



# Nexia™ Home Intelligence



## Steps to Successful Selling

- A key way to differentiate your product offer in the market is by providing an exclusive offer that:
  - Puts the customer's home in the palm of their hand
  - Provides affordable and practical home automation
  - Makes energy management possible
  - Provides peace of mind
- Consider leading your sales presentation with this innovative offering. No one else has this offering so it's a great differentiator.
- Offer a professional solution that only a dealer can provide, a retailer doesn't provide installation
- A unique product that only a Trane dealer can provide
- Broaden your product portfolio, sell more products, make more money
- Solution has all the required Brazilian agency approvals
- Only true home automation Mini-Split solution
- Nexia Home Intelligence Support Center to support dealers and end users
- Use a step-by-step sales approach to determine the wants and needs of your customer. The value proposition list will help you identify target customers (page 2)
- Demonstrate the functionality by showing an actual working system installed in your home or the dealership
- Focus on keeping your customer connected to the people and places that are most important to them
- Include the Trane Mini-Split remote controller in every new Mini-Split sale

### 4 Things Brazilians Want:

- More security
- More options
- No worries
- More money

Nexia Home Intelligence delivers!



**NEXIA**<sup>™</sup>  
HOME INTELLIGENCE

## Nexia Home Intelligence

### *Value Propositions*



#### **Home Security, Monitoring and Automation**

- Interact with your home more than ever!
- Control your home's Mini-Split easily from your phone or quickly set schedules from the Nexia portal
- Monitor your home with Schlage® cameras from anywhere
- Know kids are home with Schlage locks
- Grant access to your home from web-enabled cell phone or computer anytime, anywhere
- Receive alerts when family members arrive home
- Video storage for the cameras for enhanced monitoring capabilities





### 2nd/Vacation Home Security

- Monitor property from around the world
- Remotely control temperature and receive alerts
- Remotely grant access for guests or service people



### Rental Home

- Re-keying doors becomes obsolete
- Provide new codes to renters



### Babysitter Monitoring—Nanny Cam

- Check in from the restaurant
- Verify proper care and feeding
- Get peace of mind



### Pet Monitoring

- Check in from work or on the road
- Verify results of training

### Small Business

- 90 day event log keeps you informed of access control
- Add and remove access codes as employees change
- Restrict access to secure rooms
- Temperature control and scheduling
- Monitor employee performance and business volume

### Trane Mini-Split Remote Controller

Use the Nexia web interfaced to:

- Turn your Mini-Split on/off remotely from most web enabled phones or computers to arrive home to your ideal environment
- Change your temperature setting or mode of operation on your Mini-Split remotely from anywhere



### Appliance Module

- Turn on or off Z-Wave® enabled lights and small appliances remotely anywhere via your web enabled phone or through the Nexia web interface



### Nexia Bridge

- Securely connects most in-home Z-Wave enabled devices to the Nexia Home Intelligence servers through encrypted communications
- Manages communication on your Z-Wave network



### Schlage Home Keypad Locks

- Store up to 19 unique user codes and never lose your house keys again
- Use the Nexia web interface to manage access and receive email alerts when specific codes are entered at the door
- Set 24 hour temporary codes from most web enabled cell phones



*With so many different consumer value propositions, Nexia Home Intelligence fits your customer's needs...no matter what it is.*

# Nexia Home Intelligence

## Needs analysis questions

### Common Daily Problems

- Need a way to better manage overall energy usage in your home?
- Would you like to access your air conditioner remotely to save on energy usage?
- Have you or anyone in your family ever forgot or lost the house keys?
- Have you ever been running late and didn't want to come home to a dark house?
- Do the kids come home after school alone? Are they home?
- Would you like the ability to access and monitor your home remotely—vacation home, seasonal home, second home?
- Do you want a better way to manage your house keeper, house sitter or pet sitter?

### The Trane & Nexia Solution

- Manage air conditioning, lighting and appliances remotely from your web enabled cell phone or PC
- Access, schedule, program or change your settings or temperature from your web enabled cell phone or PC
- Use your 4-digit code or cell phone to unlock the door & never hide a key under the mat again
- Create a scene and use Nexia to trigger multiple lights to come on in your home
- Get an email when the kids come home, so you know they are home
- Set up lighting groups, scenes, air conditioning management and remote monitoring to make access quick and easy
- Provide each with a unique code, review when they arrived and left with the built-in event log

Trane is solving everyday problems

Learn more at [trane.com](http://trane.com)



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