

# 5 Things Dealers Should Know About Z-Wave Systems and Equipment

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Z-Wave home automation devices can be a great resource for dealers who want to offer their customers an impressive array of added convenience and the ability to change the *actual look and feel* of a residence or small business, without having to open walls or pull new wires.

Some of the popular uses for Z-Wave equipment include:

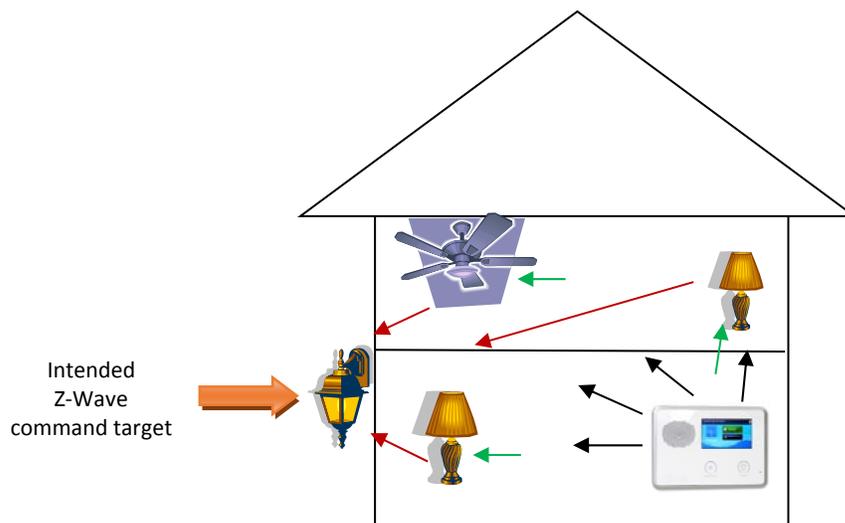
- Controlling thermostats
- Simple on/off and dimmable lighting control
- 3-Way switch operation where previously there was not a 3-way switch
- Simple motor or fan control
- Security & life safety sensors

In this document, we're offering our dealers a number of tips and tricks that should help better prepare for a Z-Wave installation, and you may find out some features that Z-Wave devices offer that you previously did not know about!

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## 1. Most Z-Wave equipment can act as a wireless repeater for other Z-Wave equipment.

This feature allows you to create a 'mesh' network of Z-Wave equipment, which is especially important in larger homes or places with more widely-dispersed Z-Wave devices. When a Z-Wave device is sent a command (either locally from a console/hub or remotely via a mobile app through the console/hub), the signal is transmitted from the console/hub to any devices that are in range. When received by those devices, they either act upon the request (if the activation request is for that device), or "repeat" (re-transmit) the message to the device that is being targeted.



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## 2. Using the *Association Command Class* feature offered with some Z-Wave systems, you can install a 3-way Z-Wave light switch at any in-wall powered location, and control up to 6 other Z-Wave switches.

As an example, one could install a 3-way Z-Wave switch in a second-floor bedroom that turns on the driveway, foyer and stairway lights. This way, if the doorbell rings at night, one does not have to fumble to locate and turn on three different light switches to make the stairway, entryway and driveway lights turn on. One 3-way Z-wave switch turns on or off all of these lights simultaneously with one click...only with *Association Command Class*.



## 3. Customers who want remote management of their Z-Wave system using a smart phone may have to pay a monthly service fee to enable scheduling, event notifications, or advanced logic schemes.

Smart phone management and activation is sometimes very important for customers, and it's crucial, as a home automation specialist, that you understand the ins and outs of getting the most out of a Z-Wave system.

There are a couple of DIY systems that do not require that customers sign a year or longer contract. It's important to note that the DIY systems resellers also offer a "premium" service plan for advanced automation features, and offer nothing but the most basic smart phone-activated features (i.e. on/off) free of charge. If a customer only needs remote on/off and one-device-at-a-time control, then the basic plan might work. However, getting the most out of a system using a smart phone will likely involve an automation services agreement.

It is common for home automation providers to bundle their Z-Wave remote service program together with other primary services, such as security system monitoring, so that the monthly fee for remote service and advanced automation is somewhat masked by the primary service.

Make sure you know what services options are available from your home automation panel's manufacturer. Many manufacturers have partnered with a number of alternatives so that you, the dealer, have more choices in automation with smart phone/remote management capability.

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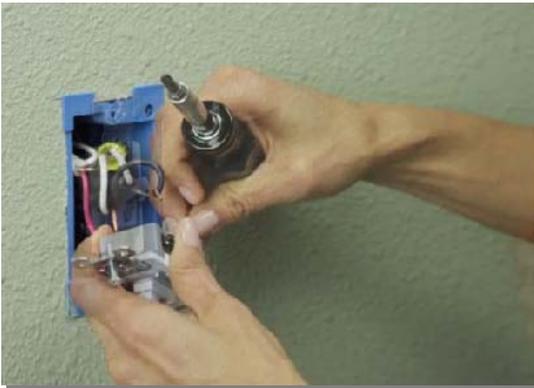
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### 4. I have just installed a Z-Wave-capable home automation system in a customer's home with just a couple of Z-Wave switches. Can the customer simply buy more off-the-shelf or DIY Z-Wave products and add it to the system themselves?

It depends on the home automation system brand and ease of “registering” new devices to the Z-Wave console/hub. Things for DIY customers to consider include:

- How far away from the console/hub is the new device to be installed? If the Mesh network (see #1) is small, the new location may not be in range of the network, so an intermediate device may be needed.
- Are the Z-Wave devices being purchased Z-Wave certified? All certified devices are compatible with all other Z-Wave devices, as this is something the Z-Wave standard requires.

### 5. How difficult is it to install a Z-Wave switch or fixture?



Installing a Z-Wave switch or fixture is generally very easy, assuming that you have previous experience installing other similar switches or fixtures that do not have the Z-Wave capability.

***IMPORTANT: For anything involving electrical wiring, always make sure to turn off the power main before you get started to avoid the possibility of electric shock!***

After you've turned off the power, installing a standard Z-Wave on/off switch or dimmer switch is as easy as identifying the wires in the box that are connected to the switch you are

replacing, labeling each wire, and then re-wiring in the new Z-Wave switch using proper wiring practices for your local code (wire nuts, electrical tape, etc.), and following the diagram in the instruction sheet provided. *Linear offers a suite of Z-Wave installation training videos available for FREE online. Go to [www.learnlinear.com](http://www.learnlinear.com), and click on “Training Videos” to learn more about installing Z-Wave equipment.*

Once installed and even before it's programmed, the new Z-Wave switch should operate using the switch paddle, just like a regular switch does. But until it is “registered” with the Z-Wave console/hub, it will not be able to be controlled by smart phones, or a command initiated at the controller/hub. Once you've followed the “registration” process to get the switch to communicate with the Z-Wave console hub, then the possibilities are wide open for automation and advanced control.

**Enjoy your new Z-Wave equipment and systems!**