Integrated Solutions

Combining Security with Energy Management

Convergence. It's a hot topic and an eagerly sought-after goal. Today's multi-function cell phones are probably the best example. Far beyond just being phones, most current models combine cameras, personal planners, GPS systems, and MP3 players. Having all of these features in a single device creates enormous convenience for the cell phone users.

Another example of bringing two technologies together to create a more powerful combined solution is the Odyssey Eco-Automation system. Developed by TEMSCO, a leader in the design, engineering, and installation of energy management systems, Odyssey brings energy management together with CCTV, access control and security in a single combined residential system.

Because TEMSCO expertise was primarily in the energy management side, they required the cooperation of DMP as their security side partner to make Odyssey a reality.

From Commercial to Residential

TEMSCO had a great deal of success with their commercial version of the combined energy management and security systems, helping their customers slash costs. "We've documented impressive energy savings for some of our commercial installations," says TEMSCO's Mitch Cook, VP of Marketing and Sales. "One retailer reduced their energy costs by 32%, another by 42%. In terms of dollars, one retailer with one hundred 50,000 square foot locations is saving about $1 million per year."

They decided to build on that success with a system adapted to the needs of residential customers, and found that DMP had the right technology. "To create the totally integrated system that was our goal, we needed a very open relationship with a company willing to work closely with us," says Cook. "After meeting with their VP of Sales, and learning more about DMP and their products, we knew we'd found the right partner."

"They were open and receptive to our ideas and what we were trying to accomplish," Cook recalls.

> *"The relationship with DMP was nothing less than great. Not only were they willing to work with us, but they are a top of the line equipment manufacturer. "*
>
> **TEMSCO**
> **Mitch Cook**
> **VP Marketing and Sales**

"The DMP service and support staff really knew and understood their products, and that made it possible to bring the two systems together faster. We had things up and running within six months of when we started the process. It's great to have good technology, but when you couple that with fast turnaround and delivery, that kind of service really makes it a pleasure to work with a supplier."

The partnership with TEMSCO was particularly successful, but it's just one of many similar arrangements DMP has. "We do this with lots of people ... other integration or affinity partners doing home automation, Access Control, or DVRs," says Mark Hillenburg, DMP's Product Architect and the person responsible for coordinating technology sharing with partners. "Some of them have taken the capabilities of our technology and done very elaborate integrations that are absolutely amazing. Other partners just needed to access a single function or piece of data from our panel. Whatever they need, we're willing to explore these opportunities."

Network capability enables an intelligent system

Network Solution

The network capability of the DMP XR100N panel was crucial to the successful integration in Odyssey. "Our panel is very intelligent," explains Hillenburg. "It allows IP communications over the built-in network port on the panel. Other panel makers have add-on modules that allow their panels to report alarms over the network. That's fine, but that's really all their panel can do. Our panel not only reports alarms over the network, it's actually a network device and is able to interact and work with other devices to create a truly intelligent system."

That was important to TEMSCO because it made it possible to give homeowners much more control over their system, regardless of where they are. "With Odyssey, the homeowner can remotely disarm or arm the system from anywhere using the online keypad," Cook says. "They can control family user codes and create or adjust energy management schedules. They can also check their house's security status from anywhere using web-based software. That's all possible because of the network-ready DMP panel."

Less Energy / More Security

The Odyssey System was selected for use in the Southern Living showcase house in Ft. Worth, TX. Visitors to the home can get a first hand look at how the system integrates security and energy management through the DMP keypad, with CCTV and access control as hardware components incorporated over web-based software.

"To the homeowner, it just looks like a security system," Cook says. "All of the smarts for energy management are there, but transparent to the user. When the homeowner sets the system to Armed – Away, it knows that no one is home and powers down the HVAC and lighting. When they return and Disarm the system, we power everything back up. And if there's an intrusion, the DMP panel sends a signal to the energy management module to turn on all of the interior lights. That might encourage an intruder to leave, and when the homeowner or police arrive they don't have to enter a dark home."

> "By design and by strategy, we support the idea of open architecture."
>
> **DMP**
> **Mark Hillenburg**
> **DMP Product Architect**

A Relationship that Works

Like DMP, TEMSCO has also partnered with other integration partners in the process of developing new technology. But TEMSCO's Cook says that DMP stands out as an integration partner.

"The relationship with DMP was nothing less than great. Not only were they willing to work with us, but they are a top of the line equipment manufacturer. DMP is really the cornerstone of making the whole Odyssey System work."

DMP's Hillenburg is pleased to hear that an integration partner like TEMSCO feels that way. It's no accident that the integration process went smoothly. "By design and by strategy, we support the idea of open architecture," Hillenburg says. The world is moving toward interoperability, and in the small area where we can support that trend we're doing so by opening our panels to others who want to integrate with us. We've even done partnerships with other panel manufacturers who are competitors. We want one the hallmarks of our products to be open architecture.

Equipment list:

XR100NL-G Command Processor Panel
7060 Thinline Keypad

DMP Digital Monitoring Products

800-641-4282
www.dmp.com
Made in the USA

INTRUSION • FIRE • ACCESS • NETWORKS

2500 North Partnership Boulevard

Springfield, Missouri 65803-8877