



## Fall 2006 Press Kit

### Competitive Technology Overview

Standard	Z-Wave	INSTEON	Zigbee
Company/OEM	Zensys	Smarthome	Freescale(Moto)
Application	Residential control/automation	Residential control/automation	Very large industrial and commercial
Number of products on the market	150: lighting, appliances ctrl, motion sensors, smoke detectors	20-30 mostly lighting devices	Zero—(first products expected in early 2007)
Wireless/Freq. Protocol	RF Mesh network, 900 MHz	RF Mesh Network X10 + 900 MHz	RF Mesh Network 2.4GHz (802.11b)
Speed	40 kbps	40 kbps	256 kbps
Major selling points	100% Z-Wave interoperability, tens of OEMs and majority market share	Backward compatibility with existing X10 devices	Scalability to thousands of nodes
MSRP/Retail Product Cost Comparison	\$20-\$40/node	\$20-\$40/node	\$40-\$100/node
Installation benefits	Very easy to install	Very easy to install	High-end, professional Installation req.

