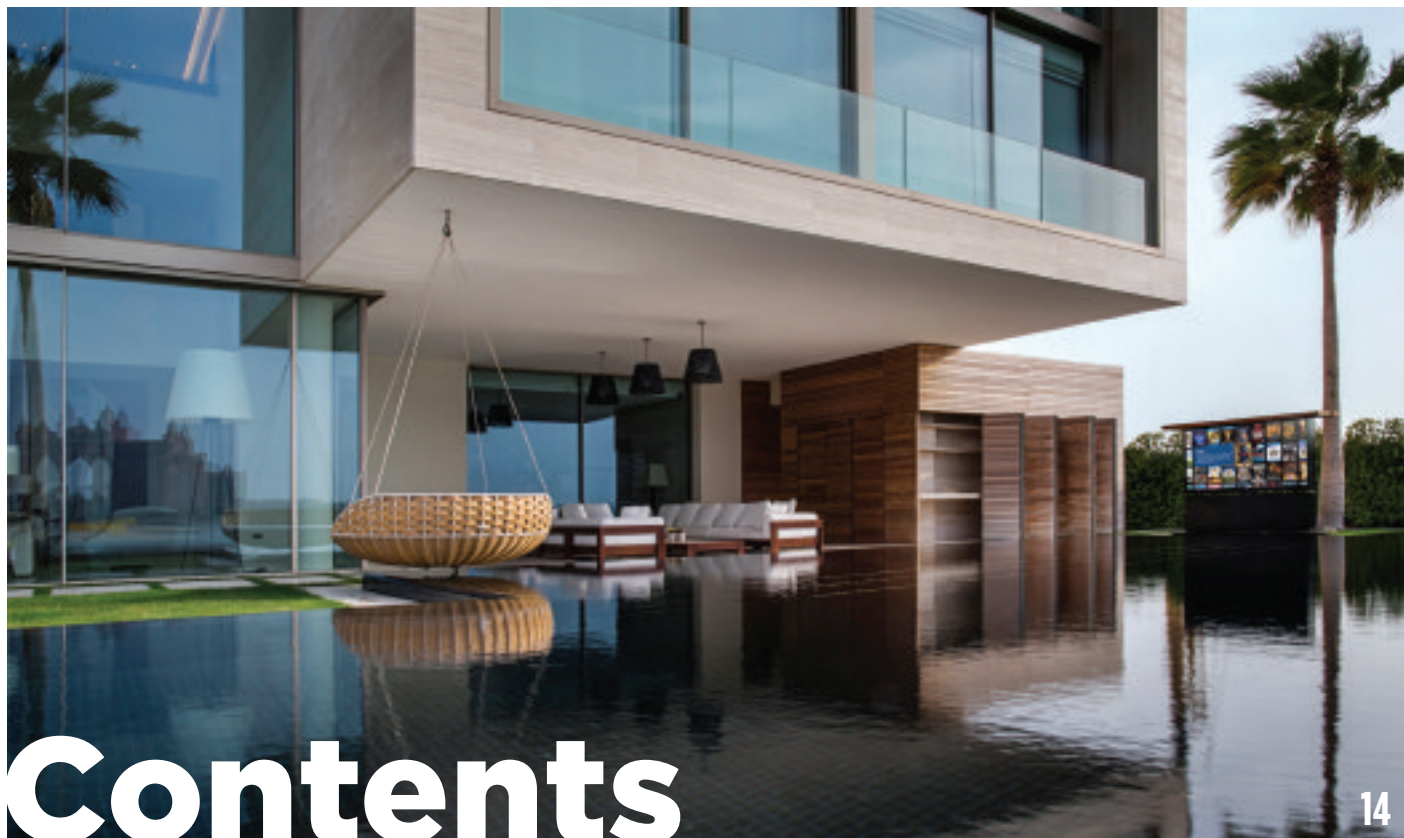
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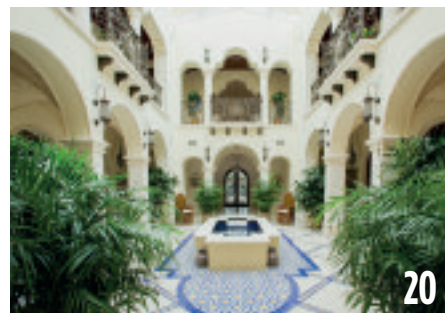
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# Crossing the Chasm



Charlotte Ashley explores what the rising popularity of voice control and presence of Amazon and Google in the marketplace means for the wider home automation industry.

**Y**ou couldn't wander any hall or corridor in Kay Bailey Hutchison Convention Centre, Dallas at this year's CEDIA Expo without overhearing a conversation about, or meeting someone with a strong view on voice control. It's a technology that seems to polarise custom installers – some are highly enthusiastic and some sceptical about the returns on a €180 (£150) device like the Amazon Echo commonly billed as 'DIY.'

"I think that voice control will have a significant influence in years to come. It is not a fad, period," says Dave Pedigo, vice president of emerging technologies at CEDIA. Speech recognition is far from a new technology, originating in the 1950s – many products came, and failed, around the 1980s and 1990s, but not until the last five to eight years have voice technologies become integrated with our lives with the advent of virtual assistants like Apple's Siri. 2016 was a landmark year for smart assistants like Amazon Alexa and Google Home, with the former seeing US sales of its Echo device more than double compared to 2015 – fuelled by the development of new smart home 'skills' (with more than 3,000 available) and partnerships – an achievement not even Amazon itself could have predicted. More than half of Echo users are using the

device as more than a voice-controlled speaker, with increasing numbers using it to control other connected devices according to a Consumer Intelligence Research Partners (CIRP) report – creating valuable opportunity for installers.

But is the success of voice control devices purely down to business heavyweights like Amazon and Google entering the home automation space, or have technological developments facilitated this movement? "There have been significant improvements in speech recognition over the last few years. This is due to very complex refinements in machine learning and deep learning, which have made the experience much more accurate and enjoyable," says Pedigo. "Amazon took voice control to the next level by combining this deep learning in a stand-alone device, instead of hitting a button on a mobile phone, creating an experience in tune with how we behave in real life." He adds: "Amazon Echo was the first, but certainly won't be the last, commercially successful device

that enables interaction with devices in the home in a natural setting."

Ultimately Pedigo says names like Amazon, Google, Apple, Microsoft and even Facebook can drive new custom to the market – an opportunity custom installers can seize upon due to their vast knowledge of smart home ecosystems. "These wealthy companies will do their best to take a piece of the pie. At the same time, they'll bring incredible consumer awareness to the industry and ultimately drive business to our members," says Pedigo. "Large corporate companies cannot be intimately familiar with the specific needs of every client, but installers can, and are uniquely qualified to be the single point of contact for all technology needs in the home."

## A diverse marketplace

The first home automation providers to offer Alexa smart home skills were Control4 and Crestron, with the list of partners continuing to grow for both Amazon and Google as the wider





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industry at long-last embraces a more collaborative approach. According to the manufacturers and installers working with voice, all signs indicate that voice is here to stay. "We have seen a huge interest in the voice-controlled home and Alexa is an amazing platform to enable this with a Crestron system," says Phillip Pini, head of residential development at Crestron EMEA.

Control4's senior director of product marketing, Brad Hintze, echoes this sentiment, as the company prepares to launch its smart home skill for Alexa in the UK, followed by Germany (included with an annual Control4 4Sight subscription, priced at £75). "We have been able to fill a gap that was previously missing in smart home automation - whole home voice control that allows homeowners to have completely hands-free control of their entire home, instead of only one or two rooms."

Alexa devices and Google Home may currently have limited availability in the EMEA region, but integrators in countries all over the world are still benefiting from their popularity. "Audio controls are now becoming more responsive to Indian accents and we have a full-fledged module developed for our home controls with Alexa," says Rajiv Jain, co-founder of Mumbai-based integrator PLAY. "Clients seem to be excited about voice control and we will be integrating our first project with Alexa very soon."

"The initial success of the Echo suggests this is just the beginning of voice control in connected homes. By working with Amazon to bring music throughout the home with Alexa, we've built an integrated collaboration that taps into both Sonos and Amazon's existing music capabilities so owners don't have to learn additional commands or keywords," says John Gahagan, managing director at Sonos UK, after it recently partnered with Amazon, Google and Microsoft.

Reflecting on future developments, Gahagan adds: "The first generation of products is showing that voice is great for scenarios with smaller types of tasks, but it is also clear that voice is a remarkably efficient way to access or navigate large and complex libraries of content, such as music. We're still a way off from perfecting this, but integrating with other smart systems will allow Sonos to be the two-way bridge that enables voice control and provides high fidelity sound output."

Devices such as Google Home and the Amazon Echo and Echo Dot are certainly not the only option for homeowners interested in controlling their home with voice. CEDIA 2016 saw the release of Josh.ai's 'advanced' AI system for homes of



**“Amazon Echo was the first, but certainly won’t be the last, commercially successful device that enables interaction with devices in the home in a natural setting.”**

5,000 square feet or larger (with Amazon Echo and Google Home among a huge range of product integrations), with plans for expansion into the UK and Europe on the horizon. But what can this type of AI system - five years the making - offer that off-the-shelf voice devices cannot? "If you look at what Alexa is doing or Siri, or Google, they are trying to do voice control for everything. And you can't really do everything in the home that well, because there's a lot in the home that you have to just pin down on and focus on," says Alex Capecelatro, CEO at Josh.ai.

"We understand the architecture of buildings. We know the floors, rooms and the devices (which are automatically discovered), and that's the reason you have a very flexible way to talk. You can just say, 'dim the lights in the kitchen a little bit,' as we're able to handle speech

very naturally." He adds, "We're the only ones that we know of so far that can handle a string of multiple commands in one breath. And it's important, because you may come in the house and say 'turn on CNN in the kitchen and put the lights on,' and you don't want to have to issue those commands one at a time."

Josh.ai also offers the ability to improve how the system processes voice commands, by monitoring everything (from what devices are online to what commands are not succeeding) to ensure the homeowner's experience of voice can be as personal as possible. "One of the issues with voice control is that there's not a single phrase for a single room, you might call it the 'living room,' but someone else may call it the 'playroom' and if they try and use anything else it fails," says Capecelatro. "We make it easy for the integrator to see and make changes remotely so they can make that experience better without the customer even being part of it." In addition to responding to voice commands, the complete Josh.ai system tracks the network to learn all behaviour going on in the home and recognise and react to user routines.

## The 'DIY' debate

A discussion that comes up continually with voice control and the broader IoT industry, is that while some standalone devices have serious potential as an entry-level product, their 'DIY' nature (whether a reality or not) could be a negative for the wider CI industry. "The benefit of using voice control in a Control4 system is that homeowners can completely customise their experience, and it offers them whole-home control whereas a DIY approach is limited in its capabilities," says Hintze. He adds: "With DIY solutions





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comes user errors and setup mistakes that can make voice control products inaccessible. Our dealers are trained to provide the highest level of support and foresight to customers, and are able to properly install and recommend the correct way to use Alexa devices in a home to minimise the chances of product failure or misuse.”

“Some view DIY products as a threat and are worried about their long-term prospects, others view DIY products as an opportunity,” comments Pedigo. Capecelatro argues that the nature of voice control has been instrumental to its success and making a smart home a more obtainable prospect. “We’ve been surprised to hear from our customers that one of the biggest things that they get excited about is the idea that voice is the great equaliser.” He continues: “Often they’ll tell us someone in their family struggles with the technology – they don’t want to use an app, but telling either an 8-year-old or an 80-year old that they can just simply say ‘turn on the kitchen lights’ makes it so much easier for them. It’s making technology more accessible.”

Hintze agrees: “Voice control is a great way to introduce new customers who may lack experience with the smart home to the power and capabilities home automation can provide because of its intuitive commands, simplicity and accessibility.”

## Revenue opportunities

Pedigo stresses although the most popular voice devices have a low cost of entry, the rewards of their popularity can still be felt by the custom installation channel. “There are valid concerns regarding the ability to make money on a commoditised product, but the reality is that voice control units today are truly cloud enabled thin-clients that are communicating commands to hardware products in the home that would be installed by a CEDIA member,” says Pedigo. “Getting hardware to communicate correctly continues to be a difficult proposition even for those who are tech-savvy.”

He continues: “We’re only at the beginning of the proliferation of voice control there are and will be opportunities to build custom solutions that include professionally installed far-field microphones instead of utilising a bulky device, and that will represent yet another place that CEDIA members can assert their expertise.”

Voice and the wider IoT market could encourage a shift in the market, with increased profit to be had in supporting homeowner’s on their journey from



**“Telling either an 8-year-old or an 80-year old that they can just simply say ‘turn on the kitchen lights’ makes it so much easier for them.”**

buying their first smart home product. “Our research shows that over the last five years the average price per project, number of projects and profitability per project have all increased dramatically,” states Pedigo. He pinpoints new revenue opportunities that can arrive with the concept of technology managers able to earn recurring monthly fees from helping homeowners “navigate the muddy waters of interoperability, connectivity, cybersecurity and privacy.”

With hardware priced at \$2,500 (plus a monthly or one-time support fee), Capecelatro’s Josh.ai system is firmly positioned for the high-end market, but he says the returns are significant for installers. “An Amazon Echo is like the iPad in a Crestron control system – you don’t make much money from it and the user can probably buy it by themselves, but with the control system (like Josh) you can. We are priced at the top of the market, and there is a really strong margin there.”

## Changing lives

Amid the excitement surrounding how voice control technology can serve as a useful, occasionally humorous addition to their homes, it can be easy to forget that the technology in some scenarios could in fact be life-changing. “One of our first customers was legally blind, so he has some sight, but reading a screen

is difficult for him,” says Capecelatro, who says that a lot of interest in their product comes from customers with similar needs.

“I let my 76-year-old, very ill father use an Amazon Echo for 60 days to see how it affected his life,” recalls Pedigo. “The day I took it back he said that he would think about getting a new one. Less than four hours later he called me and said ‘I went ahead and bought one, I can’t live without it.’ I think there are tremendous opportunities in assisting those with physical disabilities moving forward.” He highlights that the small things, such as telling the lights to “turn on to 25%” in the middle of the night instead of walking across a dark room can make all the difference.

In spite of potential drawbacks to adoption – chiefly concerning security and the privacy of data, with Amazon currently facing demands to release any recorded data in a US murder investigation – voice control looks to be here to stay as a technology that can enhance the life of a homeowner. “Keep the switches, the remotes and your iPhone and iPad apps, but add voice as an additional control,” summarises Capecelatro. “Over time we will see some people gravitate towards using the voice all the time in some places, and for some households it may just be for certain functions. Voice is another interface, it’s not the only interface.”





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# Rewriting the rulebook



Charlotte Ashley caught up with Phillip Pini, Crestron's newly appointed head of residential development for EMEA, ahead of the most important event on the manufacturer's European calendar.

**“M**arket intelligence paired with years of engineering experience,” answers Phillip Pini, head of residential development at Crestron EMEA pinpointing the two factors driving the manufacturer's current strategy for expanding its reach in the residential channel. “Our research and development across the Crestron campuses are constantly striving for perfection with the solutions they develop.”

One thing that can be said about the company, a stalwart of the residential home automation industry for more than 20 years, is that it's not afraid to adapt. Pini says the manufacturer's success is down to looking two steps ahead to

identify areas of potential technological advancement. “Just look at DigitalMedia. When it launched back in 2008 it was the most revolutionary product group the CI market had ever seen. Since its launch other manufacturers have come to market with their own platforms, but Crestron keeps pioneering and developing it further to support higher resolutions and frame rates on the existing infrastructure.”

## The rise of Pyng

At the 2014 CEDIA Expo, Crestron debuted Pyng, an app-based automation system that proved to be a game-changer not only for the company, but the wider home automation industry, as it collectively shifted focus from

**“Pyng has been paramount in changing the opinion of the homeowner about the complexity of Crestron and also the programmers, by making the UI easier to use.”**

hardware and programming-heavy, time-consuming installations to a more accessible approach. Low-cost of entry and less service callouts were prioritised,

as the power was placed well and truly in the homeowner's hands with the ability to personalise their own security, shading and lighting, HVAC and audio settings, as well as scenes and scheduled events via an iPad. The introduction of the cloud-based technology signalled an important change in consumer perspective about the attainability and affordability of a Crestron home automation system. "Pyng has been paramount in changing the opinion of the homeowner about the complexity of Crestron and also the programmers, by making the UI easier to use."

The range was a response to what the manufacturer views as the biggest challenge to installers currently working in home automation: convenience. "Homeowners want to take the complex and simplify it," says Pini. "Crestron integrators have noticed this shift and have worked hard to ensure what they deliver to their clients is representative of what they originally requested." Looking to the future, Pyng is a key part of Pini's plans to retain and develop market share within an industry increasingly looking to simplify; "Having first-hand experience and being an early adopter with it at home, I am confident Pyng will continue to amaze and expand people's view of just how easy it is to have a Crestron-controlled home."

The company has also embraced the shift among key industry players to collaboration, and has announced integrations with both Amazon and Sonos. It was one of the first to partner with Amazon to offer its own Alexa skill allowing homeowners to give commands such as "Crestron, tell Alexa I'd like to wake up in the bedroom" to activate fully customised scenes around the home.

Pini says the level of investment in voice-enabled technology from companies the size of Amazon, Google and Apple means it won't be disappearing anytime soon.

## The 'DIY' debate

With an influx of low cost IoT automation products entering the marketplace, debates surrounding the effect of 'DIY', 'DIFM' (Do It For Me) and even 'DIWM' (Do It With Me) inevitably arise within the industry, with some labelling the rise of products labelled 'DIY' a hindrance to the professional market. Does Pini believe a company of Crestron's experience have cause for concern about the effect of these products on the smart home industry? "The positive with the IoT market is the levels of exposure, homeowners are now more inquisitive about technology within the home and how they can connect devices together," says Pini. "Sadly the negative is the security aspect with recent reports on huge breaches via devices on to homeowners' networks. IoT technologies can be very beneficial and effective but these products being installed correctly and securely should always be prioritised." Although the price tag may be higher, he adds that there is value to be had in choosing a manufacturer with qualified installers that can manage the complete automation experience.

## Spotlight on ISE

In early 2016 news broke that may have surprised some installers: Crestron would not have a stand at September's CEDIA Expo, with the company instead choosing to focus on other events on the residential calendar. The most invaluable of which for maintaining relationships and forging new ones in the CI channel is continually



ISE according to Pini. "For more than ten years ISE has been our number one international professional exhibition for our residential and commercial business. We will continue to use ISE as a launch platform for new technologies for the residential market."

Products being demonstrated this year include new TSW 60 touch screens and the latest version of Crestron Studio, alongside a series of training opportunities dedicated to covering the most pressing topics for its residential customer base, including how to integrate Crestron with Sonos and Amazon.

*Crestron can be found in Hall 2 at booth C24, 2-E24 and 2-E36*







# Outdoor opulence

Winner of Best Integrated Home (£100,000 - £250,000) at last year's CEDIA Awards, Charlotte Ashley visits a villa that perfectly blends modern styling with technology innovation.

**N**estled on the outskirts of Palm Jumeirah in Dubai, sitting across from the iconic Atlantis resort, is villa 28. By all appearances the home is like many in the area - defined by unabashed luxury and contemporary architecture - but at a flick of a switch, the villa's outdoor space transforms thanks to inventive integration work by local installer Archimedia.

"This is the part of the installation that has received the most attention," says Calvin Keelan, operations manager at integrator Archimedia, holding a small remote in the villa's garden. At the touch of a button an 85-in TV slowly comes out of the ground filling the outdoor area with pop music. "He was very specific about this part of the project. He wanted a large TV outside, but he didn't want to see it when it wasn't in use," recalls Keelan, designer of the system.

Originally the homeowner, a long-term client of the local integrator, wanted a TV with a marble finish to complement the space, but weight restrictions meant instead the integrator had to use timber cladding matching the front of the house. The control interface is concealed under the grass, with sound delivered via six Bower and Wilkins AMIs, with three positioned on each side of the TV in the nearby bushes, housed in cabinetry filled with high density foam to minimise

resonance. The homeowner plans to switch to a Pro Audio system in the near future to get the outdoor sound to really "pump," with ambitions later down the line to make the sound "pop-up" too. "The next thing he's talking about is doing the same thing but for speakers now, so we might put some in that follow the same concept, and appear out from the ground when you want them to," says Keelan.

The TV - unique in Palm Jumeirah - serves as the focal point to the back of the villa, surrounded by a large, shallow infinity pool and entertaining area. Here, the client can watch films from the pool or play music during outside gatherings, against the backdrop of the blue of the Arabian Gulf and the imposing pink structure of the Atlantis Hotel, one of the most famous landmarks in the region.

Archimedia had to coordinate various

parties (including the fabricator, supplier, main contractor, MEP contractor and landscape designer) to deliver the system, as well work to receive authority approval from the local housing developer. Changing the cladding was not the only issue presented by the TV installation, as original plans proved to be too large-scale. "The original design was to have an underground chamber with a manhole so you could go in and access it from underneath, but the cost was just phenomenal," says Keelan. "We ended up adjusting the design so it's basically a box within a box, comprised of the lift (from Inca) and a box that sits underneath it." The lift's housing was constructed from 6mm treated steel to ensure both the mechanism and TV were protected. He adds: "Thankfully the beach is there as putting this in was extremely challenging."



**“The original design was to have an underground chamber with a manhole so you could go in and access the TV from underneath, but the cost was just phenomenal.”**

Cranes and manpower were essential for transporting the system from the beach to the villa, and making it possible to remove the lift should it require any future maintenance. “We had to build a box around the lift housing and allow for the removal of the lid, which underneath we could then screw ‘eye’ bolts into to allow for a crane to be able to lift the lid out of the surrounding box.” Although time-consuming (totalling around 12 hours for design, four hours of programming and 20 hours for installation), the project’s success has meant requests for outdoor TVs among Archimedia’s client base in the UAE are on the rise: “It’s becoming popular now that we did this one successfully.”

A Ruckus wireless network and multiple access points were additionally deployed both indoors and outdoors to ensure the Wi-Fi signal was as strong as possible for the homeowner and his family when at the beach. Elsewhere discreetly dotted around the exterior of the property are small Avigalon 1.0 and 2.0 megapixel CCTV cameras connected to a Mobotix door entry system, integrated with Savant so the client can answer the phone from his iPad or another device. Feeds also

stream to a hut located outside the property from which security staff can monitor the home.

Step inside and the contemporary styling of the villa – accentuated by neutral furnishings, dark wood grains and large modern paintings and sculptures – is complemented by the latest AV systems, spanning two media rooms and a home cinema. “Having split Lutron & Nevo (not integrated) before in his previous home, the homeowner was seeking a fully integrated system,” says Keelan. Lutron lighting – a mix of dimmed circuits and DALI-controlled units – and temperature control features throughout the home, integrated with Savant to meet the homeowner’s request for a “simple system” that he could easily change and expand. “He is also an avid Apple and Sonos user so Savant was the obvious choice,” states Keelan. The homeowner adds: “The Savant 7.0 functionality of being able to create my own scenes to be triggered at certain times means I don’t need to call each time I want a change done, which is terrific.”

Inside the client was again keen for the technology to be used but rarely



seen, opting for speakers placed behind the fabric in his indoor TV rooms, one downstairs (55-in) accompanied by a Bowers & Wilkins Panorama sound bar and one upstairs (65-in). Four Amina AIW350E invisible speakers are also deployed in his downstairs living areas for music. “We chose products that were invisible or could be entirely concealed in cabinetry ceilings, so in-wall speakers with paintable grills along with plastered-in speakers were specified,” comments Keelan. When hosting get-togethers in the main living room, the homeowner will also call on Archimedia to borrow a pair of floor-standing loudspeakers, with Bang & Olufsen a particular favourite. Sonos is also now integrated with the wider Savant system – a smooth integration the homeowner can easily navigate according to Keelan.

Framed by a huge window overlooking the water, the main living space





features floor-to-ceiling blinds to which the integrator added the ability to control each individual panel of the 12 separately. "The height of the blinds and where the motors are located didn't allow for quick commissioning. It was a headache to do, but we got there in the end," says Keelan. Table lights are also connected to the lighting system allowing them to be turned on or off via the keypad.

Upstairs a pair of Bowers & Wilkins in-ceiling speakers provide sound in homeowner's study, with in-wall speakers deployed in the media room – positioned in the cabinet to try and optimise sound from the Samsung TV in a "challenging space." Here MEMs and dual layers of blinds also feature, programmed so that during the day the homeowner has access to both sheer and blackout options, with the blackout blinds coming up in the evening so he can enjoy the view of Dubai at night. On the second floor is a

## “He is an avid Apple and Sonos user so Savant was the obvious choice.”

dedicated kid's play area, featuring a 55-in TV and in-ceiling speakers.

In the basement, the client's "den," features a gym and spa area and a home cinema. In the cinema room, styled with reclining leather seats and soft cushioned flooring, is a 103-in Panasonic screen Archimedia had specifically sourced for the client and a Bang & Olufsen sound system. "The display was the last new unit available in the entire region that we could find," notes Keelan.

The homeowner's preference for a

Bang & Olufsen system proved particularly problematic for the Archimedia team when integrating the previously installed system with Savant. "It was especially difficult to integrate because it was the first time we'd done it," says Keelan. Access panels had to be installed around the room to get connections working and the two systems talking to each other. "It took about a week to get it working as we were integrating an old B&O system working on its proprietary Masterlink communication BUS with Savant that speaks IP." He adds: "We consulted and subcontracted the local B&O dealer to get it completed."

Delivered on time for €260,000 (£230,000), this Palm Jumeirah Villa is an on-going project for homeowner that's certain to continue to push convention. But for now, he is very satisfied with the new way to control his home; "I wanted a discreet solution and that's what I got – it's perfect."

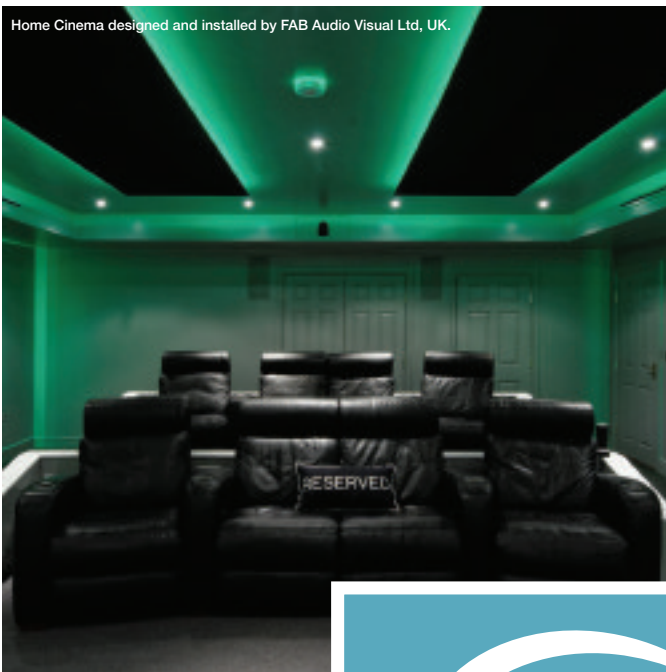
### Tech-Spec

- Apple TV 2G digital media receivers
- Avigilon micro dome and PTZ cameras
- Amina AIW4X/AIW350E invisible speakers
- Bowers & Wilkins panorama sound bar, centre speaker AM-1 weatherproof speakers, in-wall speakers and in-ceiling speakers
- Integra 5.2 and 7.2 Ch AV receiver
- Lutron 3-button & 8-button keypads, 2-zone & 4-zone switching modules and control interfaces
- Mobotix IP video door station
- Samsung TVs (55-, 65-, 85-in)
- Savant AV matrix switcher, intercom server, stream preamp, SmartControl 8, 4-channel inputs & output cards, HDMI over fibre receivers and 16-channel digital power amplifier
- Techlogiks system racks and accessories





Home Cinema designed and installed by FAB Audio Visual Ltd, UK.



Home Cinema designed and installed by ClicHome, Italy.



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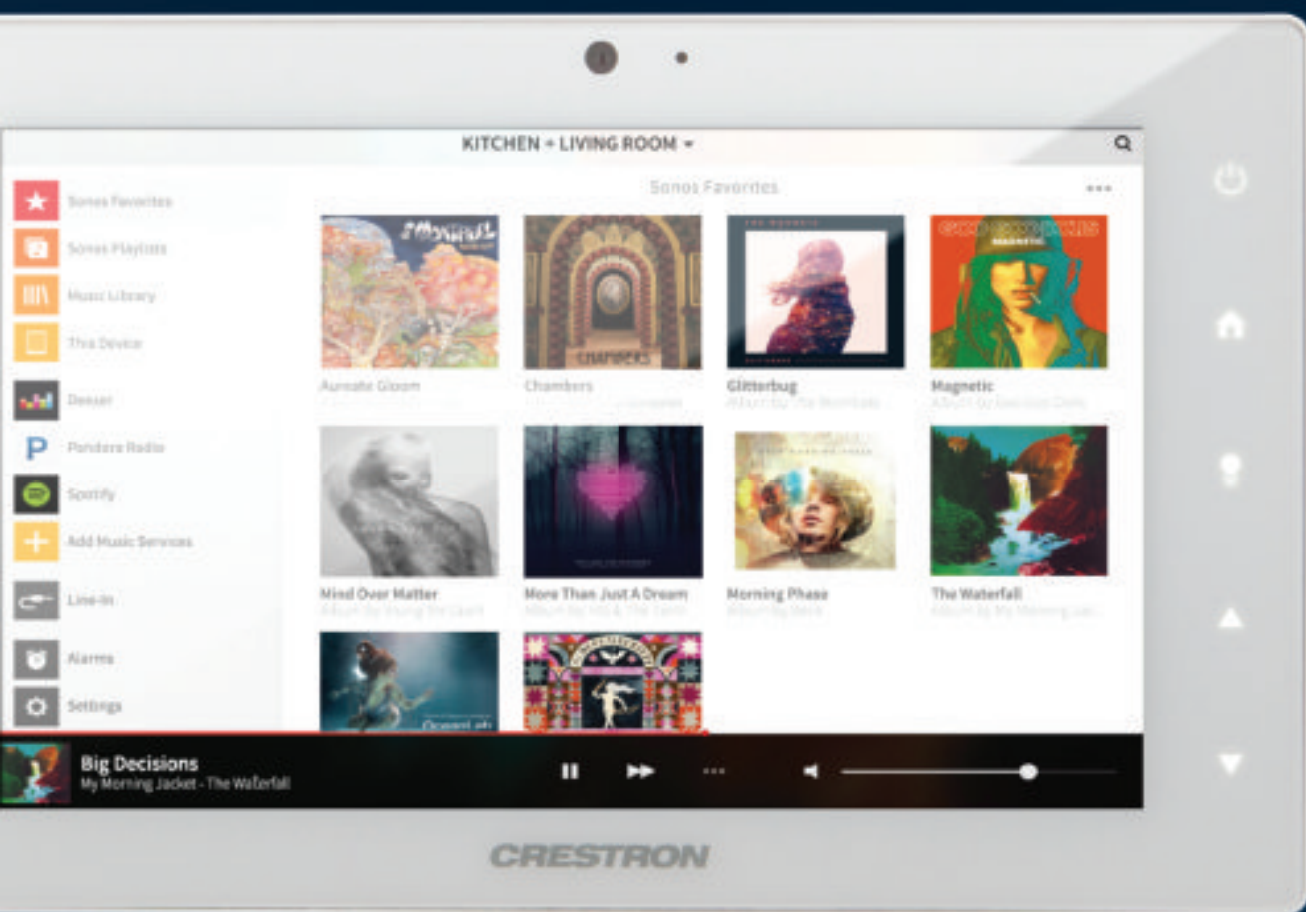
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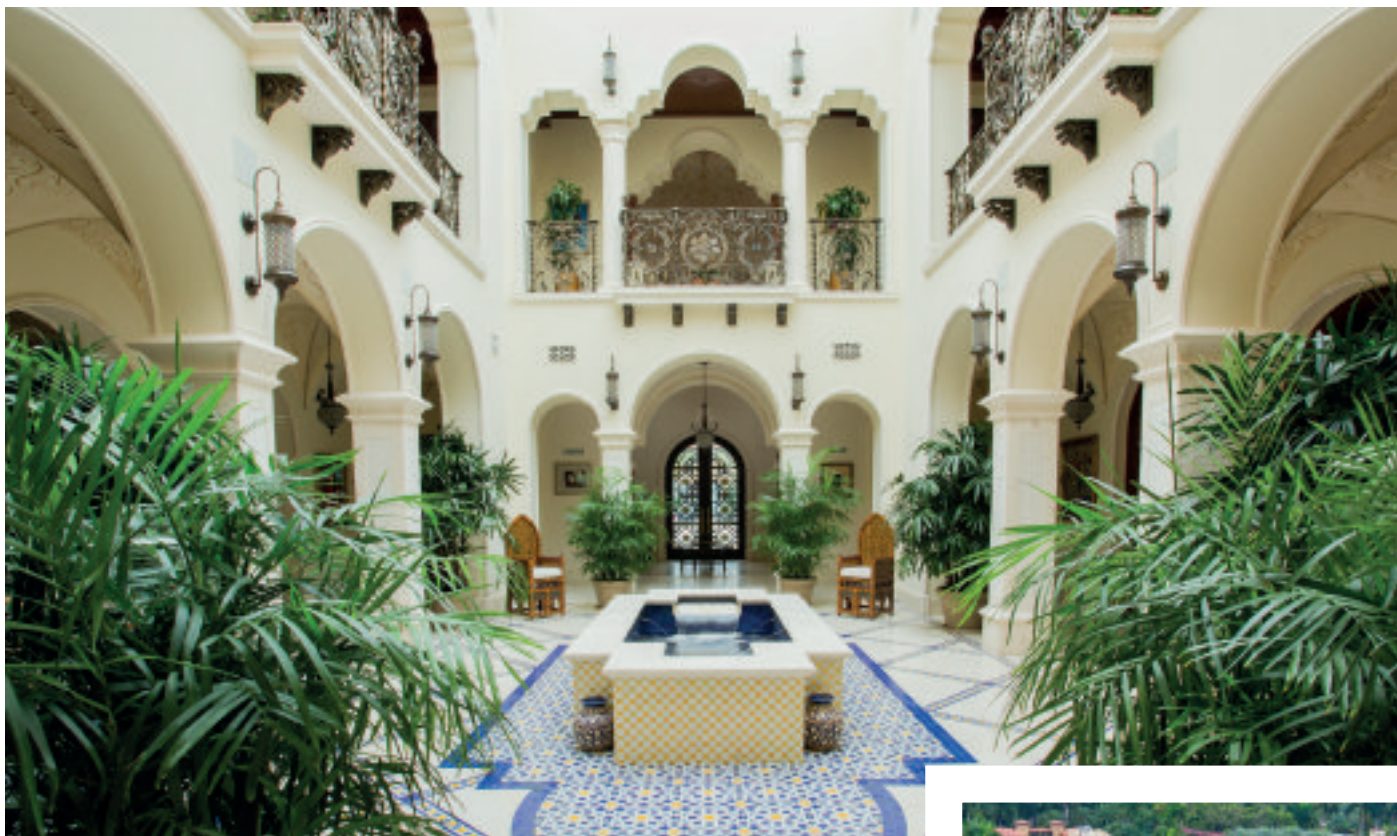
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- TSW-560 (5"), TSW-760 (7"), and TSW-1060 (10") touch screens







# Mediterranean marvel



The A-list atmosphere of Miami's Star Island continues throughout its showpiece villa thanks to an extensive ELAN entertainment and control system delivered by local integrator R&M Systems Group.

Situated just off the coast of Miami's South Beach is Star Island, a stretch of land that is home to some of the most famous stars from the worlds of sports and entertainment – Sean “Diddy” Combs, Shaquille O’Neal, and Gloria Estefan, to name a few. At the heart of the island sits its crown jewel: a newly built, 25,000 square foot waterfront Mediterranean villa that boasts vaulted ceilings, voluminous domes, gazebos, fountains, a dual-winged grand staircase, and at its centre, a two-story piazza courtyard lined with Roman columns and loggias.

Despite the villa's many architectural triumphs, John Forte, founder and president of Forte Properties, says his

home's X-factor is its sophisticated smart home infrastructure controlled by an ELAN entertainment and control system.

“Owners of high-end, luxury estates such as the Forte's Star Island villa expect their home to be outfitted with next-generation technology that is easy-to-use and fully-functional, but virtually invisible to the eye,” says Raul Gonzalez, president of technology integration firm R&M Systems Group. “That's precisely what we delivered: a sophisticated network of cutting-edge, interconnected AV, security, climate, lighting, and pool/spa subsystems, united and managed with a seamlessly integrated ELAN control system.”

According to Forte, he wanted a

control system that covered the entire villa without jeopardising the home's architectural and design aesthetic. “I need to be able to control the villa's audio, video, lighting, climate and security system from anywhere in the home,” Forte emphasised. “And I want to do so without sacrificing the classic beauty of the home's architecture with clunky technology.”

Luckily, no sacrifice was required – just a bit of savvy design work from Gonzalez and a next-generation control system from ELAN. “To build the villa's ‘brain,’ we integrated over sixty-five separate ELAN components including seven systems controllers, seven integrated multi-room audio amplifiers/controllers, two communications controllers, twelve handheld remotes, and twenty-six in-wall touch panels,” explained Gonzalez. “By doing so, we delivered Mr. Forte, his family and guests a highly-intuitive, unified ELAN system that controls all connected technology throughout his property.”

To successfully integrate AV technology



throughout the home without infringing on its architectural integrity, Gonzales collaborated closely with the project's interior designer, Perla Lichi, ASID, of Perla Lichi Design Luxury. "In a residence of this calibre, technology should be experienced to the fullest, but not necessarily noticed," explained Lichi. "People must hear music, without seeing speakers; know a television is available, without seeing a black box hanging from the wall. This is the challenge we face regularly, and it's a challenge that we conquered with this home."

## Discreet installation

To make the villa's 112 Niles in-ceiling speakers disappear from sight, many were embedded in the ceiling's hand-painted Venetian frescoes or wood panels and painted flush by the artist himself to perfectly match their surroundings. Additionally, components of the family room, bar, and master suite's surround sound system, including Sunfire subwoofers and amps, sit behind Moroccan filigree, or perforated screens, hiding the technology without inhibiting the audio performance.

Epitomising the villa's convergence of state-of-the-art technology with masterful design is a €470k (\$500k) ELAN-controlled home theatre, outfitted with nearly a dozen in-wall speakers and subwoofers that are virtually invisible to the eye – and that's just the interior. In the piazza courtyard, roof deck and outdoor pool area, speakers and subwoofers are tucked within bushes and fixed in tree

canopies, creating the effect of an invisible sound system that blends naturally with its surroundings.

Beyond entertainment, ELAN allows Forte to manage a sophisticated security system comprised of hi-res dome cameras, photoelectric smoke detectors, mechanical heat detectors, and professional-grade sirens with stainless steel enclosures. "From anywhere in the world, Mr. Forte can view real-time footage of his property on his ELAN app," emphasised Gonzalez. "He can turn cameras on and off, control the laser grid that protect his boats, dock and surrounding property, and if suspicious activity is detected, he's immediately notified via the ELAN app."

In addition to the security system, the 38 rooms of the property boast an AV system that includes 112 Niles in-ceiling speakers; 10 Sunfire subwoofers and amplifiers; 23 televisions, ranging from 55- to 70-in; 10 surround sound systems, including a cinema-quality home theatre equipped with a TheatreScope Classic projector from Digital Projection, a 133-in CineCurve screen from Stewart Filmscreen, a power filtration and conditioning system from Furman, and a sophisticated Panamax power management system with BlueBOLT remote energy management to protect the home's tech infrastructure from electrical storms common to the Miami area.

"A sophisticated 'smart home' is hidden within every crevice of a 15th Century

Mediterranean Villa," continued Forte. "That's the effect Raul and Perla created through their perfect blend of technology and design."

## Tech-Spec

- Artison Masterpiece LCR MK2 speakers
- Atilona HDMI matrix switchers and extenders
- Digital Projection Titan Reference LED projector
- ELAN in-wall touch screens, touchpads, door stations, system controllers, remotes and 16-channel amplifier/controller
- Crown CDi 2-channel amp
- Fusion Research Ovation music streamer/servers
- IC Realtime 16-channel DVR and XL7 dome cameras
- Iport docking stations
- Interlogix touchpads and Concord 4 control panels
- JBL Control SB210 subwoofers & 29AV loudspeakers, CBT 50LA-1 line array column loudspeaker, THX surround sound processor/system controller, SDEC-4500P digital equaliser and Synthesis home theatre system
- Kaleidescape M300 & M500 players, M700 disc vault and 1U server
- Lumagen Radiance XE-3D video processor/scaler
- Middle Atlantic racks and enclosures
- Pakeage 8-Port & 24-Port Gigabit switches
- Panamax M4320-PROs
- Stewart Filmscreen CineCurve screen
- Sunfire High Resolution in-wall subwoofers, True Subwoofer EQ
- Yamaha 9.2-channel AV receivers and universal Blu-ray players



# The man cave comes of age



Images: The Design Practice by UBER

**A**so-called 'man cave' may be commonly found behind the doors of many of the high-end properties in the suburb of Bowdon in northwest England - but perhaps none quite like David Giovanni's.

Entering a hidden door off the main hall of his six-bedroom home leads to an illuminated staircase descending into a unique space which defies all expectation of a basement. Creating the "ultimate" man cave was the idea etched in the mind of the client according to local automation specialists Ultamation and Intuitive Homes. The homeowner desired for the unexciting garage space in his modern gothic-styled mansion to be transformed into somewhere to impress when entertaining, which could also showcase his 470-bottle wine collection and prized supercar, a McLaren 650S Spider.

In the early stages of the project, plans for the man cave were fairly standard. "It originally started as an idea to use a little of our basement car parking space as a room to watch football and play pool," recalls the homeowner. But the ideas proposed by The Design Practice by Uber inspired the client to take a leap of faith.

It was decided that Ultamation and Intuitive Homes would marry the Italian-inspired, clean design imagined by Simon Evans of interiors company Uber with discreet industrial motor controls and sensors to create a fully automated hideaway. The requirement for the versatile control system needed to make

One UK homeowner has redefined the man cave by transforming his basement car park in to a fully automated, luxury entertaining space recognised as 'Best Innovative Solution' at the 2016 Crestron Integration Awards.

the vision a reality, coupled with using a Crestron control system throughout his home previously installed by Ultamation, made Crestron the clear choice. A technology enthusiast, the homeowner's

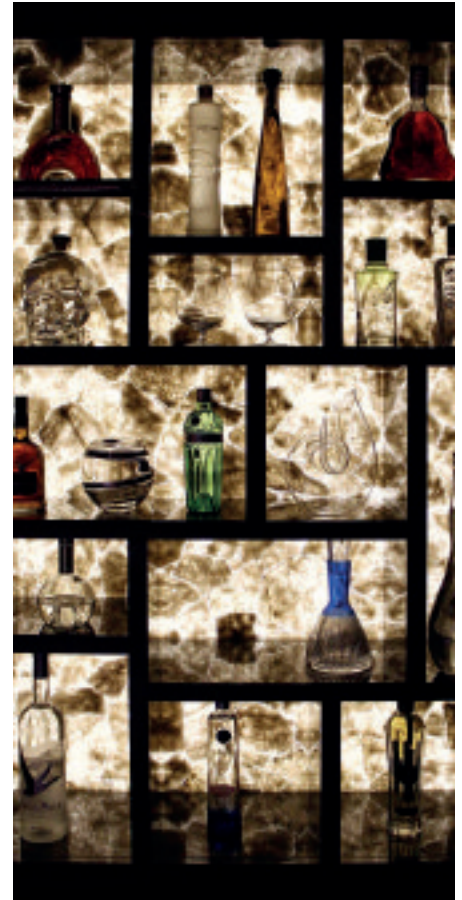
**“Providing all of the safety features required to spin a £200k car inside what’s effectively a huge glass cylinder was one of a number of challenges presented by the project.”**

IT and business technology background led him to install a comprehensive automation system (overseeing lighting, heating, blinds and curtains, and security across 28 zones) when building his home four years ago, which he operates himself. Innovation spans every corner of the home, from the drop-down TV by his indoor/outdoor pool to his children's fully connected treehouse.

The man cave's showpiece is a spotlit Crestron-powered rotating turntable encasing the car within curved glass and leather. Interior designers and engineers from industrial controls company Turck Banner worked with Ultamation and Intuitive Homes to deliver the design feat, critically ensuring its circular ceiling above the turntable (weighing over a tonne) met health and safety requirements. The turntable is controlled by a Crestron 3-series processor, which offers the ability to rotate the car to pre-set positions or spin the car a full 360-degrees.

Bespoke lighting touches, such as a floor-to-ceiling display incorporating backlit quartz draws attention to bottles on display in his bar area, featuring a mirror TV and bespoke pool table. A





unified entertainment system provides instant access to a 65-in Samsung TV, movies, music or automation of the car turntable. An HD distribution system was installed in the games room, with HiFi audio distribution throughout the space and over 15 sensors to facilitate additional features – including gate and garage door automation, ensuring that lighting, heating and AV systems are activated as soon as a car arrives in the driveway.

Magnetic flux vehicle detection sensors are fitted into the driveway underneath the garage floor to recognise when a vehicle has entered the garage and when it is parked. When a car arrives home, the environment adapts for the driver that has arrived home, for example, starting up their own pre-defined playlist of background music, changing to their preferred temperature or preparing the turntable. Sensors are positioned on every door in the man cave for added safety (as the turntable will not operate if the door is open), and also notify the owner of any potential issues, such as the door to his climate-controlled wine cellar door being left open. Audio in the lavish, metallic-styled bathroom is also automated to allow occupants to listen to music or sports commentary filtering through from the entertainment system in the bar area.

“The project presented a number of challenges in the mix of sensors we

needed to integrate – we have magnetic flux detectors set into the floor and laser range finders through to the control of the 0.75Kw drive motor for the turntable, and all of the safety features required to spin a £200k car inside what’s effectively a huge glass cylinder,” says Oliver Hall, managing director of Ultamation. “Crestron’s product range and programming flexibility meant we could accommodate all of this easily.”

He adds: “Automation comes into its own when the technology responds to things you do through your normal lifestyle without thinking, which is why the wealth of information we get from all of the sensors is able to drive the Crestron system to react in a truly intelligent way.”

Ultamation and Intuitive Homes designed a custom user interface for the Crestron TSW touch panels using Smart Graphics control to create a bespoke “man cave” feel. The system is connected to the industrial controls of the turntable to show the exact rotational position of the car. With a simple swipe the car can be rotated to specific angles to show off its best side and when the system is not in use the vehicle will always come to rest pointing outwards, towards the garage entrance.

“We knew from the initial meetings that this was going to be an exciting project and a true ‘custom installation’. Whilst there are always challenges in delivering a unique solution, it simply wouldn’t have

been possible without the power and versatility of the control system,” says Stephen Nevison, director of Intuitive Homes. “The functionality of the system on its own is amazing but the custom user interface is particularly special.”

The €430,000 (£500,000) project was completed after a 10-month period just in time for New Year’s Eve, and has since picked up accolades including ‘Best Innovative Solution’ at the Crestron Integration Awards and ‘Best Custom Solution’ at the CEDIA Awards. The homeowner is delighted with the result; “From initial concepts through to completion, the space has transformed into more than I could have hoped for and the level of automation and intelligent control adds genuine convenience, on top of the obvious wow-factor. It’s my own little Vegas.”

## Tech-Spec

- Bowers & Wilkins in-ceiling speakers
- Crestron 24x6 multiroom amplifier, extended range RF Gateway, HD 4K TxRx Pair, IR emitter, light & motion detectors, temperature & humidity sensors and Smart Graphics 7-in & 10-in in-wall touchpanels
- CYP digital co-ax to optical converter
- Future Automation TV bracket and enclosure
- Muxlab digital audio baluns
- Planet Waves cables
- Samsung 65-in TV
- Ultamation DMX Controller

## Melanie Malcolm, Bespoke Home Cinemas

"ISE is certainly worth making the trip for, as the show brings people together from all over the world - trade suppliers, installers, designers and various other industries. It has become the European hub for the latest technology trends, and it's essential for us to attend to be ahead of the game by seeing products that have just launched and being the first to order them and offer them to our clients.

Having most of our distributors under one roof is also a huge benefit as I run several businesses and don't often get chance to see agents, so we always make sure we visit every supplier we work with and hopefully meet new ones too. Last year I particularly enjoyed the open stage area where we could attend and listen to industry keynote speakers who offered up a lot of inspiration. I'm especially looking forward to visiting this area again this year.

It may be a large show but ISE is a very sociable show, and wherever you go you'll always see someone you know. You can always stop by the CEDIA area to grab a coffee and meet the staff and new industry contacts."

## Rayner Sheridan, Meridian Audio

"The show is absolutely key for us in terms of new product launches. ISE is the one

# Industry spotlight

A residential installer, manufacturer and distributor tell us why they attend ISE and what they are most looking forward to at this year's show.

show in Europe where we can display our latest technologies and meet with both current and new dealers and distributors, both socially and professionally.

Not only is the show a huge platform for us to showcase new products, but it is also a great opportunity for us to show off the additional services that we offer our dealers as well as the other brands that we distribute.

We also strongly believe in professional development, training and actively participating in the delivery of training sessions. Attending ISE provides us with the opportunity to continue to stress the importance of providing the best possible audio experience to clients by taking part in conferences or education sessions."

## Mark Taylor, Invision

"At ISE in 2017, we have multiple home automation and home cinema manufacturers working with our technical sales team in Amsterdam to ensure that our customers connect with the very latest technologies for today's automated smart home. We will use the show as a platform to unveil a number of new products for the first time in Europe.

This annual event is simply a must-attend expo for residential custom installers. Not only is the show an ideal opportunity to evaluate the new products that will help them grow their business, it's also a chance to network with like-minded installers."



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Multicast UHD from Blustream delivers virtually latency free distribution of HDMI video over a 1GB Network switch. Using lossless compression technology, Multicast delivers 4K HDR Video, Bi-directional IR and RS-232 up to lengths of 100m over a single CAT cable.

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## Multicast UHD Has 4 Operational Modes

**Matrix distribution** with unlimited configuration options (Requires 1GB network switch)

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## Simple Integration with control systems

Optional CM100 Control module simplifies;

- ➔ Control via IP, RS232 & IR
- ➔ Bridging of multiple networks
- ➔ Driver for all major control systems





# What's on show?

This year's ISE show has grown yet again with new halls, more exhibitors and an extensive list of speakers for the Smart Buildings conference. In the following pages you can explore a selection of technologies on show from halls 1 to 14 at the 2017 exhibition.

## AWE showcases URC control products

UK distributor AWE will demo control systems from URC including the TDC-7100 tabletop controller, TKP-7600 in-wall touchscreen and MX HomePro control system.

The TDC-7100 tabletop controller and TKP-7600 in-wall touchscreen provide whole-house control of entertainment and smart home products. It features a 7-in colour touchscreen, built-in camera, microphone and AV intercom. The tabletop controller includes an integrated inductive charging base.



With network cameras, the TDC-7100 and TKP-7600 can display live video for surveillance. Both offer visual status feedback from URC devices and third party products.

The URC MX HomePro is a cloud-based smart home control that incorporates a smart hub, remote control and mobile app.

**Stand: 1-N18**  
[www.awe-europe.com](http://www.awe-europe.com)

## Paradigm to make ISE debut

Paradigm Electronics will showcase speaker designs including its entire range of CI in-wall and in-ceiling speakers, when it exhibits at ISE for the first time.

The range comprises CI Home, Pro, and Elite models that will be shown alongside in-wall LCR models for home theatre applications.

Also on stand will be the Garden Oasis series, a scalable outdoor speaker system and Premium Wireless series that combines Paradigm's loudspeaker and amplifier engineering with DTS Play-Fi wireless streaming technology. The Prestige series will also make an appearance alongside Paradigm's flagship Persona speakers.



**Stand: 14-B180**  
[www.paradigm.com](http://www.paradigm.com)

## Crestron to launch Crestron Studio software update

Crestron will introduce the latest version of Crestron Studio Software at the show.

The software now allows programmers to add Pyng Trigger/Listens to Studio projects thanks to integration with Crestron Pyng.

Crestron has furthermore expanded the remote programming functionality of Crestron Studio, enabling operators to customise default programming easily at the customer's request.

The manufacturer states the software can automatically build pages and connect all programming with 'one-click' to integrate with Sonos products.

The UI has additionally been refreshed with updated user interfaces and TV presets designed to make programming quicker for operators.

**Stand: 2-C24**  
[www.crestron.com](http://www.crestron.com)

## Blustream launches video distribution and control systems

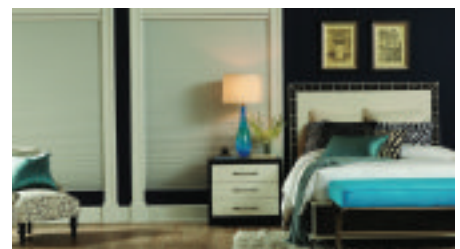


Blustream will launch a number of video distribution and control systems and offer hands on demos of its Custom Pro HDBaseT Matrix, the Blustream Multi-Room AV Control App and Multicast UHD Video over IP at the show.

The Custom Pro 4K Matrix allows installers to specify the I/O structure and choose additional control features required for a specific project. The Custom Pro Matrix features robust housing and interlocking board configuration. Optional features include audio breakout, simultaneous HDBaseT/HDMI outputs, RS-232 pass through and a web browser interface module.

**Stand: 5-V35**  
[www.blustream.co.uk](http://www.blustream.co.uk)

## QMotion unveils Honeycomb shades



QMotion will unveil its range of energy-efficient Honeycomb shades that offer a 4mm gap on either side and can be automated using QMotion's QiS ZigBee system.

The shades use a cell-like fabric technology that is designed to keep spaces cool in the summer and warm in the winter. A collection of fabrics are offered with nine options for headrail covers and bottom rails. Translucent and blackout fabrics are available.

Installers can integrate blind control of the motorised shades into a whole house or single room automation system.

**Stand: 1-M80**  
[www.qmotionshades.co.uk](http://www.qmotionshades.co.uk)



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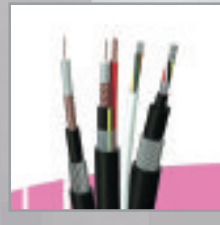
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## AudioControl adds sound formats via firmware updates



AudioControl will show DTS:X immersive surround format and DTS Neural Surround for its Concert AVR-7 and AVR-9 home theatre receivers alongside its Maestro M9 theatre processor.

The surround formats can be added to models already in the field via firmware update. AudioControl's auto-calibration and object-based surround processor can determine proper levels and placement

for dialogue and sound effects.

DTS Neural Surround up-converts conventional stereo sources such as streaming content, TV broadcasts and gaming soundtracks into 5.1 or 7.1 surround, as well as a 7.1.4 immersive format.

**Stand: 1-N115**  
[audiocontrol.com](http://audiocontrol.com)

## Come and meet the team

Hidden Wires will once again join sister titles InAVate EMEA, InAVate APAC and InAVate Russia when the media resource exhibits at ISE.

Joining the pro AV titles on stand will be ISEshow.TV, which for the second year will be produced by InAVate.

Hidden Wires would like to invite all readers to enjoy free hospitality and a



place to rest or conduct meeting during the show at its stand.

**Stand: 1-Q35**  
[www.hiddenwires.co.uk](http://www.hiddenwires.co.uk)

## RTI showcases keypad and touchpanel

RTI will show the WK2 water-resistant in-wall keypad that features an all-glass exterior construction with an integrated solid-state keypad and a monochrome OLED display.

The WK2 provides control of distributed audio along with other electronic systems, with two-way feedback and is compatible with RTI's XP processors.

Also on stand will be the CX10 countertop/undercabinet touchpanel. It has a 10-in, high-resolution LCD touchscreen and can be used as an HD video display with integrated HDBaseT input and stereo speakers. Additional

features include video intercom support and a built-in composite input to view video from security cameras and other devices. The unit supports wired and wireless Ethernet for two-way control and feedback, and programming. The display also features a tilt range from 10- to 90-degrees.



**Stand: 1-P58**  
[www.rticorp.com](http://www.rticorp.com)

## James Loudspeaker to display FXA Series

James Loudspeaker will show the FXA Series angled baffle architectural series speakers for in-ceiling and in-wall applications.

The FXA Series speakers feature an edge detail that the company claims appears virtually flush once installed.

It is suited to delivering an L/C/R and/or surround system for in-wall or in-ceiling, allowing downward coverage adhering to the specifications required



for Dolby Atmos, Auro-3D and DTS:X.

Two choices of tweeters are available. The FXA Series have a single beryllium tweeter. FXAQ versions use the James proprietary quad array tweeter, feature four 0.75-in aluminium dome tweeters delivering wide coverage, and are timbre-matched to James QX and QXC models. Each FXA and FXAQ speaker features dual 3-in mid-range transducers mounted along with the tweeter on a 30-degree baffle angled towards the listening area.

**Stand: 7-P210**  
[www.jamesloudspeaker.com](http://www.jamesloudspeaker.com)

## Meridian previews 2 amps alongside zone controller



Meridian will focus on the Meridian 258, a dedicated rack-mount eight-channel power amplifier that can be integrated with existing passive loudspeaker systems. The cold-running Class D amplifier delivers >100W per channel into 4 Ohms and is 1U high.

Also on show will be the Meridian 857, a reference two-channel power amplifier delivering 500W per channel into 4 ohms. It is bridgeable to >1.5KW and is available as a dedicated rack-mount variant.

The Meridian 218 Zone Controller will also be previewed. It combines digital and analogue inputs and outputs, is Sooloos/MQA-enabled and is suitable for distributed audio applications.

**Stand: 7-Q214**  
[www.events.meridian-audio.com](http://www.events.meridian-audio.com)

## Antiference bolsters HDBaseT matrix products



Antiference will showcase developments in HDBaseT matrix products alongside new HDMI - DVB-T modulators.

The UHD Tricolour HDBaseT POW matrix range was launched in 2014 and has evolved into a system for HD distribution with an on-board control system and remote management system. It now encompasses the Neo branding and offers HDCP 2.2 support in 4x4, 6x6 and a modular 8x8 system. It also works with Alexa and features a CEC based control system.

**Stand: 9-A164**  
[antiference.co.uk](http://antiference.co.uk)



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Installation and photo of INSIGHT 4K theatre, courtesy of Movietime.

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## Stealth Acoustics presents outdoor theatre system

Stealth Acoustics will showcase its Stealth Patio Theater (SPT), a weather protected outdoor system. It integrates an HD P3 LED screen with multi-channel surround sound, including Atmos, using Stealth's IP-68 rated LR3 loudspeakers and B30 sub-woofers, amplification and Digital Signal Processing technology. It is available in 103-in, 130-in and 150-in screen sizes and has an automated lifting mechanism.

A 1080p system processor provides media playback from up to seven different sources.



Stand: 5-R117

[www.stealthacoustics.com](http://www.stealthacoustics.com)

## Aquavision adds IP control to Nexus+ range

Aquavision will showcase IP control on the Nexus+ range that allows the five television models to integrate with other products in multiroom environments.



The Nexus+ range also has Freesat HD and Freeview HD receivers. It is available in 16-in, 22-in, 27-in, 32-in and 42-in and larger models, 55-in, 65-in and 85-in in the Elite 4K UHD range. The 4K Ultra HD format offers 178-degree viewing angles. Aquavision offers three frame styles to choose from including Frameless, Classic and Silhouette. The four glass finishes are Black, Polar White, MirrorVision and Mirror Vision+ (a mirror with no visible signs of a screen when the television is off). The televisions offer IR, IP and RS232 controls.

Stand: 5-V115

[www.aquavision.tv](http://www.aquavision.tv)

## Autonomic shows music streamer

Autonomic will show the MMS-1e music streamer, featuring the company's eAudioCast proprietary audio-over-Ethernet technology.



The solid state MMS-1e music streamer is a single or dual stream whole-house music player. The eAudioCast technology can transform the MMS-1e's single stream into two network streams when paired with Autonomic eSeries amplifiers. If more than two simultaneous music streams are required additional MMS-1e streamers can be added.

The MMS-1e supports popular streaming services, high-resolution audio up to 192 kHz /24 bit and is compatible with many smart home platforms. The MMS-1e supports one analogue output through its onboard 192 kHz /24 bit DAC, plus mirrored high-resolution PCM digital outputs in Coax, HDMI and USB to DAC formats.

Stand: 5-R119

[www.autonomic-controls.com](http://www.autonomic-controls.com)

[www.hiddenwires.com](http://www.hiddenwires.com)

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## Videotree to debut mirror and outdoor TVs

Videotree has announced that it will launch a number of mirror, outdoor and waterproof TV lines.

The company will highlight its offerings for the residential, commercial and marine markets. It will focus on showcasing its recently announced Titan, Lifestyle and Illusion ranges, comprising of framed

mirrors waterproof in-wall and on-wall units and reflective outdoor TVs.

Visitors to Videotree's stand will also have the opportunity to win an on-wall, waterproof 27-in TV at the show.

**Stand: 5-R20**  
[videotree.com](http://videotree.com)

## Amina introduces Edge speakers

The range delivers performance of up to 93dB, 1W/1m (Edge7). Featuring a tapered perimeter, the Amina Edge products use a dry-wall/dry-lining installation approach for deployment within walls or ceilings in new build or retrofit applications.

The Edge series features a newly developed front panel incorporating fire retardant and low smoke and fume properties. The panel uses a high performance glass filled core to ensure it is stiff, light and damped.

The range currently comprises of the

Edge7 and Edge5. The Edge7 is capable of handling 75W of continuous power (with peak power handling of 150W). Maximum achievable peak Sound Pressure Level (SPL) is just under 115dB at 1m. The Amina Edge5 can handle 50W continuous power (100W peak).



**Stand: 1-N18**  
[www.amina.co.uk](http://www.amina.co.uk)

## LILIN debuts latest surveillance offerings

LILIN has announced that it will showcase its IPC0422 day/night IR IP marine camera at the show.

The manufacturer's latest camera products will line up against NVRs and a door station that allows users to control LILIN IP products from the same software platform that controls other appliances in their home.

Featuring 1080P resolution at 30FPS, the IPC0522 door station features a built-in HD camera with lens distortion correction. It offers improved low light performance with Sense Up+ and 3D Noise Reduction to deliver low-light image without motion blur.



**Stand: 9-B151**  
[www.LILIN.tv](http://www.LILIN.tv)

## Basalte showcases Eve Pro mount

Basalte will show Eve Pro, its wall and table mount for iPad Pro 9.7-in that is made of high-grade aluminium and keeps the iPad continuously charged.

The mounts come in three finishes: brushed aluminium, brushed black and satin white. They are mounted on the wall using two screws and have charging available via the Puck. This converts 24V DC to USB and fits in a standard wall box. The iPad can be locked in the mount using the optional security cover.

Eve wall mounts are also compatible with iPad mini 1-4, iPad Air 1-2, iPad Pro 12.9-in and iPod touch 5-6. Eve is additionally available as a table top solution for iPad mini, iPad Air and iPad Pro 9.7-in.

**Stand: 5-U65**  
[www.basalte.be](http://www.basalte.be)

## NueTec unveils Active Optic Fibre ecosystems

NueTec will focus on Active Optic Fibre systems to replace copper cables and transmit 4K Ultra HD/Ultra HD/4K HDR over short and long distances.

The company states it can offer 4K ultra HD transmission - HDR, 60Hz, 10bit up to 70m away from source. It sends stable 4K signal (18Gbps) using universal

HDMI2.0 connections.

The NueTec ecosystems are capable of 30Gbps and stable transmission of 3840x2160 at 10bit due to a minimum 18Gbps bandwidth available at up to 300m.

**Stand: 6-K152**  
[www.nuetec.uk](http://www.nuetec.uk)

## Atlona expands presence



Atlona's product demonstrations will include the international debut of OmniStream, the company's first line of AV over IP offerings.

It will also debut its latest switching, distribution and connectivity products, including the AT-UHD-CLSO-840, an 8x4, 4K HDMI and HDBaseT switcher. It will line up against the newest member of the SW-5 4K/UHD switcher series, featuring DisplayPort and USB-C connectivity, with support for wireless BYOD.

Atlona will also showcase its most recent developments in HDR distribution by highlighting updates to its EDID emulation tools, audio converters, in addition to its HDMI distribution and switching products.

Another introduction at the show will be the Atlona Control Suite and Atlona Control Gateway - providing a scalable platform for controlling Atlona products and third party products.

**Stand: 1-S92**  
[www.atlona.com](http://www.atlona.com)

## Optoma to launch projectors



Optoma will showcase lamp-less laser 4K DLP projection and mapping systems, as well as its latest range of NuForce consumer audio products.

The Optoma stand will present its laser phosphor projectors, a 4K UHD projector using single chip DLP technology and mapping systems.

The stand will be organised into zones with demonstrations taking place throughout the show.

Optoma's lamp-less ZU650 laser projector will also feature on the stand, and is shortlisted in the 2017 InAVation Awards 'Technology for Leisure' category.

**Stand: 1-H120**  
[www.optoma.com](http://www.optoma.com)

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## Mike Blackman on ISE 2017

This year major investment and improvements we've made will ensure that ISE 2017 is the biggest and best so far with over 1,100 exhibitors on the show floor and an anticipated attendance, totalling more than 60,000.

We're unveiling an updated show floor, which will allow the show to grow without compromising the quality of the experience we offer both visitors and exhibitors. We've added a new hall (Hall 9) and re-organised the show floor layout, including a dedicated residential exhibitor zone to make sure that it maximises the attendee experience.

There will be significant education opportunities at the event. This includes CEDIA's largest ever training programme and a Cybersecurity Conference put together jointly by CEDIA and InfoComm (Friday February 10). We also urge attendees to check out the content in our free to attend show floor theatre programme, including the Residential Solutions and CEDIA Smart Building theatres.

By giving a platform for even more to see and do across the four show days, we're sure that everyone involved will have an

extremely productive ISE.

Two undoubted highlights of the show will be the ISE Opening Address from award-winning German architect and principal of Buro, Ole Scheeren, and Friday's closing keynote speech from Daniel Lamarre, the president and CEO of Cirque du Soleil.

Ole Scheeren will share his vision of contemporary architectural and urban development and explore how technology and architectural design combine to influence the creativity of each discipline. Meanwhile, Daniel Lamarre will explore how unlocking creativity and embracing new technology can grow your business.

We're also very excited about this year's Smart Building Conference, which immediately precedes ISE, taking place at the RAI on Monday February 6. In my view, the programme for this one-day, twin track summit is the strongest ever. We're thrilled to welcome experts from some of the world's foremost thinkers and most innovative global brands, including Amazon, Bosch, Cisco, Google, IBM and many others.

*Mike Blackman is managing director of ISE*

# DATES FOR THE DIARY

## February 6 08:30-18:00 Smart Building Conference

*The Forum, E102, Ruby Lounge at the RAI*

A key date on the residential event calendar, the Smart Building Conference brings together some of the brightest minds from the smart home industry to share business strategies, market research and case studies to inspire and inform. This year's line-up includes speakers from IBM, Amazon and Google.

## February 7, 13:30-14:00 'How custom installation can learn from security' By Adrian Johnson, Visualint

*Residential Solutions Theatre*  
Reflecting on 20 years' experience working in the security industry around the world, Visualint's CEO explores how remotely monitored CCTV is on the rise in the USA, and now Europe, and how custom installers are in the ideal position to become trusted security providers. He will also discuss how healthy recurring revenues and competitive advantage are up for grabs when it comes to offering monitoring and automation services.

## 14:00-14.20 CEDIA: 'Watching Sports and Movies in the Year 2020' By Michael Heiss, M. Heiss Consulting

*Stand 1-F21 (CEDIA)*  
HiddenWires' columnist and consultant Michael Heiss brings his entertaining outlook on future technologies to ISE, presenting a talk at the CEDIA booth asking questions such as "Where will 8K, VR for video, immersive and interactive audio be in 2020, how will

the content get to the home and what will we use to receive, process and display it?" His 'New Technologies Update' course also returns after a ten-year absence (at 11:30-13:00, Room D201) - not to be missed.

## February 8, 12.00-12.20 CEDIA: 'How Humans Will Interface Technology in the Year 2020' talk By Alex Capacelatro, Josh.ai

*Stand 1-F21 (CEDIA)*  
Capacelatro is becoming well regarded as one of the most interesting new voices in the automation sphere as he and his company, Josh.ai, gain more attention since their debut at the CEDIA Expo. His dynamic presenting style is sure to engage those at the CEDIA stand, as his TED-style talk examines how next home control will evolve following the success of voice control. His education session (Feb 9, 14:00-15:30, Room D202) will explore in-depth how to fully integrate voice control with Crestron, Control4 and Savant systems.

## 15:30-16:00 'The five essentials of 4K and HDR video' By Ken Eagle, Atlona

*Residential Solutions Theatre*  
Atlona's training and technical sales expert navigates how recent developments in 4K and HDR will affect the CI channel. He will pinpoint five topics necessary to master to successfully design and install 4K and HDR AV systems, including how to estimate bandwidth requirements, preparing for cable limitations and being up to date on hardware and copyright considerations, as well as breaking down the essentials of 4K and HDR formats.



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