

Annual Conference for Training Centres

Siemens Regensburg
16/06/2009

Ufuk Unal

www.knx.org

Introduction

- Updated Requirements for Training Centres
- KNX Members
- Facts & Figures KNX Certified Training Centres
- Facts & Figures KNX Partners
- KNX Online Shop

KNX Association: new offices



■ With KNX inside!

- Lighting control (DALI)
- Sun shading
- Heating/Cooling
- Control panels
- Presence /smoke detection
- Operation via telephone
-

New Address: De Kleetlaan 5, bus 11, B-1831 Diegem

KNX: The worldwide STANDARD for home & building control

UPDATED KNX REQUIREMENTS

Updated Requirements

- **By KNX Executive Board decision in 0509**
- **Changes**
 - Safety instruction: no confirmation in writing
 - Practical exam results may be printed electronically
 - Archiving of issued KNX partner certificates on KNX server only
 - Results of exam are anyway stored in Brussels
 - Online courses: presence at training centre obligatory for practical part + exam
 - Issuing KNX basic course certificate optional

Updated Requirements

■ Changes

- PC equipment for tutor: property of training centre
PC equipment for students: may be rented / brought by students
- ETS 3 Professional on tutor PC:
 - 1/3 for non-ISO 9001 certified training centres
 - 1/4 for ISO 9001 certified training centres
- ETS Trainee on student PC:
 - 50 EUR / PC dependent
 - 100 EUR / dongle
- No inspection: Evaluation of sent documentation at KNX Association (surprise inspections possible)

Updated Requirements

- Contents advanced / tutor course updated allowing shorter tutor course
 - Current Situation:
 - 40 hour basic course (theoretical & practical exam)
 - 40 hour advanced course
 - 24 hour tutor course (theoretical & practical exam)
 - Goal:
 - 40 hour basic course (theoretical & practical exam)
 - 40 hour advanced course (**theoretical & practical exam**)
 - 24 hour tutor course (**only theoretical exam**)
 - Entry exam to tutor course for students without advanced course certificate: theory and practical exam of advanced course
- Only charging of annual fees (500 EUR)

Updated Requirements

▪ *Update of tutor knowledge*

- The tutor shall keep him/herself continuously up to date with the latest KNX developments in any of the following ways:
 - Study of any new versions of the KNX tutor documentation made available electronically to certified training centres;
 - Participation in the annual KNX conference for training centres;
 - Study of the bi-annual KNX journal;
 - Study of KNX related product documentation;
 - Visits to national or international fairs;
 - ...

KNX++ Training Centres

■ Current situation

- 3 training centres offering KNX tutor courses in Germany
 - Dial Lüdenscheid
 - Bfe Oldenburg
 - Siemens Regensburg
- KNX Association offering tutor crash courses on demand
- In order to serve candidate tutors in their mother tongue:
New KNX++ Training Centres outside of Germany, i.e. Spain, Italy, UK, China, France, Belgium,...

KNX MEMBERS



KNX: a system used worldwide

- **Phenomenal growth in the number of KNX members**
 - Since achievement of ISO/IEC status
 - Increased visibility of KNX in the market place
- **Interest for KNX membership is now international:**
 - Canada, Australia, Japan, Finland, China, ...
- **New application domains:**
 - AV Control
 - HVAC
 - Touch panels
 - Software development
 - Switchgear
 - Controllers,



KNX: new members 2008

1st 
Embedded Automation 

1st 
dynalite 

11th 
geca  **ESN** 
DIVUS 

71th 
beyerdynamic 

2nd 
Ssys  **basalte** 

5nd 
stumpfl 

1st 
function 

 **KOMTECH** 
tci  **ESYLUX** 

10th 
VITY TECHNOLOGY 
SIRLAN  **NEWRON SYSTEM** 

2nd 
uponor 

2nd 
CD 
 CDInnovation

 **NSYS MICROELECTRONICS** 
Miele  **ELDAT** 

12th 
EGi   **B** 
ingenium  **ADD**  

4rd 
CR remeha  **BELDEN** 

4th 
GVS 

B.E.G.  **N1CCO** 
 **Vestamatic** 

6th 
ARMOUR HOME ELECTRONICS 
PROMOVEO TECHNOLOGY 

3rd 
Russound 

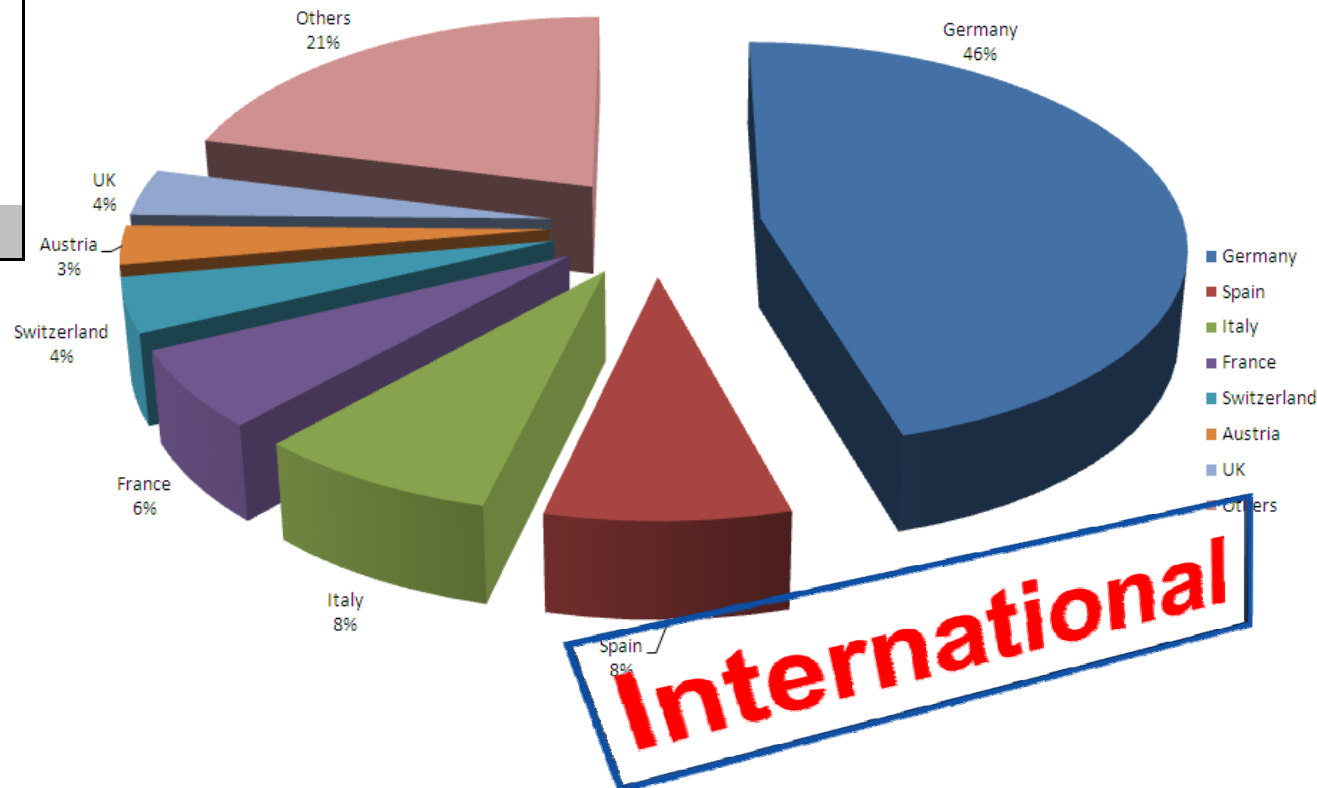
viega  **BACHMAN**  **MDT technologies** 

New KNX members in 2009

Company	Country		
COMTEC France	France		
Helvar	UK		
Daikin	Japan		
Bertelli	Italy		
ON Semiconductor	Belgium		
CONTROLtronic	Germany		
EnOcean	Germany		
ibs intelligent building services	Germany		
Macostar	China		
Nagel Elektroanlagen	Germany		
Faidon-Iosif Nenedakis	Greece		
Anasus Nkosi's Lab	Spain		
IRCA SpA	Italy		
NetStreams	US		
Crestron International	Belgium		
Embedded Systems, SIA	Latvia		
Der Kluth GmbH	Germany		
Thermokon Sensortechnik	Germany		

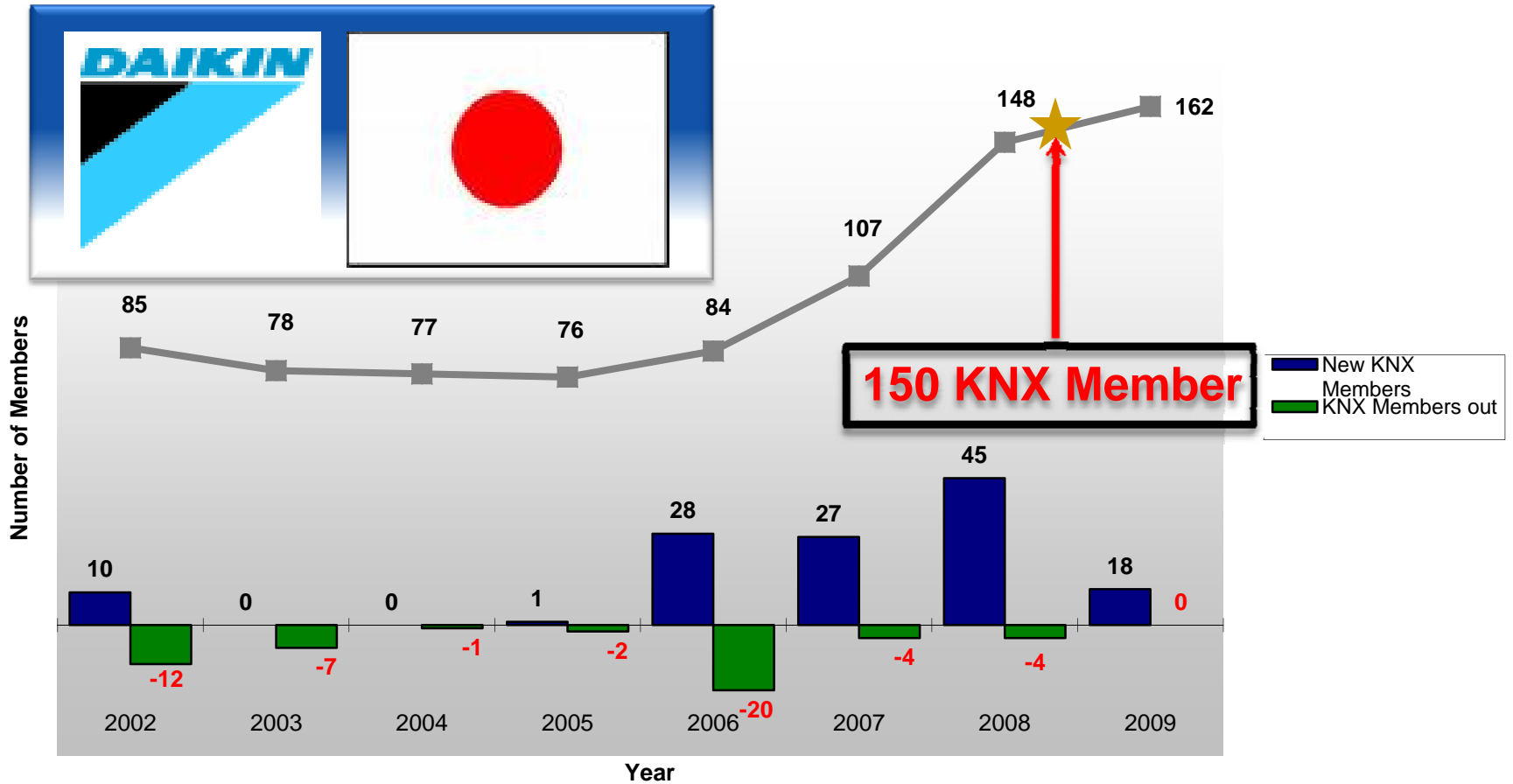
KNX: less a German club

Countries	Nr members	%
Germany	74	46%
Spain	13	8%
Italy	13	8%
France	10	6%
Switzerland	7	4%
Austria	5	3%
UK	6	4%
Others	34	21%
Total	162	100%



Passing the 150 mark!

KNX Member Evolution 2002 – June 2009



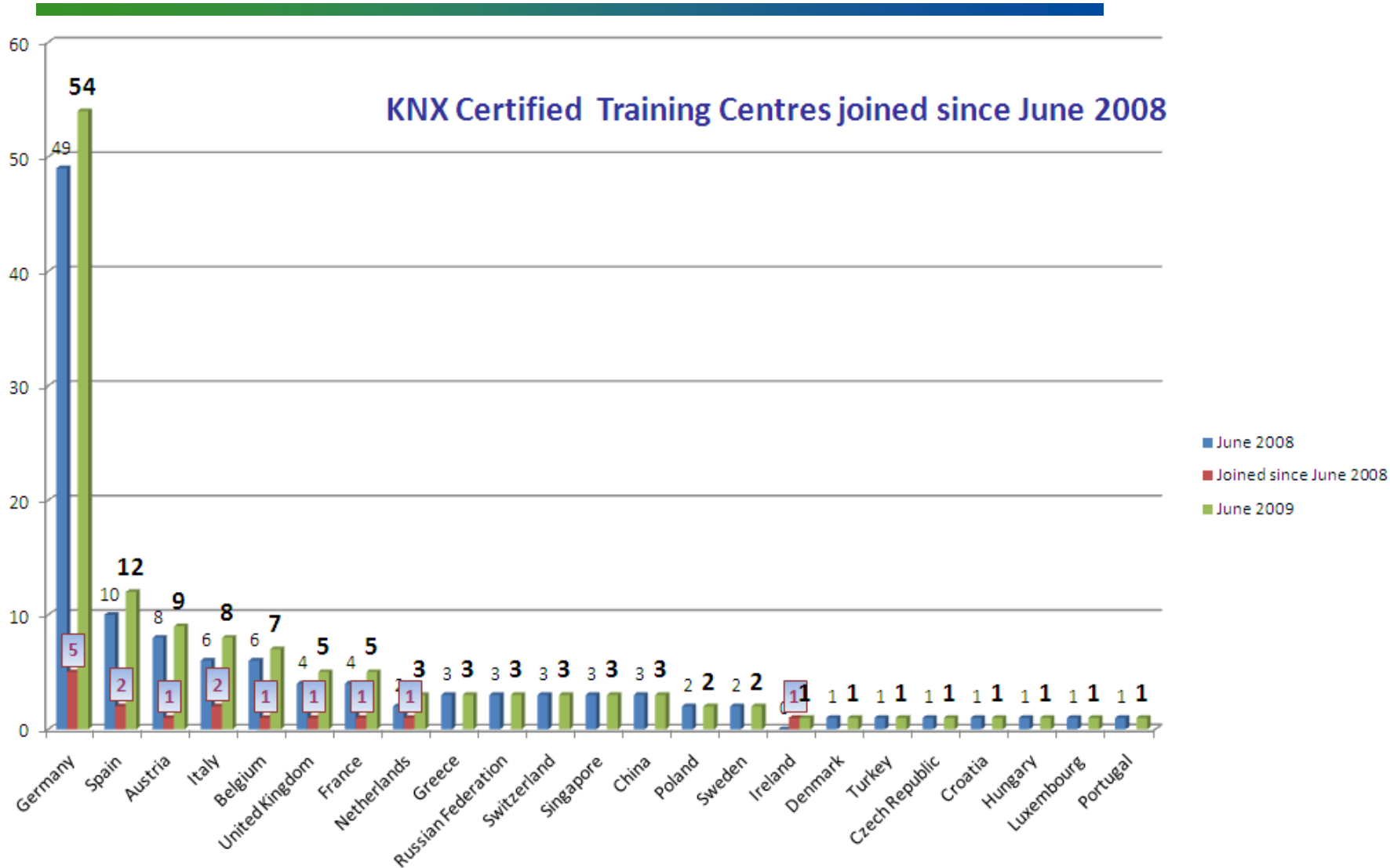
FACTS & FIGURES



Facts & Figures

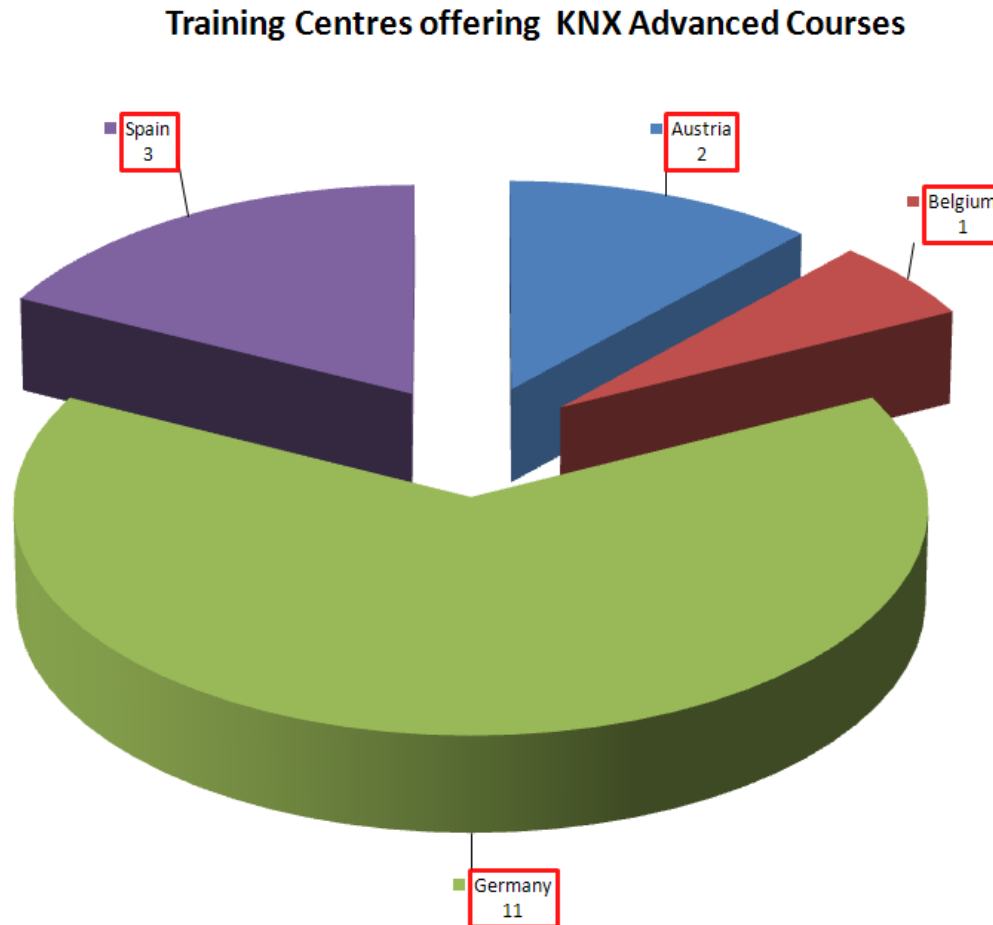
- **130 Training Centres in 23 countries**
- **Since June 2008**
 - Austria: 1
 - Germany: 5
 - The Netherlands: 1
 - France: 1
 - UK: 1
 - Italy: 2
 - Belgium: 1
 - Ireland: 1
 - Spain: 2

KNX Certified Training Centres



Advanced Courses...

- 18 Training Centres offering KNX advanced courses



KNX Partners

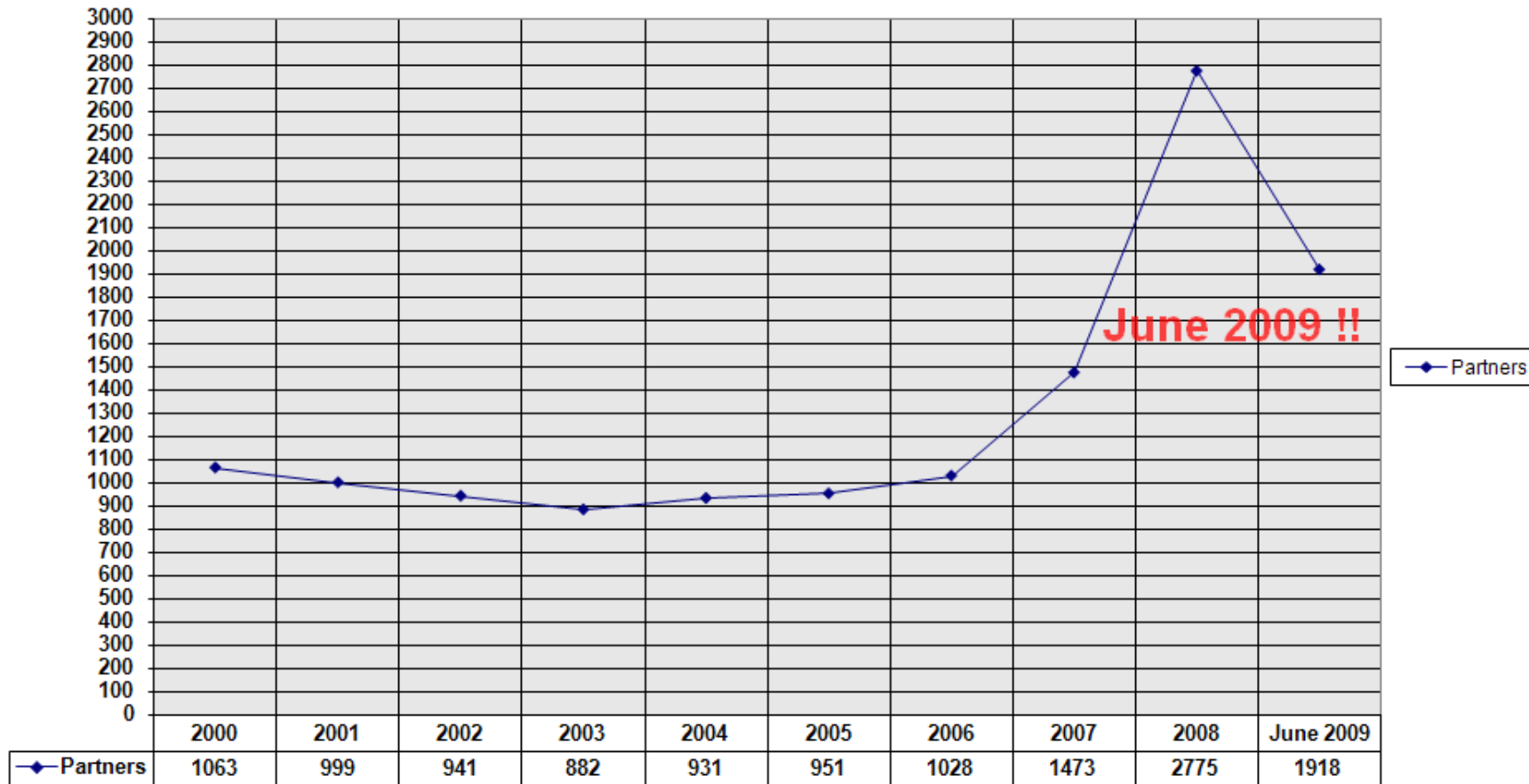


Since Introduction of OLT

- **Total of 15 920 KNX Partners in 93 countries!!**
- **220 KNX Partners followed an advanced course**
- **Since Introduction of Online Shop (June 2008)**
 - **4 320 KNX Partners** successfully added in Online Shop
 - 2180 German speaking KNX Partners
 - 2140 non-German speaking KNX Partners
 - **47 KNX Partners** female
 - **75 KNX Partners** have followed an advanced course since OLT

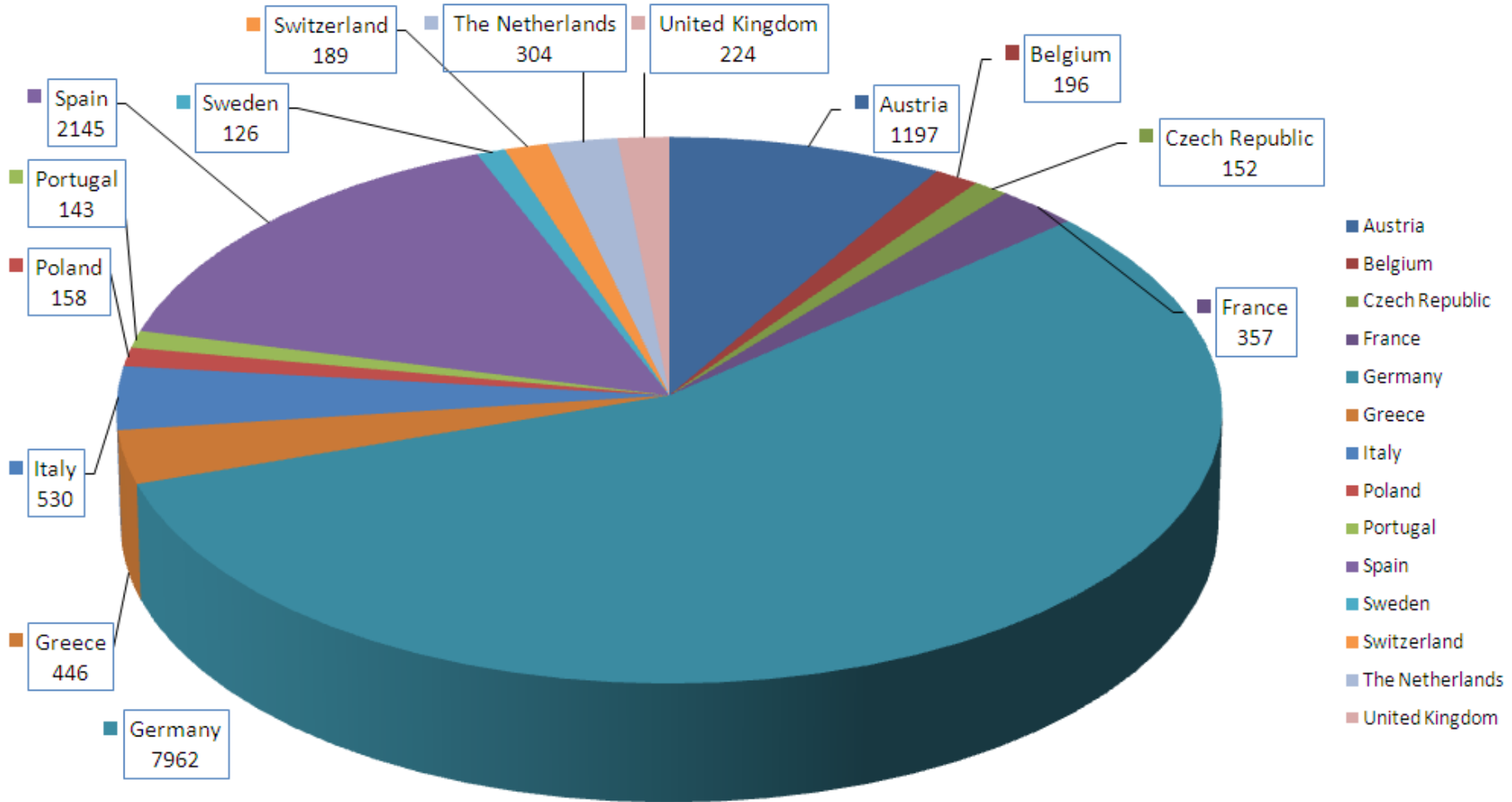
Remarkable growth of partner registrations

Partners 2000 - June 2009



Split of partners in Europe

Partner statistics - split of partners in Europe 2000 - June 2009



KNX Online Shop

Tips

- **Registration for advanced course sometimes not possible by TC:**
 - Students may be old Partners (still stored in old DB)
 - Linking of partner data to OLT customer data still needed → contact to KNX necessary
 - Avoids duplication of customer data in OLT
- **Registration for tutor students now also possible!**
- **New training documentation: now only available in TC Online Shop account (FTP Server only PL and TR).**



Snapshot OLT

- My details
- My products
- My offers
- My orders
- My invoices
- My vouchers
- My students

- New order

- ▶ Email KNX Sales
- ▶ KNX Journal Action
- ▶ ETS 2 action
- Info & Links
- Onlineshop FAQs
- Support FAQs
- How to license
- Replacement key/ Dongle
- EU Dongle per Express
- Training Documentation
- Free CD request
- Catalogue/Downloads
- Prices
- Voucher Codes Info

KNX Online Shop


+


Ongoing special actions

ETS 2 → ETS 3 Upgrade Action (Menu left, links, à gauche)

ETS STARTER UPGRADE ! (Menu left, links, à gauche)

More information

ABOUT ETS 3 STARTER : Since 1st January 2009 this product is no longer discontinued ! See our special upgrade action to ETS 3 Pro in left main menu.

Payments in EURO only !!: Please note that ANY invoice must be paid in EURO.

About VAT numbers: Please bear in mind that not providing a European VAT number, an administrative fee of 50€ will be charged for correction.

Express dongle sending to European countries ➡➡ If you order from outside Europe, please provide your information in the left main menu.

Important when paying by Visa or MasterCard: When you want to pay by card, payments after 14H00 will mean sending out the goods with 1 working day delay.

- My details
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- Home
- Log out

BASIC COURSE (Edition 12/09/2008)

Correction slight 14 & 15 Communication!! (08/05/2009)
Update + new layout of the following chapters: Communication, Bus devices, System, ...
All other chapters: new layout.
Exam questions: new exam questions added + new layout.

TUTOR COURSE (NEW: Edition 29/01/2009)!!

Update + new layout of the following chapters: Structure and Scope, Software, History, ...
New chapter: IP Communication
Moved: Interworking, Integrated Applications, Coupler, Powerline.
All other chapters: new layout.

ADVANCED COURSE (NEW: Edition 10/12/2008)!!

Additional chapters: Interworking, Integrated Applications.
Update + new layout of the following chapters: Flags, Supplementary Tools.
All other chapters: new layout.

English Training Documentation [download](#)

English Exam questions/answers [download](#)

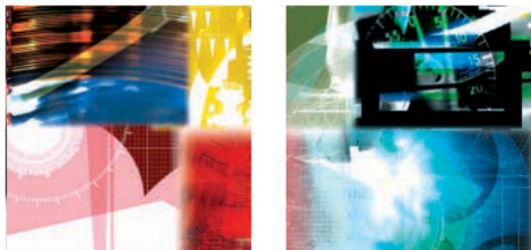
English Advanced Course [download](#)

English Tutor Course [download](#)

Training Centre logo [download](#)

Boosting student numbers at TC's

- **Free ETS Trainee Version for each registered student in the Online Shop**
 - ETS Trainee voucher will be made available after registration of the student
 - ETS Trainee dependent Version (not dongle)
 - Student can use Trainee Version @ Home
 - Student can bring this Trainee Version to the training centre (laptop).
 - 12,5 % rebate remains in place. Can be used to upgrade to ETS 3 Professional
 - Advantage for student at certified TC: 200 EUR
 - **Opportunity for KNX certified training centres to attract more students to basic courses**
 - Launch: End of June 2009



Thank you for your attention !

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