

Letter from the President

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Hello and welcome to the Smart Homes/Smart Offices Newsletter #2!

First, I would like to thank all the folks who contacted us and gave us feedback on the first newsletter and ideas for this one. We really appreciate hearing from you and look forward to your thoughts as we move forward with this one and additional newsletters.

When I look back and see what has changed, and the news we have to share with you since the last newsletter...all I can say is **WHOW!**

On the personal side, the kids are deep into school and ready for spring break... we now have a freshman and a senior at Okemos! I just cannot be that old already, can I? Then again, some days I do feel that way...

The Spartan Basketball team has certainly struggled this year, but we are positive they will make a good run into the NCAA Tournament. If you need anything to enjoy March Madness, please let me know!

Which reminds me to mention that the **Lansing Home Show will start the 17th and run to the 20th at the MSU Pavilion.** We have two completely revamped booths this year and would love to see you at the show and share with you how much easier the new solutions out there are for the office and the home!

At our office we continue to discuss and utilize the newest technologies in an attempt to keep ahead of what is being released! In the last six months we have had in house seminars every week to get the staff up to speed and properly trained on all of the new product and software releases.

We have also made a substantial push to integrate all of our internal data and tracking systems. This is in an effort to better track jobs, order components and invoice. As we have grown this year, we realized that we have been focusing on getting the right, talented

team together to get jobs done but hadn't changed the old ways of supporting this effort from a 5-year-old QuickBooks solution. We are now implementing an integrated ERP solution. I am very excited about the transition and appreciate your patience in helping us iron out some of the inevitable snafus in this scale of a project!

We also took two quick weekend trips: the latest CEDIA Expo Show in Atlanta, Georgia and the CES Show in Las Vegas. Besides 21 hours of travel, an overnight stay in Detroit Airport (what a pleasure, and so close to home), and of course bad airport food, we were amazed at the new products being released!

For instance, besides the iPad, 3D was the buzz in all of the video booths. There are two basic technologies shipping – Passive and Active 3D. All require glasses, but new technologies are on the brink of release to make even that a thing of the past. Projectors are still lagging behind TV's for 3D but it is safe to get a 3D ready projector now and add updates later for firmware changes. We have a running debate in the office on how good this technology looks, but in my opinion, SPORTS are incredible in 3D. Movies on the other hand, at least for me, are still just as interesting.

One of my favorite TV manufacturer's - Samsung - did have the most amazing thin Screen out – the 9000 Series. **SIMPLY** stunning and sexy – yes, I said that for a piece of metal, plastic, and glass... We will have one at the MSU Home Show so come by to see it!



<http://www.samsung.com/us/video/tvs/UN55C9000ZFXZA>

MEET THE NEW TEAM MEMBERS:

LORI FISCHER
Office Manager /
Business Consultant



Lori has been a member of the Smart Homes, Inc. / Smart Offices team for almost two years. Lori wears many hats at Smart Homes, Inc. Aside from her role as Office Manager, she also works as a business consultant, and auditor.

She holds a BFA in Graphic Design and is also a certified QuickBooks ProAdvisor and ISO 9001:2008 Auditor. What it all really means is she is highly organized and a skilled communicator, and is a valuable asset to Smart Homes / Smart Offices.

Lori also owns a remodeling company, DreamMaker Bath & Kitchen of Greater Lansing, with

her husband. A mother of two, she loves to cook and stay healthy at the gym.

MIKE PISKIE
Image Consultant



Mike Piskie has 20 years of consulting, engineering and project management experience. Mike uses his passion for technology to help consumers and micro-businesses solve their technology challenges.

Mike is adept at identifying not only what customers want, but what they really need to accomplish their business and technology goals.

His use of innovative and creative web site solutions has helped clients reinvent their online presence.

As a business consultant with technology roots Mike enjoys helping clients get the biggest bang for buck with their technology investments.

SEAN DONAHUE
Installation Consultant



Sean was first introduced to Automation and Custom Installation while living in Portland, Oregon.

Although Sean is a native of the Lansing area, athletic pursuits led him to the West Coast where he took a job with an electrical contractor. He had an opportunity to work with high voltage home wiring as well as low voltage, but his interest in “gadgets” and other technical work made low voltage the obvious choice.

MEET THE NEW TEAM MEMBERS, CONT.

Sean has had the opportunity to work with all manner of electrical systems, including audio and video distribution, home theaters, and control automation.

Sean is a certified Control 4 programmer and has completed course work in fiber optic installation and termination through the FOA (Fiber Optic Association).

During his time off of work, Sean continues to train and coach wrestling as well as Brazilian JiuJitsu.

CASEY BURKETT
Software Engineer



Casey is currently attending Lansing Community College, in which he is pursuing an Associate's in Business, majoring in Computer Programming & Systems Analysis.

During his time at Smart Homes/Smart Offices, Casey has received extensive training in the database management and computer programming. He specifically enjoys programming in Microsoft Access & SharePoint.

Casey has also created videos using Camtasia Studio for company training or "how to" guides. In his spare time, he enjoys building and flying Radio Controlled (RC) aircraft, and recycling and rebuilding computers. Casey continues to be an inspiration to our IT staff in his continual pursuit of new technology.

2011 LANSING HOME & GARDEN SHOW

 <p>4700 Ardmore Ave, Suite 100 Okemos, MI 48864 517-381-5171 contact@mysmarthomes.com www.mysmarthomes.com</p>	<p>DON'T FORGET TO STOP BY THE Lansing Home & Garden Show AT THE MSU PAVILION</p> <table border="0"><tr><td>Smart Offices:</td><td>Thurs, March 17: 3:00pm - 9:00 pm</td></tr><tr><td>Booth 1372</td><td>Fri, March 18: 12:00pm - 9:00pm</td></tr><tr><td>Smart Homes:</td><td>Sat, March 19: 10:00am - 9:00pm</td></tr><tr><td>Booth 2256</td><td>Sun, March 20: 10:00am - 5:00pm</td></tr></table> <p><i>Thank you for your continued business!</i></p>	Smart Offices:	Thurs, March 17: 3:00pm - 9:00 pm	Booth 1372	Fri, March 18: 12:00pm - 9:00pm	Smart Homes:	Sat, March 19: 10:00am - 9:00pm	Booth 2256	Sun, March 20: 10:00am - 5:00pm
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RESIDENTIAL INSTALLATIONS

If you want advanced technology in your home, it all starts with installing a properly designed wiring infrastructure. A design robust enough to support tomorrow's requirements for the ever-changing technologies in consumer electronics is a must.

Part of that design has to include the highest-quality wiring available; in part, due to the sheer volume of information that now travels through the wire, and also in part due to the flexibility that the newer wire gives your system in the future. By installing a properly designed custom wiring solution during construction, you are able to add more technology throughout the years without the hassle of removing or damaging drywall.

Recently, one of Smart Homes' customers invited us to design and install such a wiring solution into their home that is currently under construction. Their primary concern was to provide a wiring solution that would allow them to add technology over the next few years, as they decided to upgrade features of the home. Our customer understood that beginning the wiring process early would make the installation of this technology much smoother after the home was finished.

Smart Homes completed the installation throughout the home, preparing the house for distributed Audio/Video, Security and Alarm, HVAC, automated lighting control, and automated shades.

Having this wiring project completed, the homeowner has raised the value of his new house, as well as the home's ability to make more advances in the future.



The current standard for the wiring is the CAT6 wire – it has a higher quality construction and uses heavier gage conductors; thus, its life span is going to be much longer.

With better wiring installed, the potential for upgrades or implementing new technologies greatly increased. Therefore, if the home owner wanted to upgrade any of their home automation or theater systems, for example, the wire will already be available and installed.

While it is impossible to completely “future proof” a home, we try to plan roughly 7-10 years ahead for the best possible technological advances to be incorporated into your home.

The first step for bringing the latest and greatest technology into your home begins with premium, high-quality pre-wiring throughout your entire home!



COMMERCIAL INSTALLATIONS



Hayes Green Beach Memorial Hospital is one of the largest and most prestigious hospitals in the Lansing/Charlotte area. HGB is located in downtown Charlotte, MI, with a facility ranking in at approximately 170,000 square feet. The newest additions to the hospital, including a new emergency room, surgery wing, and lab stations, were completed in 2007.

Smart Homes was able to advance the public address system in the hospital as well as the audio produced throughout the hospital, by adjusting and balancing the volume and the speaker outputs throughout the facility. Our experienced technicians mapped out the distribution of the speakers, identified each amplifier, balanced the number of speakers on each amplifier, and then set an appropriate speaker volume for each speaker location.

The volume levels were raised, or lowered, for a more comfortable volume of music and paging throughout the facility. Due to the size of the facility, the PA system contains a total of eight amplifiers and 125 speakers

within their advanced system. The distribution of the audio was also improved. Smart Homes was pleased with the system's outcome and considered the project a privilege. Now the PA is up to date and going strong!

CENTURION
MEDICAL PRODUCTS



Centurion, a medical supply company located in Williamston, MI, occupies a modern building which boasts a LEED Certification, and automation around every corner. As you enter the building, you are

welcomed by their fully automated Welcome Wall. A wall of special televisions, that when combined with special equipment and software, makes for a screen that is over 85 inches diagonally!!

Most recently, Centurion's sound masking system needed to be tuned. A masking system generates a steady noise that will prevent ambient noise from carrying across the building into areas such as their conference rooms or lobby.

The sound masking system is working to cover sounds heard from office to office, such as phone calls, private conversations, meetings, etc..

While performing the work on the sound masking system, Smart Homes was able to increase the effectiveness and the capacity of Centurion teleconference system as well.

This gorgeous building, and the automation equipment it uses daily, is stunning throughout and Smart Homes was happy to help!

NEW PRODUCTS & FEATURES

ANDROID 2.2 ARRIVES



The new Android 2.2 platform delivers an updated version of the framework Application Programmers Interface (API) as a downloadable component for the Android SDK.

This new platform allows applications to request installation onto the device's external storage media (such as the SD card), as an alternative to installation on the device's internal memory.

Furthermore, Android 2.2 provides a generalized backup service that applications can use to backup and restore user data, to ensure that users can maintain their data when switching devices or reinstalling applications.

This new platform incorporates several fresh API improvements & additions, from improving graphics to adding and managing elements in the media database. There are also several other API developments for speech recognition and camera/camcorder functions.

On top of all of the new API and backup attributes to Android 2.2, this latest downloadable platform also implements several other built-in applications.

If you need help updating your phone OS, or for a complete list of the new Android 2.2 platforms capabilities and features, visit Android.com.

KWIKSET & CONTROL4



Kwikset has bridged the gap between home automation and your front door. The Kwikset SmartCode Zigbee Lever and Deadbolt integration with Control4 adds security and convenience to the home without losing the style and quality for which Kwikset is famous.

Kwikset's new SmartCode product is designed to complement your home's exterior and interior with different styles and color options. Keys will become an option instead of a necessity as Kwikset transforms the locks with new levers and deadbolts equipped with key pads that can be installed anywhere from the wine cellar to the home office.

The Control4 integration with Kwikset enables remote monitoring of your security system, a log of the lock's history, and are also built to be completely "bump" proof, keeping your home and family secure no matter where you are.

Another key feature of the SmartCode locking system, all of the deadbolts and latching mechanisms are tapered, which allows the door to still be locked securely, even if the door is not completely closed.

OCCUPANCY SENSORS

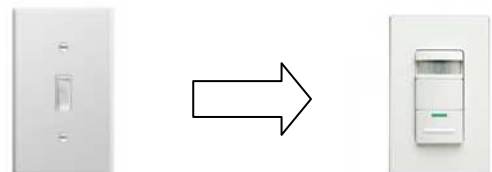
Have you ever left your house and realized you left the light on in the kitchen or in the closet? Occupancy sensors are a perfect way to prevent the unnecessary use of unoccupied rooms and are a great way to lower those high energy bills, and to decrease annual energy consumption.

There are many types of sensors, the most common of which are heat activated. These sensors can recognize if the room is occupied by sudden temperature changes within the room, but can also "learn" the room.

The sensors have the ability to learn patterns of heat, so a light would not turn on when a family pet runs in and out of a room, or the sun moves across the room.

Also, occupancy sensors help to make lighting control affordable again by decreasing energy usage by up to 45 percent. The hands-free lighting is also a great way to add security as well as convenience to your home. Never walk into a dark room again.

With the implementation of occupancy sensors in your home, you may never have to use a light switch again.



CONTROL4 UNVEILS NEW OPERATING SYSTEM: OS 2.0

At CEDIA Expo 2010, Control4 introduced its second-generation operating system, OS 2.0, which will enable new-and-improved features for both you and Smart Homes. This next generation operating system offers new planes of personalization, new home-control functionality, easy whole-home control access, and improved media management.

Control4 OS 2.0 features an elegant new user interface, which provides Control4 integrators with its most powerful automatic and entertainment solution to date. With a Flash-based software development kit, OS 2.0 will further integration by adding design and integration flexibility. Third-party companies can create applications that customers can access via the Control4 user interface, ranging from local weather reports to RSS feeds.

“The new Control4 OS 2.0 is at the heart of an expanding ecosystem of leading consumer electronic products designed to work together with ease,” stated Control4 CEO Will West. OS 2.0 interacts more affectively with media management, lighting, HVAC, and security, utilizing Navigator 2.0, Director 2.0, and Composer 2.0.

The new operating system will



also include multiple elements of improved media support, such as Digital Living Network Alliance (DLNA), which allows Control4 systems to automatically access files located on DLNA servers.

Other examples of improved media support consist of support for third-party media manager software (allowing users to define the media management tool of their choice, like iTunes or Windows Media Player) and an improved media

database (featuring improved performance and features such as song/artist selection).

“By providing the platform for all of the electronics systems in the home to work together, Control4 makes it easy for the homeowner to enjoy effortless entertainment, energy management, comfort, convenience, and peace of mind,” concluded West.

Contact Smart Homes for information about upgrading your system today, to

SOLAR PANELS: SHINING LIGHT ON THE FUTURE



With the world “going green,” there has been a flurry of new ways to save energy in homes and businesses throughout the country, from changing to new energy efficient light bulbs,

weatherizing your home, to simply cutting back on your energy usage wherever possible. After all those things are done, what is the next “green” step?

It’s time to think solar. Solar panels are being installed everywhere from neighborhood homes to churches to commercial buildings with the intention of preserving energy usage and creating a more natural source of power: the Sun.

Whether you decide to go off the grid, strictly running on solar charged

batteries, or go solar with a grid-tied system, panels are saving its owners a substantial amount annually, both in finances and energy usage.

The Shul, in West Bloomfield, MI, has embraced this solar panel idea in a very unique way. Their Eternal Flame is now supplied its energy source by solar power alone, making it burn with the power from the Heavens.

For more information on the benefits of solar panels in your home or business, call Smart Homes / Smart Offices today!

SMART OFFICES

While we pride ourselves on implementing new age technology into households across the state of Michigan, Smart Offices can install the same quality and innovation into your business or company!

SERVICES PROVIDED:

- * Hardware Upgrades, Sales & Support
- * PC Repair – **All manufactures**
- * Virus & Spyware Removal
- * Network Design & Installation
- * Custom Software Design & Installation
- * Web Design
- * Data Transfer
- * Conference Room Audio / Visual Systems
- * ISO & TS16949 (Quality Control Management)
- * Business Consulting & Training Sessions for business process, leadership & management development
- * **HOSTING & CLOUD SOLUTIONS – COMING SOON**



PROFESSIONAL WEBSITES: A SMARTER WAY TO GROWING YOUR BUSINESS

In the ever-challenging world of business today, one of the best ways to establish a definitive connection to potential and current customers is to incorporate a web presence into their business strategy.

Due to the immense growth of online activity in the past ten years, a website can do many things, from attracting customers through tasteful advertising to providing information about a particular company.

At Smart Offices, we specialize in creating elegant, effective websites for businesses ranging from locally-owned establishments and individual promotion to large-scale corporations. More importantly, we can be instrumental in implementing an online strategy that will improve your web presence and increase traffic to existing web sites.

By using the advanced web elements and features of WordPress, the speed of which websites can be designed, built, and implemented into the web is faster than ever.

With the design and layout of any website, through careful selection and subtle manipulation of color and content placement, the ability to maintain a

that capture the essence of your business, as is demonstrated with our work with Michigan State University Professor of Music Joe Lulloff.

Joe came to Smart Offices hoping to develop a website that not only displayed his musical talent to the world, but created a realm for people to interact with him. "I want people to be able to stay informed about new concert dates, past performances, and new music." Joe's website can be viewed at www.JoeLulloff.com.

To increase web ranking and increase the amount of traffic to your website, Smart Offices can also implement Search Engine Optimization (SEO), and keyword research strategies. Most recently, LifeTouch, a prominent local photography company, enlisted our help to increase their presence on prominent search engines like Google and Bing/Yahoo. They are now ranked, consistently, either #1 - #3 on all search engines.

For more information on how Smart Offices can improve your company's exposure through the development of a professional website, schedule an appointment today!



consistent, professional, and visually appealing site is easier than ever before for both developers and business owners alike.

WordPress provides thousands of Plugins that add to the functionality of websites, from Shopping Carts to Contact Forms, from Picture Place Holders to complete Photo Galleries. Best of all, the content is managed through a unique dashboard that allows you, acting as your own administrator, to control the content and design of the website. Smart Offices designers create websites

WINDOWS HOME SERVER



Have you ever arrived at school or work and realized the files you needed are still on your home PC or laptop? Do you find yourself scrambling to obtain important data and information at the most inconvenient times?

Not only does Windows Home Server make your music, videos, pictures, and documents accessible from any TV or PC in your home, but also from anywhere in the world with available internet access.

Now all your business or home PC's **are** your personal desktop. Restoring your lost files, backing up your system, and streaming your home videos are no longer things to be feared or viewed as difficult. Everything is a click away with the new Windows Home Server.

Never worry about your children's safety when viewing and sending family home video's across the internet. Windows Home Server gives you a built-in secure website address to offer significant more

privacy and peace of mind.

Videos are able to be viewed as soon as they are uploaded to your personal site, giving your family the advantage of never missing another important memory while away, as you can attend every family event virtually.

WHS 2010 even simplifies the task most people forget, backing up your important files. Home Server automatically backs up any PC connected to it, saving your data from being lost in the case of a computer crash.

Windows Home Server can also upload your backup content to an internet location in the case of a fire, theft, or electrical damage to the server.

If one of these terrible events occurs, the price for internet back up will be well worth the cost of not having to worry if you have lost all of your family photos or other important data.

Windows Home Server is compatible with an assortment of add-ins and is able to hold endlessly expandable amounts of data both at home and in the workplace.

Windows Home Server was created to make your life easier, your data more accessible and is able to keep up with your everyday life, one file at a time.

Ask the experts at Smart Offices how we can setup Windows Home Server for you!



**WE PROUDLY
OFFER:**

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 Microsoft®
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 **CRESTRON**
REMOTE CONTROL SYSTEMS

 **LUTRON**
Innovations in Lighting Control

A/V LogiD is a beta test partner of
savant
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ReQuest
SERIOUS PLAY

Integra.

IC REALTIME®
Security Solutions

 **SOUNDCAST**
UNLEASH YOUR AUDIO

Control 4®
Everyday Easy™

D-Link®
Building Networks for People



kaleidescape

ASK THE INSTALLER

Q: What Components make up a basic home theater system?

A: In its most basic form, a home theater system consists of a viewing device (TV or projector & screen), a home theater receiver to generate the audio surround, a set of speakers (3 to 9), and one or two subwoofers. You will also typically use a cable or satellite receiver, Blu-ray player, or another source of content. The home theater receiver is the brain of the system. It controls which source is sent to your display. It also sends the audio signal to each speaker.



Q: What can I do to make my home theater feel more like a real movie theater?

A: There are numerous options to improve your theater quality. Some option can be as simple as automating the room's lighting, window shades, and/or screen curtains. Other great options would be upgrading to theater style seating or having the room acoustically treated to make the room feel like a true Cinema Theater instead of a room inside your home. The aesthetics of the room also play a large role in the overall feel of the theater. Smaller details may change the room considerably. Changing wall colors, from lighter to darker shades, using less reflective tones, adding vintage movie posters, or adding wall scones can change the entire look of the theater.

We assure you that every question submitted to our column will be answered, but unfortunately not all will be published due to the volume of questions that we anticipate will be sent to Smart Homes/Smart Offices.

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