



INSTALLING POWERSERIES PRO WITH ALARM.COM

AN UPDATED SECURITY &
AUTOMATION SOLUTION IN
LUXURY RESIDENTIAL MARKET

Background

A 6,000 sq. ft. luxury residential property in Rehoboth Beach, Delaware, needed a modern solution for the outdated lighting control system comprised of the Legrand OnQ Lighting Controller, 56 ALC light switches, 8 ALC 4-button scene switches and 28 ALC 8-button scene switches. The system, wired 15+ years ago, was discontinued by the manufacturer and could no longer be serviced or updated.

During the assessment of the lighting system, the customers also pointed out an existing hardwired ADT/Pulse alarm system, which included 13 door and window sensors and a motion detector. The customer was not happy about his overall system user experience, and specifically pointed out the location of the 6 keypads installed.

Challenge

The Legrand Lighting Controllers are sold by electrical distributors all over the world and electricians have installed tens of thousands of these systems in North America in the last decade. While the company remains in business and continues to have a global presence, many of the older installations are no longer working, need replacements and are not supported. Specifically for this customer it was found that the challenge was:



1

No user support

OnQ Legrand Controller & ALC light switches are discontinued without support.

2

A complicated user experience

- 75+ switches mounted in closets, each room having many "scene" switches
- The 30+ scene switches are not programmable for automation
- Existing scenes /schedules could not be changed
- Existing controller did not have an App to simplify use

3

Alarm panel

The customer didn't like using the current alarm panel nor the location of the 6 keypads.

The Experts

Stewart Electronics of Lyman, SC was contracted to be the experts and guide the change. Two generations of the Stewart family own and operate Stewart Electronics, Inc. founded in 1976 by Tony. Tony, his wife and their two adult children run three distinct businesses serving alarm, fire and smart home solutions customers. Well-recognized as industry expert, Tony Stewart is often contacted to work on large obsolete smart system upgrade projects throughout NA and in Europe. *"In all of our remote projects, we ask for local licensed contractors to take on the bulk of the installation after we "Pre-Build" the entire installation in our South Carolina office and then ship it to the site for the contractor to install"* shares Tony.



"Take time to educate your customer on the value of your solution, to avoid price wars."

The secret of his success competing with the cheap DIY solutions? Tony is proud of always taking the time to educate his customers about the value of the suggested solution. "Taking the time to do that always results in a satisfied customer who no longer shops on price alone," says Tony.

Solution

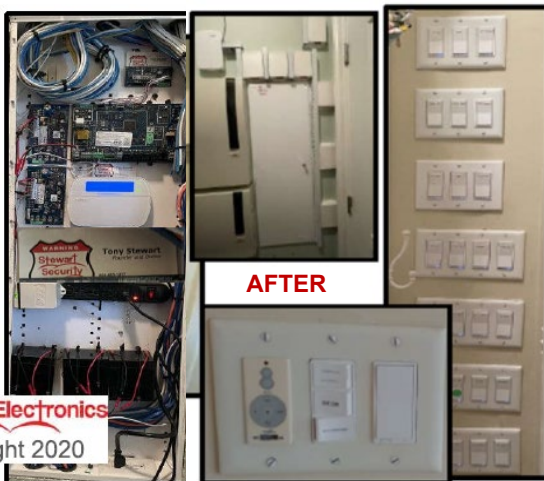
In the past Stewart Electronics would have recommended an Interlogix panel, which he customized specifically for the smart lighting system upgrades. Following the discontinuation of the Interlogix systems, Tony was looking for a new powerful security system replacement. After careful consideration and consultations with Oliver Whitaker from JCI, Tony recognized the versatility of the JCI PowerSeries PRO hybrid alarm panel which is the powerful alarm solution he was seeking, and can also be used as a robust tool to upgrade obsolete smart home systems. The HS3248 alarm panel was selected to act as the anchor to this system. He configured the new environment to include:

Lighting system:

- Uses 140+ panel zones to connect 76 Z-Wave light switches
- Establishes remote system management & enables automation via the Alarm.com app with the TL880 cellular communicator.



On-site support by Stuart Brinsfeld (JCI)



Security system:

- 14 PowerG wireless door/window and motion sensors.
- 10 PowerG glass break sensors on main floor windows.
- Replaces 6 hardwired security keypads with 3 wireless PowerG keypads installed exactly where the customer wanted them - at the panel, at the front door and the entry to the garage.
- 4 Alarm.com indoor and outdoor cameras.
- Establishes an easy-to-use alarm system user experience with the Alarm.com app.

"PowerSeries PRO can support more devices than we needed."

Results & Benefits

1

The client has regained control of his lighting system

creating schedules & scenes that can be easily controlled from an app.

2

Easy-to-use alarm & lighting system

supported by any alarm dealer locally or remotely

3

New revenue opportunity for alarm dealers

The local alarm dealer experienced success in learning to service the outdated lighting systems and succeeded to expand their business to service a new market segment.

“PowerSeries PRO is not just an alarm panel. It has the power to tackle large projects & engage smart home features.”

Products used:

- ✓ 1x Main Control Panel HS3248
- ✓ 14x Zone Expanders HS2108
- ✓ 2x Corbus Power Supply HS3204CX
- ✓ 1x Cellular Communicator TL880
- ✓ 3x Keypads HS2LCDPRO
- ✓ 76x Z-Wave light switches
- ✓ 14x PowerG Door/window contacts PG9945
- ✓ 1x PowerG motion detector PG9984P
- ✓ 10x PowerG glass break sensors PG9922
- ✓ 4x ADC indoor & outdoors cameras

Learn more about the PowerSeries Pro [here](#)