

SAFE INTEGRATED HOME AUTOMATION

lares 4.0

lares 4.0: your smart home

Innovation and technological revolution: with a single control panel, it is possible to create a complete security and home automation system.

The core of the entire Ksenia system is enclosed in the control panel lares 4.0. It is a real technological revolution because, with a single control panel, it is possible to create an entire security and home automation system.

It allows total control of the house, with the ability to manage alarms, entrance doors and gates, energy consumption, lighting, temperature, irrigation, shutters and much more. With this control unit, in fact, you can create your very own personal one in one fell swoop Smart Home, thanks to the home automation extensions that simplify the daily routine.

Each environment can be managed separately thanks to the Free App that Ksenia has developed for its customers, available for both iOS and Android. At any time and wherever you are, you can control Home simply from your smartphone.

Safety, easy to use, fast!

lares 4.0: your connected home

The App lares 4.0 allows you to always have total control of your home, office or industrial system. A single App that allows you to monitor the different aspects of Security (Intrusion, Video Verification, Video Surveillance, Access Control) and at the same time of Home Automation and BMS (Building Management System).

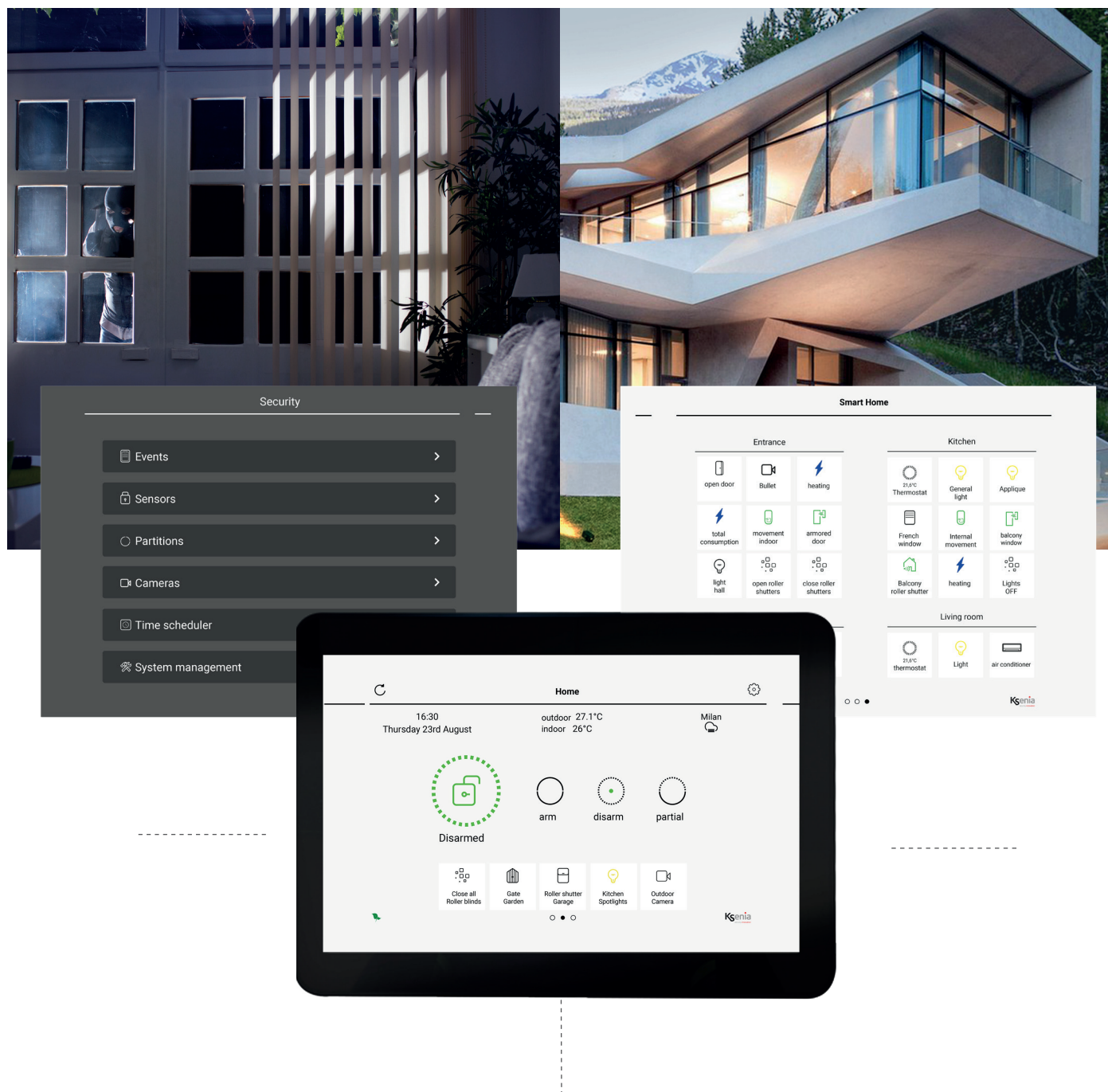
The application is extremely flexible and allows you to set the page view also for rooms; this facilitates programming and detailed viewing of the entire system.

Overall, therefore, with the use of a single App it is possible to monitor the various aspects relating to Security. The lares 4.0 App is free and available for iOS and Android operating systems, downloadable from the relevant stores on any mobile device, smartphone or tablet.

You can activate/deactivate rapidly the system and receive notifications of alarms, sabotage, fault, power supply voltage, etc., according to your programming. You can monitor and manage, in terms of activation/deactivation, each device present in your system, both Security and Home Automation and even much more than this! The images in this document are only indicative, they may vary according to the installer configuration.



lares 4.0, your safety home

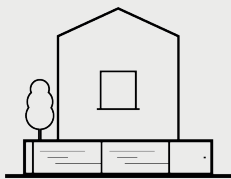


In the Security section, we find the time programmer, the event log, the cameras and you can manage the plant for the maintenance of faults and the users according to the access level assigned

In the Dashboard we find the whole sistem status. We can easily manage the arming or disarming mode and the favourites.

In the Smart Home section it is possible to: control the automations enabled for remote management grouped by categories; manage the scenarios; consult and set the temperature and humidity and program the chronothermostat.

All your environments can be integrated



'lares', a deity worshiped by the Romans, overseeing the fortunes in the house.

lares 4.0 is the system guaranteed by Ksenia Security that protects your home with simplicity and automates every action in one click. Home automation scenarios: for a smarter home closer to your habits. Easily control each environment from your smartphone or via voice commands

Bedroom

Sleep peacefully thanks to a reliable security system that protects your home and family around the clock.

Living room

The best comfort ever experienced thanks to the most innovative technologies.

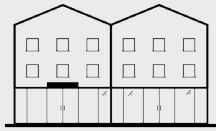
Kitchen

Prepare your favorite dishes by monitoring the consumption of appliances and saving on the electricity bill.

House exterior

Make the perimeter of your home safe and protected from any thief.





shop

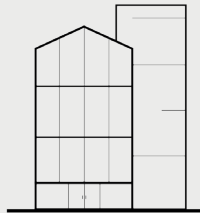
Innovation is synonymous with hospitality. Discover the latest 4.0 features for future-proof smart buildings.



Motion detector
Cameras
Keyboard
Smoke detector
Indoor siren

Lighting
Temperature
Counter
Proximity reader
Time scheduler

Find Out more!



office

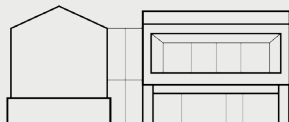
In the office, various needs for practicality, safety and energy saving can be met, to optimize resources and reduce waste through the installation of building automation systems.



Keyboard
Remote Controller
Lighting
Temperature
Cameras

scenario
Blinds
Voice assistants
Energy management

Find Out more!



company

Anticipating any anomalies in the energy systems of machinery for a company means less money loss and greater production.



Smoke detector
Lighting
Temperature
Keyboard
Indoor siren

Motion detector
Outdoor siren
Garden irrigation
Automatic gate
recognition

Find Out more!

Install Home Automation



Control panel

the core of the whole system. The one that executes and manages your commands.



Interior Keypads

The touchscreen keyboard is the ideal interface to have total control of your Security and Home Automation system.



Outdoor Keypad

Choose innovative technology to ensure maximum security at home entrances.



Remote Control

capable of activating up to seven different scenarios. Even from a distance, you can open the gate and the front door with a simple click.



tag

Comfort begins outside the home. Before returning, do you want to deactivate the alarm, open the gate and the entrance door in one fell swoop?



Motion detectors

Secure your environments. Protect the inside perimeter of the house. It detects any unwanted movement, avoiding triggering the alarm in the presence of pets.



Motion detectors

Protect your windows from intruders. With a shielding barrier on every access of the house, with a high degree of reliability.



Motion detectors

A discreet but extremely reliable sensor that evenly covers canopies, porches, under balconies, windows, etc.



Smoke detectors

in the event of smoke or the beginning of a fire, 'nebula' will detect the emergency and take action to secure your family.



Multifunction sensors

Rely on the safety of sensors capable of detecting the smallest of vibrations, thus preventing any intrusions.



Magnetic sensor

A small sensor with great power and sensitivity, able to protect all the windows in the house.



Indoor Siren

a powerful siren that acts as an acoustic deterrent in case thieves have managed to enter.



Outdoor siren

a powerful professional level acoustic and luminous alarm, able to reproduce, in addition to the mono or two-tone sound, also vocal messages.



Cameras

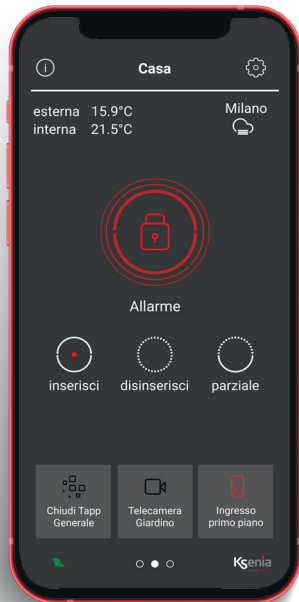
Always keep the outdoor spaces of the house under control. you can see what happens outside the home whenever you want, both day and night.

WLS

Wireless

And if you already live in a house or apartment, you can take the advantage of wls solutions, without messing around the house!

Managing a Smart Home



System Status

At a glance, you can immediately identify the status of the security system, thanks to the icon located in the center of the dashboard: the status can be armed, disarmed, partially armed or in alarm.



Security

To check the status of the sensors installed: at rest, in alarm, failure / sabotage.



Smart home

it is possible to control the automations enabled for remote management grouped by categories or by rooms..



General Info

You can find contact details of the Installer, the temperatures measured, the name of the location where the control unit is installed and the weather situation in that specific location.



info

it is possible to view the complete profile of the Installer: telephone number, email address, company and a photograph of him.



Cameras and events

it is possible to directly access the live images of the cameras, both locally and remotely



User management

shows a complete overview of all users authorized to manage the plant.



Sensors

Each sensor is recognizable because it has a customized icon based on the category to which it belongs, assigned during the programming phase.



Partitions

you can view the indication of the arming status of that part of the system, any delay times in progress and the possibility of arming or disarming the individual partitions.



Consumptions management

Consumption and household appliances can be managed and monitored, in real time, within the Smart Home section



Scenarios

By clicking on a single button, therefore, a series of actions are performed simultaneously, such as, for example: lowering the shutters, turning off all the lights and activating the alarm.



Voice assistants

You are able to start managing all the Smart devices in your home simply by using your voice: lights, shutters, scenarios, air conditioner and all the desired automations.



Rooms

it is possible to view the devices by grouping them either by categories (default) or according to the room associated in the programming phase.



Chronothermostat

it is possible to manage the chronothermostat to gradually adjust the temperature and humidity, thus adapting the level of comfort to the use of the environment.

Stefano Bocchi, «
Impianti Moderni



15 years as sales manager of a Swiss corporate based in Italy, specializing in the photovoltaic industry. Then the turning point, born out of the need to avoid the risk of being overwhelmed by

the crisis faced by this sector, which saw a dramatic fall of -14.2% per year against annual increases of 7.5% between 2008 and 2012, (source: Renewable Energy Report of the Energy &

Strategy Group, Politecnico di Milano). Impianti Moderni is Stefano Bocchi's courageous and ambitious challenge. "At the beginning I was alone: zero customers, zero turnover.

Today, there are two of us, supported by a couple of co-workers. During the first two years, I was introducing myself as a labor supplier but today I aim for my goal: to make my company

IMPIANTI MODERNI COMES FROM THE AMBITION OF STEFANO BOCCHI: "SELLING THE EXISTING IS NOT ENOUGH - SAYS - THE COURAGE TO GO BEYOND THE KNOWN IS ESSENTIAL". DESPITE THE MARKET DIFFICULTIES AND THE PANDEMIC LIMITATIONS THIS STARTUP HAS WELL-DEFINED TARGETS AND GREAT DETERMINATION.

Modern installers, the challenge starts with the professionals



« An incredibly clever idea » says with a smile Stefano Bocchi, installer and founder of Impianti Moderni, in

Triuggio (Monza-Brianza), thinking back to the days when he decided to leave his sales manager job with a Swiss corporate with headquarters in Italy, to start his own installer career during the golden years of photovoltaics. Joking apart, Impianti Moderni was born in 2014, with the intention of capitalising on the experience acquired during the years engaging business with installers. "I understood their expectations and the difficulties they were facing by detecting the weakness and the strengths. I realised that many of them find hard to leave their comfort zone. This gave me the idea to become an "installer of the future", basically a professional installer able to propose newly conceived integrated solutions and offer a trade-off between customer's needs, price and performances".

What's the secret of the installer of the future?

Selling already existing solutions is not enough, we should not just provide what we are used to selling, we shall be able to suggest the best solution for the specific project; this requires an extensive knowledge on the benefits of each product and innovation, because

today's golden rule is "integration". To achieve success, you must dare to go beyond the known limits. This is the best way to address the future Installers market which is constantly evolving to meet the specific needs and the strictest requirements of demanding consumers. For example, I have learned to challenge my customers: when I am sure that my proposal is the ideal one to satisfy their needs (even the unexpressed ones) I ask in return for a small investment of time. I set everything up and after a field test, if the customer is not satisfied with what I offer, I only ask for the time to disassemble everything and restore the existing system. And to be totally honest, it doesn't happen so often ... »

What are the most frequent customer requests?

Let's start with a key assumption; if you want to have a completely automated home and you have an illimited budget, then there is no story. But generally, the reality is pretty different, and it goes through a standardized approach involving 3 steps: custom request, performances and cost effectiveness. Actually, the real challenge for me, is to provide the best solution ensuring an affordable supply, because everyone has the right to enjoy comfort and security. According to the statistics, at the moment

everybody is using 3 IoT devices, by 2030 we will have 10 IoT devices each. The integration path is already established and is unavoidable. As installers, all we have to do is to learn new skills, because the level of the current systems is very high. This is another reason why "Impianti Moderni" is not only dealing with security systems, but more in general with: systems that are often installed in passive-houses, nZeb (Near Zero Energy Building), high performance and low consumption buildings involving photovoltaic and storage systems combined with anti-intrusion and video-surveillance.

Do you believe you achieved the aim of revamping the system?

Yes, absolutely. Nonetheless, I will not hide from you that sometimes I wanted to give up. In our profession there are essentially two paths to follow. The first one is pretty easy, and possibly the most profitable: install a traditional system and passively accepting the end user requests without offering alternatives or innovation. On the second path instead, it's easier to raise the bar and consequently increase the investment in workforce, i.e., when you suggest solutions with voice commands, you know already that you can experience a higher amount of support requests from the end user; sometimes users need time to get used

to new technologies. In the end however, you know you did an extra-ordinary job and the customer recognise it. You need to be aware of the person you are dealing with and act accordingly»

Lastly, how did you cope with social distancing?

We are living a very complex time. I had to stop the scheduled jobs: everything was closed, including companies and worksites. I am worried about the upcoming year; many people lost their jobs, some others had to cancel their weddings; some others had to postpone the home renovation projects at least in the short term. In the other hand, you might know that the government is offering a deduction rate on home renovation projects, and this will partially bridge the gap, but also in this case, we need to study and have a very good knowledge on energy efficiency of buildings, heat pumps, photovoltaics, energy storages: basically, systems that you can install only if you have experience on the field. I took advantage of this long break spending quality time with my family and also developing professional relationships and cooperation. Today I am a very busy man, but I don't want to wallow in a self-congratulatory as I learned once again that everything can suddenly change.

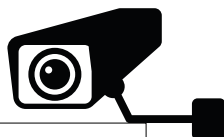
The ideal control panel

«Thanks to the Iares 4.0 platform, designed and developed by Ksenia Security we can offer home automation solutions on both existing systems and new projects. This control panel gives us the opportunity to expand our business because, starting from the simple request of an alarm system, we can offer a highly performing integrated solution fully programmable from tablets and smartphones without the need of any additional interface. We offer Iares 4.0 in homes and businesses where high levels of home automation management are not required and where is essential to provide "tailor-made" systems. With Iares 4.0 home automation is accessible to everyone for real, even from an economic point of view.

The fact that is remotely programmable via web server through the installer app is one of the most interesting added values for sure, interfaces to communicate with the control panel and the alarm are no longer required

unique though high quality services and professionalism, in a market that has changed a lot and in which, aside from a few highly structured companies, we as installers are the first to aim for synergies".

INSTALLATION DETAILS



CONTRACT AREA
70 sqm apartment

PROCESSING TIMES
2 days (on set up apartment)

DEVELOPMENTS
The system will be expanded with the management of lighting and electricity loads control

We are in a 70sqm home building near Monza. The customer need is a system integrating home automation solutions with alarms and video surveillance. All needs to be made in order to avoid the needs to have a dedicated App for every system, but just one platform integrating all the devices in just one solution that doesn't require an electric system breakdown. In two working days, the house has been upgraded in a Smart Home with a different management system and plenty of new features.



REQUIRED TECHNOLOGY

- 4 IP ONVIF cameras

- auxi-H EXPANSION MODULES BY KSENIA

SECURITY for Security and Home Automations: built directly in the shutter boxes, giving the opportunity to install the traditional lock sensors and the motorised roller shutter directly from the control panel BUS connection.

- domus KSENIA SECURITY, the multi-function sensor capable of detecting eventual human presence, calculating light intensity, monitoring temperature and humidity in a constant and accurate way.

lares 4.0 control panel's interface, is very intuitive and helps to speed up the installer workflow. The platform can be integrated with other home automation functions such as light management, load control, etc. "The customer's requests -explains Stefano Bocchi- can be 100% satisfied without modifying the electrical system and, above all, by reducing significantly the final costs, an issue that needs to be always kept in mind".



During the project design stage, no structural bottlenecks have been found, keeping in mind that modern buildings are designed to take on board these systems. "What is essential - emphasises Stefano Bocchi - is the appropriate knowledge and skills of the installer in the field of networking.



DIFFICULTY

Usually in homes within recent housing estates, the electrical systems are already installed and everything else "set up". The customer often shows the need to have additional automations, without involving the management of extra Apps. The installer's commitment is therefore to seek the most appropriate solution accomplishing the integration of each peripheral device.

Ksenia Security control panel lares 4.0



01

02

03

OPERATION

lares 4.0 - don't call it just alarm system: it's much more

The control panel installed by "Impianti Moderni" is a lares 4.0 by Ksenia Security with IP interface and built-in 3G module, able to run the whole system, including the management of the expansion modules connected via IP and on BUS, allowing the integration of different systems. The project involved also other activities. "We installed auxi-H modules by Ksenia in the shutter blinds box - explains Stefano Bocchi - designed to manage the blinders, additionally, we have 3 inputs available, used to integrate sensors for the lock protection". With domus module, we have the full control of the heating system with the possibility to set it up directly from the App and to control it remotely - like everything else in the system. Lastly, we have installed 4 IP ONVIF cameras connected to the sensors for video monitoring.



What are the advantages if you choose Ksenia?

Our systems are constantly updated, tested in the laboratory and monitored by our Developers.

The security system you install is **connected** with supervisory bodies and / or law enforcement agencies.

A Professional will always be at your disposal, directly at your home and / or remotely.

Our products are made in Italy, certified according to the European standards **EN50131 - Grade 3** and durable over time.

The Ksenia system is **professional**, at the base of which there are the most advanced hardware and software technologies.

You can control every aspect of your home, day and night 24/24, via your **smartphone**: alarm, doors, windows, cameras, lights, temperature, appliances, irrigation and anything else you want.

Ksenia products also have a unique, discreet and elegant **design**, becoming one with your decor.

Each Ksenia professional installer follows a **constant training program**, which includes four certification categories: Selected Installer, Silver Certified Installer, Gold Certified Installer, Specialist Certified Installer. It is a training course that installers follow with dedication to always be up-to-date and ready to fulfil your every need.

Find your trusted Ksenia installer for a free quote!



Do you know Ksenia Security?



Ksenia Security was established in 2010, and it's rapidly expanding, setting itself apart from its competitors with its modern solutions, developed to **protect** homes, commercial and industrial realities, museums, schools and much more. The company operates in the field of **Physical Security** (Intrusion, Video Surveillance, Access Control) and **Home & Building Automation**. Every activity, from the design up to the final production, takes place directly in its workplace, embracing the concept of **Made in Italy**. This, together with the cooperation with local suppliers, gives the opportunity to shorten the supply chain helping to reduce CO2 emissions. Ksenia Security has a wide distribution network, operating **worldwide in 70 countries**. It cooperates with the best partners in order to offer top of the range integrated solutions for the customers. Ksenia solutions are compatible with various third-party systems such as Google Home and Amazon Alexa voice assistants, Crestron and Control4 smart home solutions in addition to the integration with Konnex, Milestone, Nuance and much more. For more information, visit www.kseniasecurity.com.

Our values

Ksenia Security is based on 4 core values: Innovation, Design, Made in Italy and Eco-sustainability. They are a concrete representation of the intrinsic characteristic of the brand as well as the objectives of growth pursued by the Company. **Innovation** is considered as the main driver of a Research & Development team with the view of creating original, cutting-edge, technologically advanced and user-friendly devices. Everything is implemented paying particular attention to **design**, taking care of the details and choosing sober and minimalist shapes for a natural blending with architectural design and finishes. The company is deeply linked to Italian **traditions and history**. For this reason, it was decided to give Latin names to the products, as a synonym of recognition and affiliation. Last but not least, Ksenia has great respect for the environment: the headquarters, located in Ripatransone in the province of Ascoli Piceno, represents a technological low-impact building that independently produces renewable energy, contributing to **sustainable development**.

Do you want to become part of the
Ksenia world?

We are waiting for you!

www.kseniasecurity.com/en

