

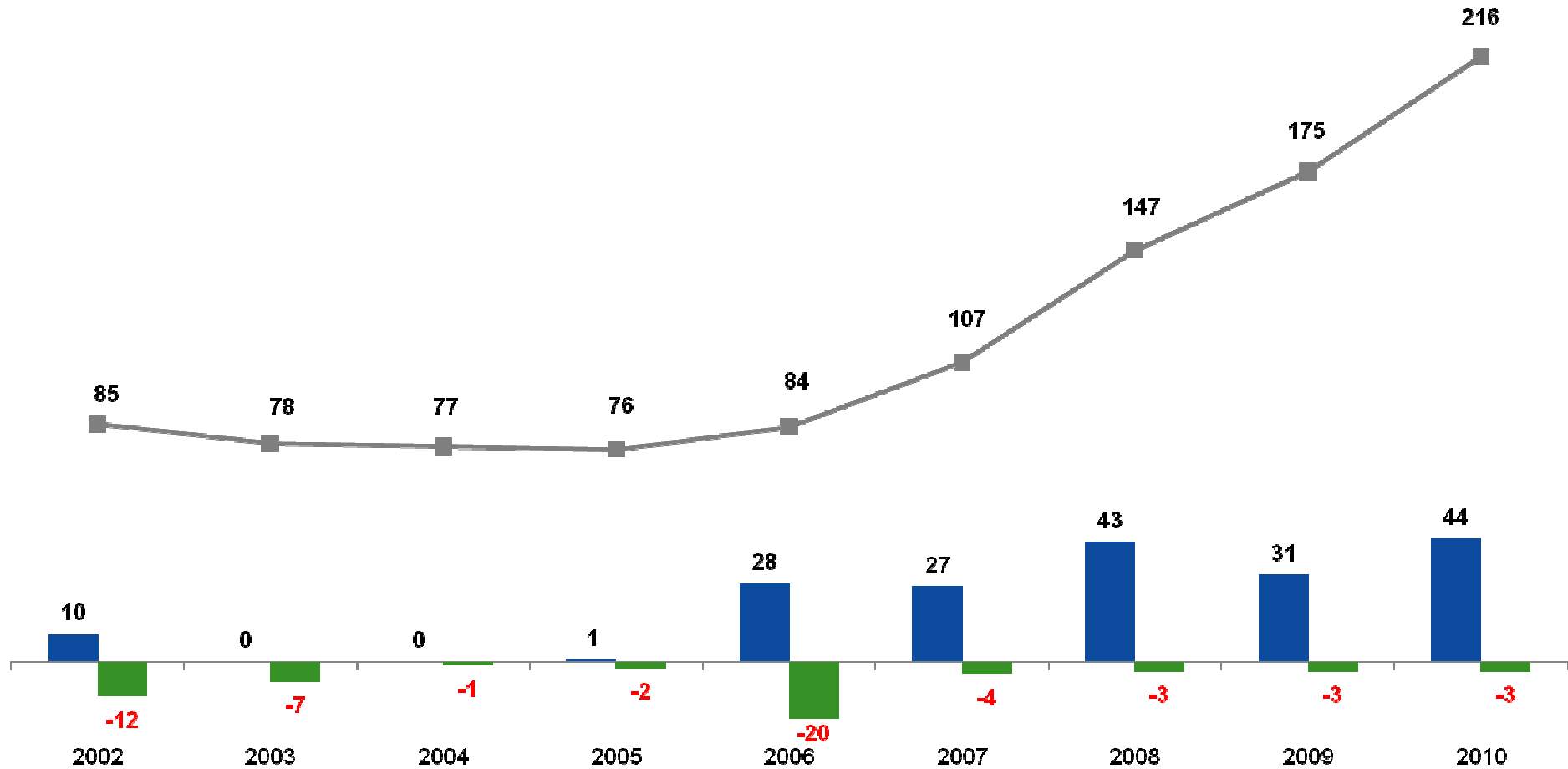
KNX – a success story

Godehardt Schneider
President

KNX Association International

www.knx.org

Number KNX Members 2002 to end 09/2010



KNX Marketing: KNX Members

44 new members – 15 countries – 2 new

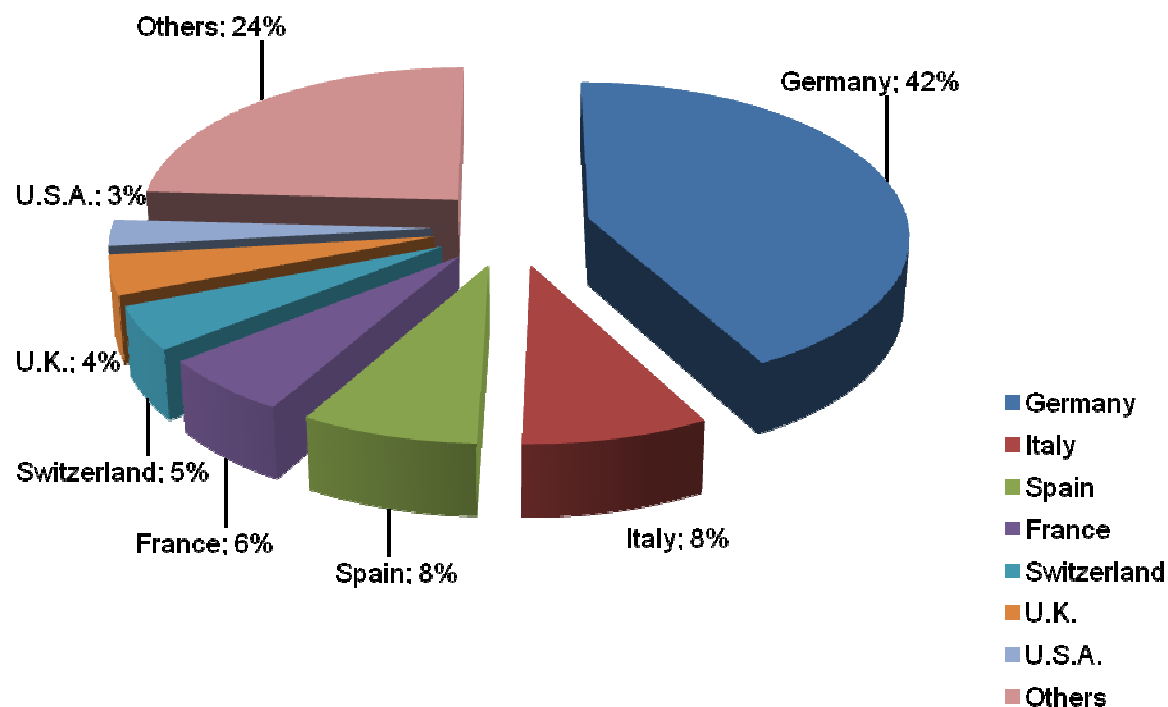


The image displays 16 green boxes, each representing a new KNX member from a different country. Each box contains the member's logo and the national flag of their country. The members are:

- Austria:** BILTON ED LIGHTING, easyMOBIZ, INTEL-TREND
- Canada:** MatrikonOPC
- China:** LDS 莱得圣 international, TIANSU
- Croatia:** Apricum
- Denmark:** QEES
- France:** Bleu Comm' Azur (Your home at your fingertips: PROKNX)
- Germany:** AWS, HOME COCKPIT, ElabNET (Elaborated Networks GmbH), Building Management Systems (great systems for easy living), empure, preussen automation, denro, EAS SYSTEMS, hugomüller, trivium
- Italy:** sinapsi (SYSTEM INTEGRATOR), domoticalabs, easydom, Blucasa
- Spain:** eissOUND, NormaLux, DINUY, multidomo network, DKX TECHNOLOGY
- Norway:** 1st, sensio (adapt control solutions), Radiocrafts (Embedded Wireless Solutions)
- Saudi Arabia:** Dätwyler Cables, MACTECH (First Manuf in Country)
- Taiwan:** Lite-Puter, HEP (ower for light™) (First Manuf in Country)

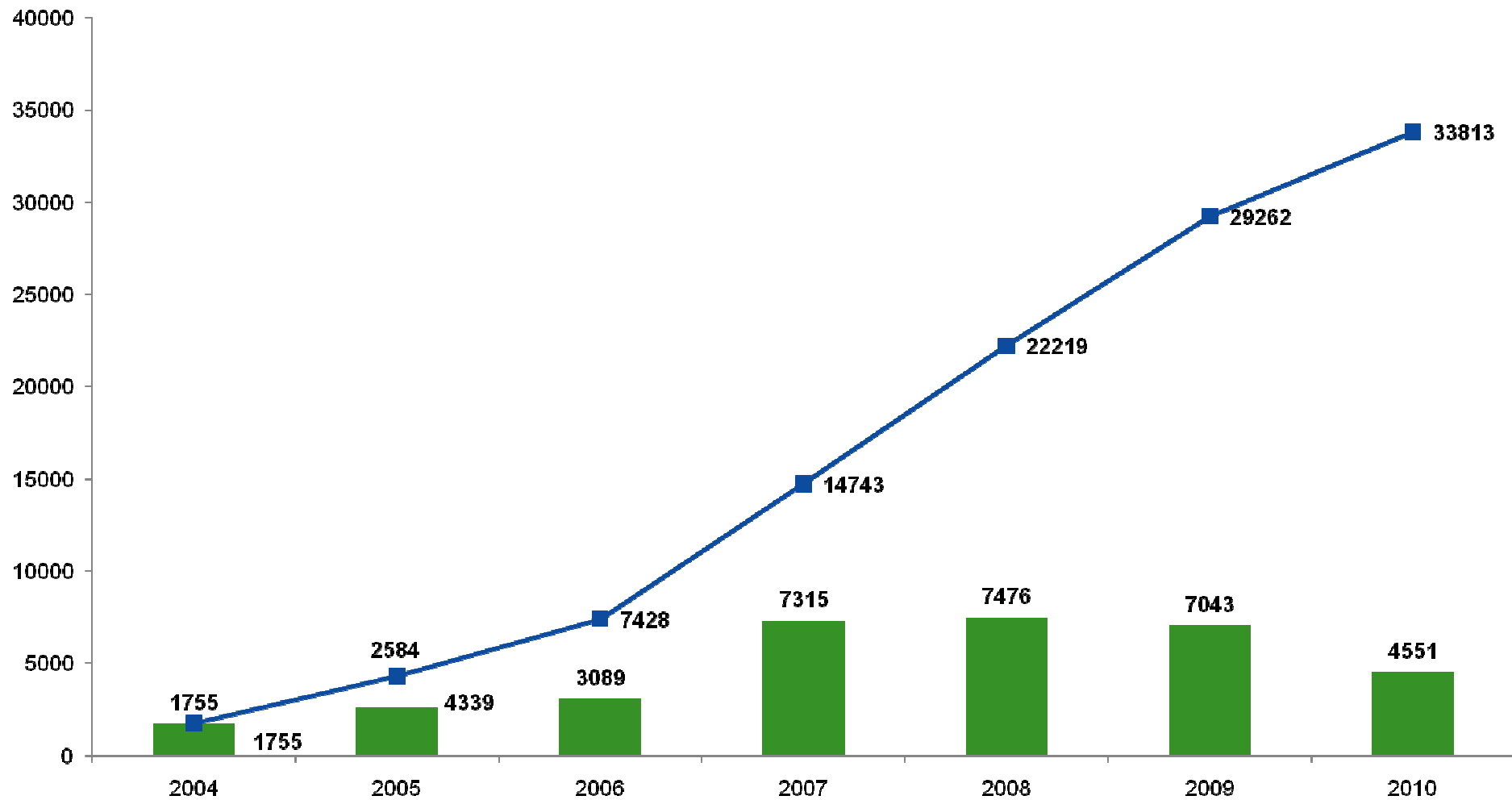
09/10: breakdown origin KNX members

Countries	Nr Members	%
Germany	91	42%
Italy	18	8%
Spain	17	8%
France	13	6%
Switzerland	10	5%
U.K.	9	4%
U.S.A.	6	3%
Others	52	24%
Total	216	100%





ETS3 sold 2004 to 09/2010



Facts & Figures



- 216 KNX Members in 30 countries



- 20440 KNX Partners in 105 countries



- 156 Training Centers in 31 countries



- 66 Scientific Partners in 17 countries



- 8 User clubs in 8 countries



- 6 Associated partners



- 20 National Groups



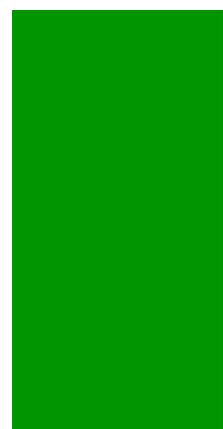
- 33 000 sold ETS3 licenses in 94 countries

- 6.417 certified product groups

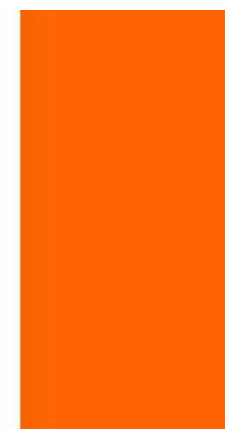
New National groups



Greece



Ireland



KNX Standard



■ Extensions

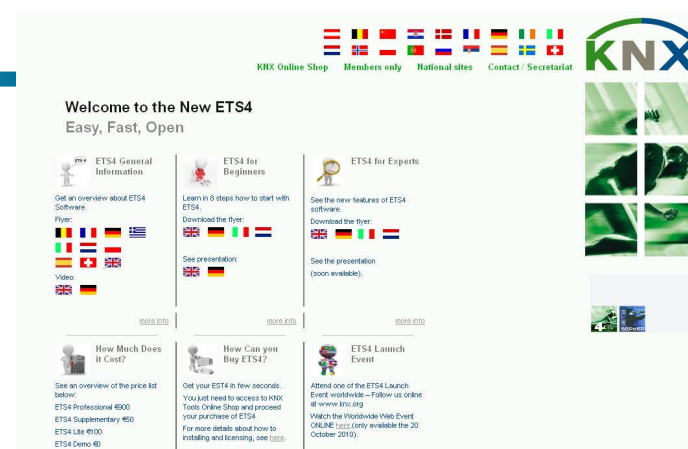
- Flexible Easy Installation Mode: discovery of devices with optional data points and parameters
- IP Only devices
- Easy channels for submetering applications

■ Current work

- Functional blocks for more explicit mapping between DALI and KNX
- KNX RF Multi-channel and other frequencies (outside Europe - 868 MHz)
- Communication Security (important for Smart Metering applications)

ETS 4

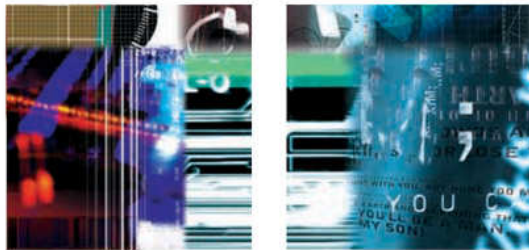
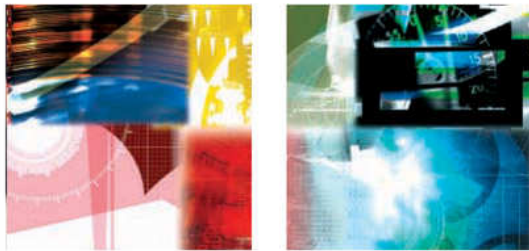
- **Manufacturer Tool 4 already available since 12/2009**
- **Successful launch end user version 20/10/2010**
- **New Home Page with link to**
 - Videos
 - General Flyer: Fast, Easy, Open
 - Flyers for beginners/experts: new features ETS 4
- **Information in 10/10 Journal (now separate EN/DE)**
- **In first week after launch: 650 licenses sold !**
- **Presentation to established customer base**
 - Manufacturers: in person conferences EN/DE – Frankfurt
 - Training centers/national: Go To Meeting webinars
 - Scientific: **end of first day** Scientific conference – (on demand webinars)



ETS 4 Launch event: 26 live events in 20 countries



KNX Association Place: KNX Association International (Brussels - Belgium) Time online: from 9AM to 17PM		KNX National Group Austria Place: Betriebsgelände Austrian Airlines (Wien - Austria) Time online: from 4PM		KNX Training Centre DCE Place: DCE Training Centre (Assesse - Belgium) Time online: from 5PM	
KNX National Group Belgium Place: De Nayer Instituut (Sint-Katelijne-Waver - Belgium) Time online: from 4:30PM		KNX Member ABB Place: Hotel Amarillis (Prague - Czech Republic) Time online: from 10AM to 2PM		KNX Training Centre Zagreb Place: HFC GRUPA Zagrebačka (Zagreb - Croatia) Time online: from 4PM	
KNX National Group Finland Place: Museum of Aviation (Helsinki - Finland) Time online: from 3PM to 6PM		KNX Scientific Partner University of Deggendorf Place: Hochschule Deggendorf (Deggendorf - Germany) Time online: from 3PM to 6:30PM		KNX National Group Germany Place: Novotel Frankfurt (Frankfurt am Main - Germany) Time online: from 9AM to 6PM	
KNX National Group Greece Place: InAccess Networks (Athens - Greece) Time online: from 3:30PM to 6PM		KNX National Group Hungary Place: Lurhy Ház (Hungary) Time online: from 9:30AM to 3PM		KNX National Group Italy Place: Hotel Melià (Milano - Italy) Time online: from 5PM to 7:30PM	



Thank you

for your attention

www.knx.org