

Simulator Description

“When you hear something, you will forget it. When you see something, you will remember it. But not until you do something, will you understand it.”

Michael Gerber – The “E” Myth

The “System Simulator” is a software program from Group Gerhardt that is the sexy part of the “Portable Showroom” Series.

It allows the potential client to experience what their actual system will look like and how it will work by engaging the senses of sight, touch, and hearing.

The Potential client drives the demo through a virtual home. They change video, and music, adjust dimming levels, lower shades, turn on a fireplace, open a gate, trigger an alarm, use the intercom, change temperatures, view a camera image, and turn on the spa from a exact scale version of the touch panels or keypads they are considering.

The dealers say “this is exactly what we need”. For what is less than the cost of some larger touch panels, a dealer can now demonstrate an entire family of touch panels and keypads in a realistic fashion.

For tens of thousands less than an actual Showroom, the client can learn for themselves what these systems can do and how easy it actually is.

Unlike a real Showroom it is never obsolete and you never “borrow” its parts for an installation.

It is important that, while using the Simulator, the potential client is the only one actually touching the screen. You provide verbal prompts and encouragement to get them started and they take it from there.

It is during the client involvement that a subtle but powerful transformation occurs. Most potential clients are worried about how they are going to use all the systems. No matter what you tell them, that concern haunts them. Even when you show them, all they think is how easy it is for **you** to use. It is only when they do it themselves that they realize that this is what they want.

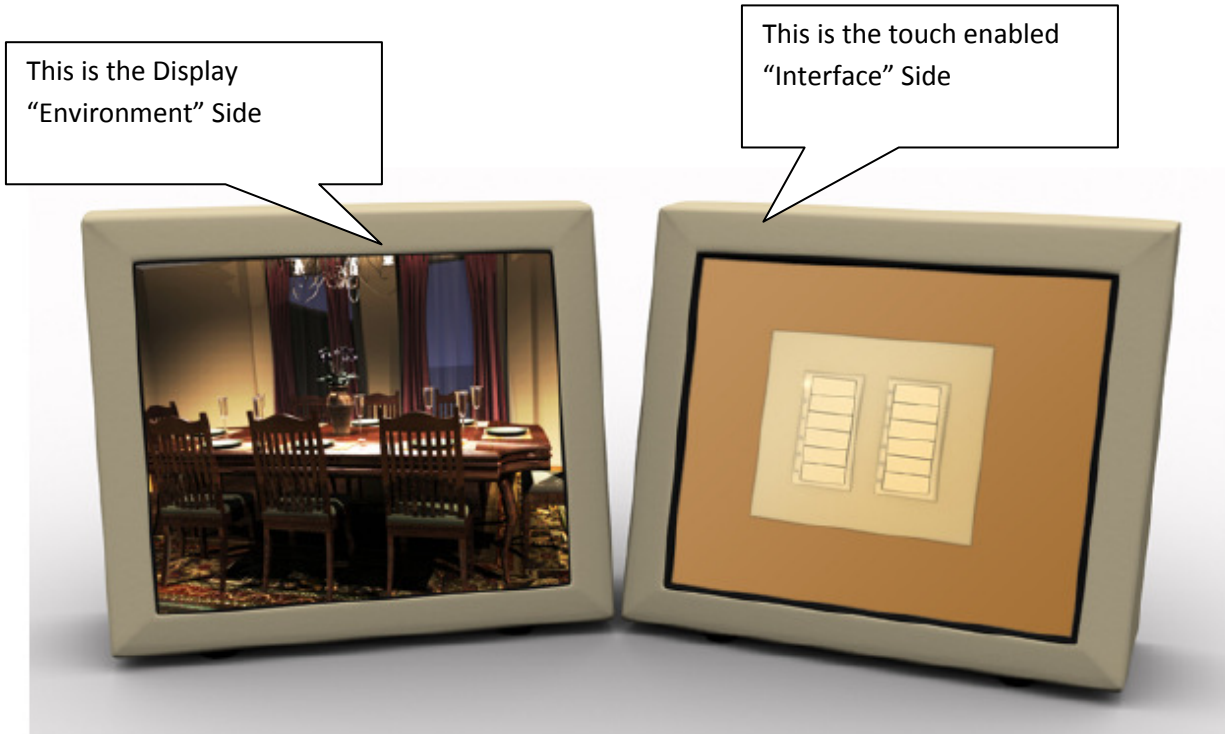
The software is equally as powerful when presented to architects, designers and custom builders. Many of these specifiers never get to see these systems installed. Watching them play with the “Simulator” on a Portable Showroom is like watching children at play. You literally have to take it away from them. Imagine the next conversation they will have with their clients as they describe you and your systems.

Portability is the Secret

The Simulator Software is what makes the Portable Showroom possible. The characteristics of the new industry of “integrated” systems benefit less from the obsolete retail style Showroom and often require that you go to the busy client. The Simulator software effectively transports an entire home to a table in your client’s home or office.

How Does it Work?

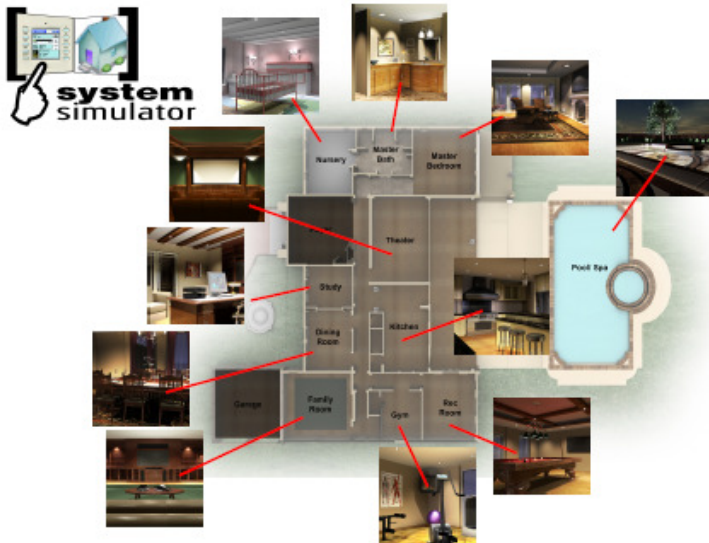
The Simulator requires two screens, one of which must be touch enabled. This configuration is standard in all three “Portable Showroom” hardware configurations.



Pictured above is the original and “Classic” Hybrid Portable Showroom. We call it that because the Display can be either the matching display and audio package shown on the left or it can be provided by the dealer for use in a conference room as shown below.



The hardware options are discussed in detail in a separate document.



The eleven rooms of the demonstration home are selected from the touch enabled “Interface Screen” and that room appears on the display side.

As the room appears, the interface for that room will emerge on the “Interface Screen”. From that point, the potential client can simulate the various functions available in an advanced control system. The available functions vary from room to room as they would in any home, but within a few minutes the potential client will have:

- Selected various dimming scenes
- Adjusted lighting levels
- Turned on a ceiling fan
- Adjusted fan speeds
- Raised or lowered the shades
- Turned on the fireplace
- Turned on music from AM, FM and Satellite sources
- Turned on Video from Satellite and video server sources
- Switched sources
- Adjusted volume from all sources
- Turned on a spa
- Opened a gate
- Viewed camera images for the pool, nursery and front gate
- Selected various rooms for intercom
- Triggered the security system

The actual interfaces are presented to scale with attractive layouts consistent with the manufacturer’s offerings. The specific types, variety, and functions of the interfaces are dependent on those available from the manufacturer of the systems the dealer is representing.