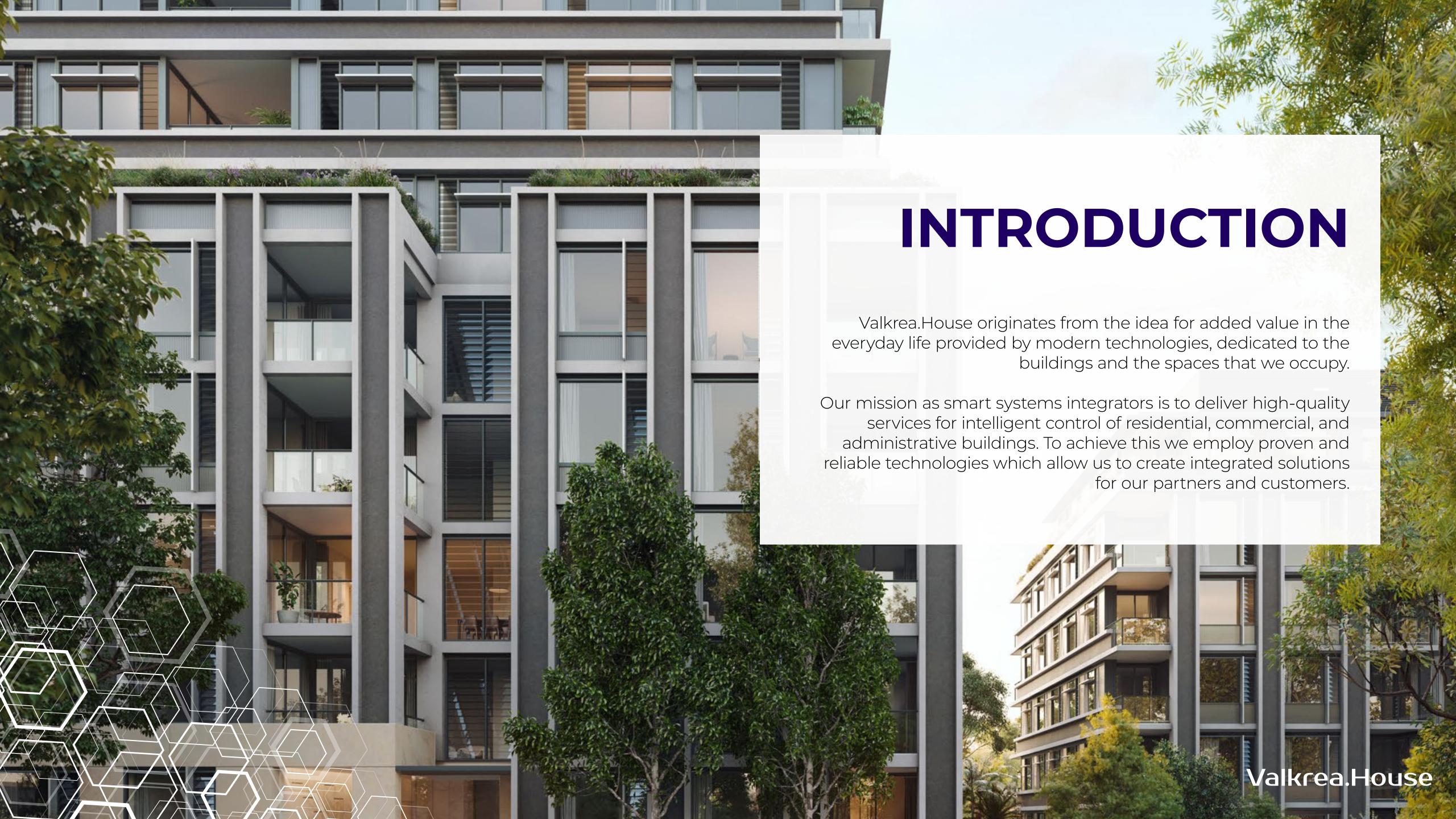


Valkrea. House

Professional solutions for smart buildings

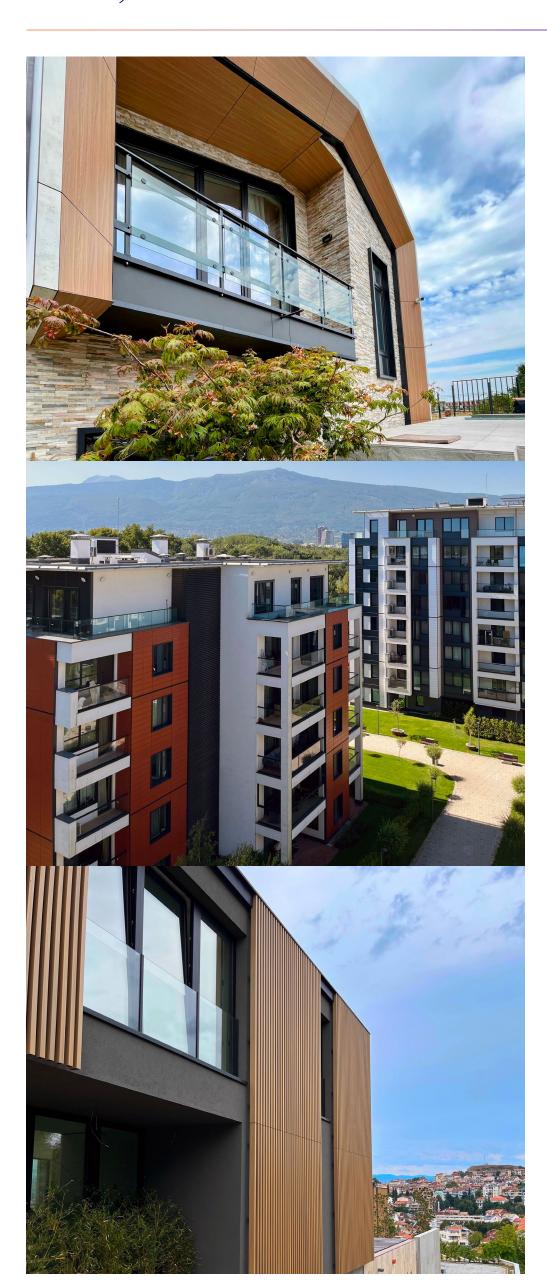


Definition | What is a smart home system?

Valkrea. House installs smart home systems but what actually are they? They are solutions for controlling, monitoring and servicing of homes and buildings using modern digital technologies.

Smart home system **Comfort features** They encompass all aspects of the warm 狱 domestic feeling, energy consumption, and Comfort features safety of the inhabitants. Lights Blinds **Appliances** HVAC Consumption Sensors **Security features** They include everything related to the protection from external and internal threats Security features and infiltration of uninvited people. Surveillance Simulation Doorbell Locking Alarm Parking Presence **Control features** The main focus of the smart home is how it's controlled. It is important to connect all the features with a single mobile app, programmable buttons, displays and even 4 complex logic that are used to take full Control features advantage of the system. Mobile app Remote control Buttons Voice assistance Scenes Schedules Logic **Admin features** A sign of a quality smart home installation is how it is managed and by whom. It should deliver full control and reliability to the customer, and it should also allow precise 댊 윤 and thorought setup from a professional integrator. Admin features Setup Maintenance Structure API Users

Projects | What does Valkrea. House create?



Single-family houses and private flats

Full collection of services to create a unique experience in the homes of our customers. It's a true pleasure to make spaces full of meaning and interaction that become a natural part of the inhabintants' everyday life. In order to achieve this goal Valkrea. House listens carefully to their desires and takes every task as an opportunity to offer the best of the modern building technology.

Smart-ready residences

Valkrea. House has a method to build residences which are fully ready to accommodate a smart home system to any of the appartments. At first glance, they have a completely conventional electrical installation for lights and power. However, this is a new generation electrical installation that allows every home-owner to be fitted with a smart home system whenever it's needed without any refurbishment or new wiring.

Completion, improvement and maintenance

Even though the creation of smart homes is a limited and niche market, Valkrea. House "inherits" a variety of installations that require to be finalized, upgraded or supported technically. In order to provide a high-quality service to these customers, we perform a detailed analysis, followed by implementing the needed devices and software configuration. Our mission is to employ the digital technology in the name of a higher living standard and we're convinced that everyone can take advantage of it.



Services | What does Valkrea. House offer?



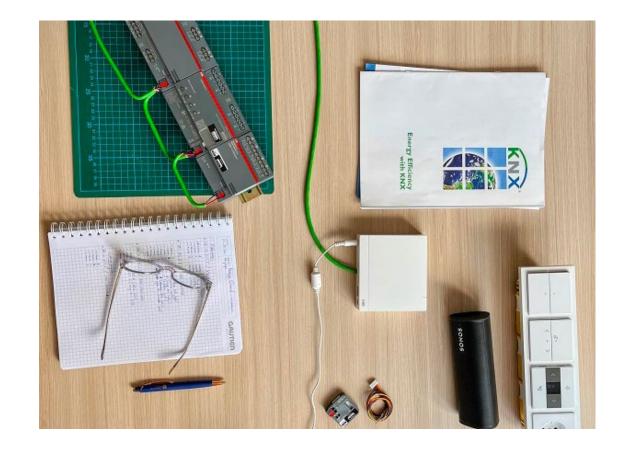


Every successful service is based on a careful examination of what the customers really want. Combined with a detailed analysis of the building, we can offer advice and a path the make the correct decisions which need to be taken in order to choose the most convenient, reliable and adequate smart home system for the future inhabitants.



Concept creation

Following the analysis and the decisions taken by the customer, we design an integrated solution for a smart home system. This way we secure a full collection of components that work seemlessly together in a common ecosystem. This approach allows us to prepare the building alongside our partners and customers so that it can accomodate the technical requirements of the smart devices.



Installation & Setup

This service includes the entire installation of low-voltage electrical setup, as well as the mounting of all related components as planned in the project. Following the connection of each device to the corresponding wires, we perform a full setup and customization of the smart home system, including testing of its operational readiness. The control of the system is transferred to the inhabintants. It includes a complete documentation and introduction to the smart home's control.



Maintenance & Upgrade

The smart home system's maintenance has 3 main aspects:

- correction of technical issues
- guidance on how to use it
- adding new features and devices

All three cases can be handled by representatives of Valkrea. House and remote support can be provided during working hours.

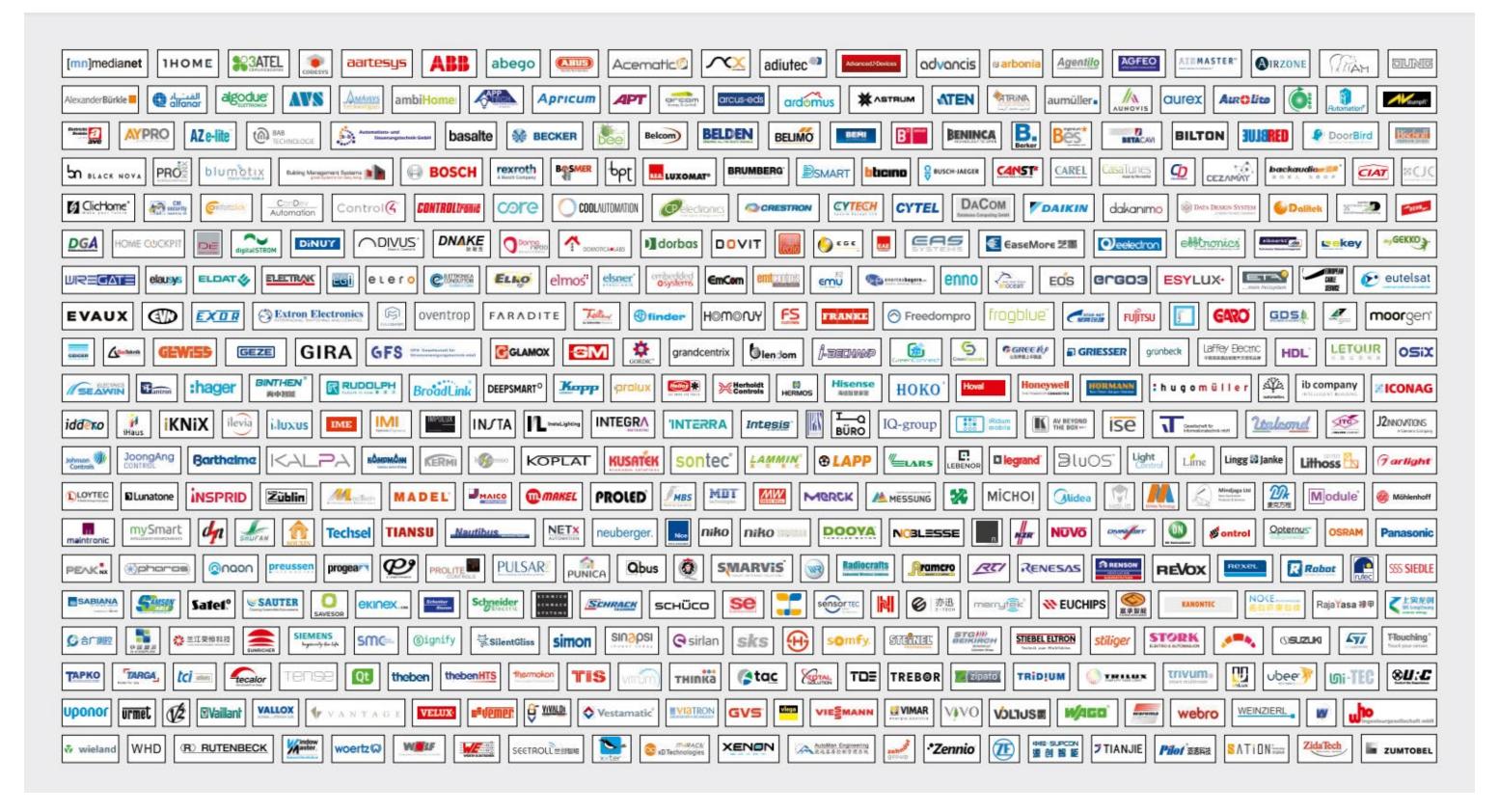
Technology | What do we actually put into practice?

A new generation of electrical installation

Almost completely unknown in the Balkans, KNX has achieved a rank of global standard in the building automation. Companies from around the world collaborate with a single purpose - a reliable and efficient building technology that addresses all technological requirements related to the digitalisation and IoT.

Over 300 manufacturers offer more than 6000 devices that are certified by this standard. They are implemented in thousands of buildings on all continents including high-interest buildings such as airport terminals, banks, stadiums, government facilities and even Formula 1 tracks.

Quite literally there isn't a feature, a logic, or an automation that can't be managed by a KNX smart system.



Engineering companies that are the founders of what electrical technology has been, are also the founding members of the KNX Association. They take advantage of the best practices and profound expertise in order to develop the modern building technologies.

Solutions | How do we work with our partners?



Selection of a mobile app

Everything begins with a vision – what do we want to be under control? After the definition of the scope of the smart system we can evaluate what control devices are needed and which server provides the most suitable mobile app according to the technical requirements.



Selection of command devices' design

The smart home isn't complete with only a mobile app. Actually, it gives a new life to the switches, the buttons, the thermostats, the sensors and the mulifunctional displays, which are mounted on the wall and which give a new sensation of convenience. We guide you through the decision-making process related to the positioning, design and functionality of these devices.



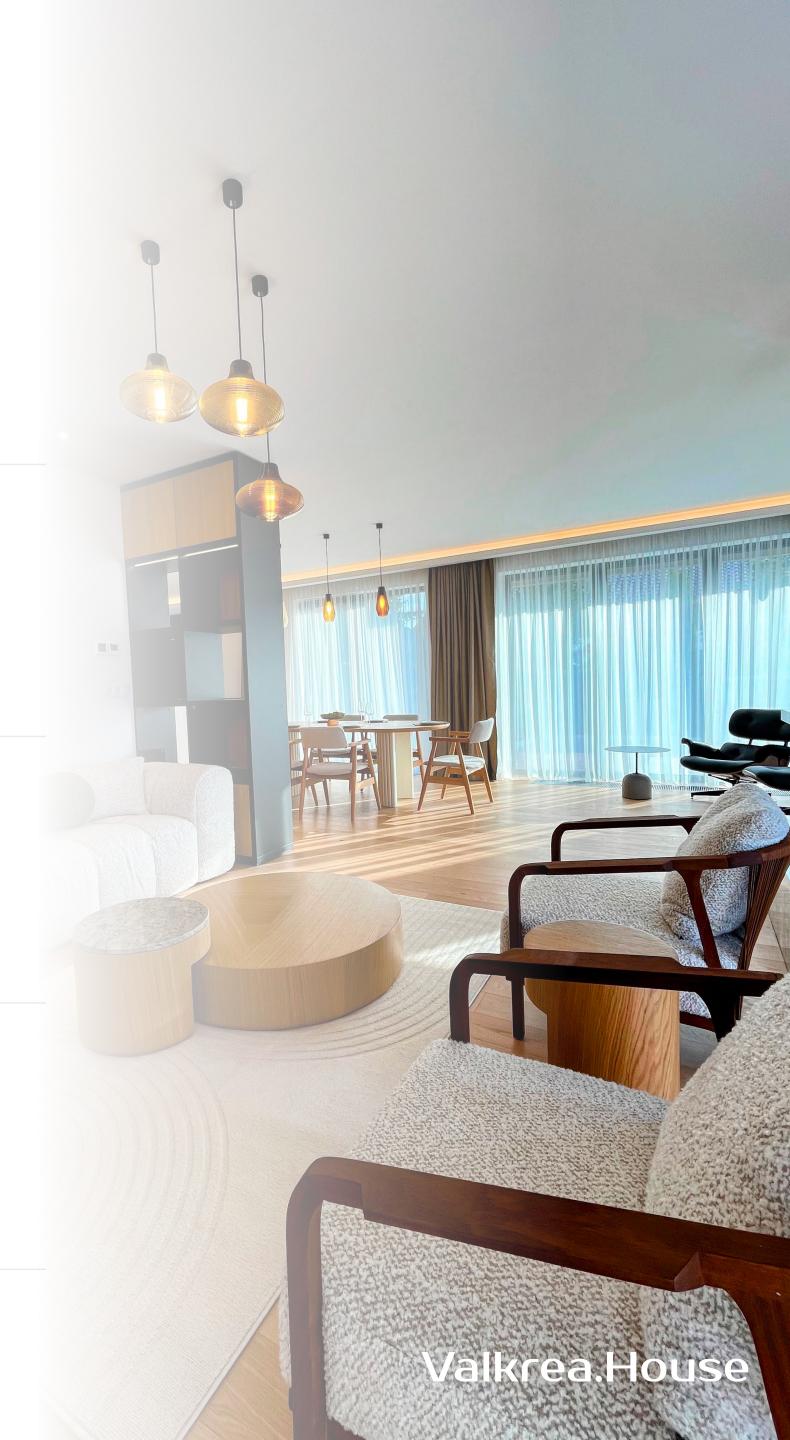
Planning and setup of the electrical installation

The electrical installation is the nerve system of the building and it secures the reliability and capacity of the smart home solutions. Valkrea. House's experts are experienced in the installation of such structures which allows us to provide flawless quality and excellent services to our customers.



Integration of the connected electrical loads

The smart home system isn't an isolated element in the construction of a building. On the contrary, the wiring and powering of all electrical loads have to be in accordance to its technology. This includes the lights, HVAC, access control, security systems, multi-room audio, motorized blinds, pergolas, garage doors and portals.



VALKREA.HOUSE'S SMART-READY CONCEPT As a company whose activity is on the cross-section of digital technology and construction industry, we have a very simple to understand vision – to provide the conveniences of a smart home system to as many people as possible. For this purpose we have a concept for a new generation of standard electrical installation setup that enables the activation of intelligent features and integrated solutions at home. Valkrea.House

Business proposal | A new standard

Are you ready for Smart-Ready?

The digital revolution has already happened in the communications, finance, marketing, administration and many other sectors. The truth about it is that it always has the same model – it completes the real world with digital capabilities and enables new ways to provide individual services.

We, at Valkrea. House, use this proven model and employ it in the residential buildings construction. A home has 4 walls and a roof, but it can have a lot more. It all comes down to creating added value on the long term.



Basis

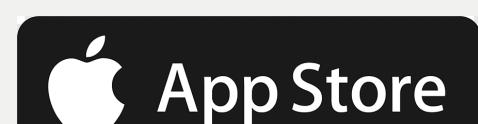




The first generation of iPhones is an unparalleled example for entering the digital era. It has all the capabilities of any mobile phone but it's also a platform for much more.

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Added value



The ability to add functions, customizations and constant access to information is the purpose of the digital technologies. The smart home is their equivalent in the building construction industry.

Services

Adding features:

- > Mobile app activation
- > Heating control
- > A/C control
- > Blinds and curtains control
- > Video-interphone integration
- > Audio and voice assistance control
- > Electric-mechanical door locks control
- > Smoke detection
- > Flood detection
- > Air quality detection
- > Electrical consumption monitoring

Rep

Replacing devices:

- > Dimming lights
- > Thermostats
- > Touch-displays
- > New design

Changing the configuration:

- > Creation of scenes
- > Creation of automations
- > Change of existing configuration
- > Adding a new configuration

Subscription plan:

- > Remote support
- > Monitoring of sensors reading

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Business proposal | Smart-Ready installation

Potential for mass adoption

The creation of a Smart-ready installation can profit from economies of scale thanks to its repetitive nature. The amount of components and the standardized configuration are what makes it financially viable.

This approach saves from the most expensive part of the smart home creation - the software configuration. When every flat/house has the same layout, the configuration can be done only once and copy-pasted to all the others.

As a result, we achieve a working solution that requires only coordination and professionalism. This approach is proven to work even in extremely complex industries such as the constriction of airplanes.

Requested by the investor

KNX installation

- > Lighting on/off + switches
- > Power on/off
- > standardized setup*
- > (compatible doorbell system)
- * This allows the KNX system to work exactly as a conventional system.

Requested by the customer

Server and configuration

- > mobile app
- > smart lights and power
- > smart doorbell (if available)

Adding smart features

- > dimming and/or RGBW lights
- > motorized blinds, curtains, pergolas
- > soledoid door locks
- > heating, ventilation, air conditioning
- > safety sensors
- > scenes and automations
- > buttons and touch screens
- > others

The concept in practice

1) **Definition >** Defining the amount of identical residences and the default electrical loads

2) Conception > Defining the scope of the smart-ready installation

3) **Planning >** Creating a wiring scheme based on the provided definitions

4) Installation > Installing the electrical structure according to the provided schemes

5) Quality check > Certification of the installation for enabling a KNX system

6) Configuration > Configuration of the devices according the a standard config file for each residence type

7) Mounting > Adding the devices to the residences

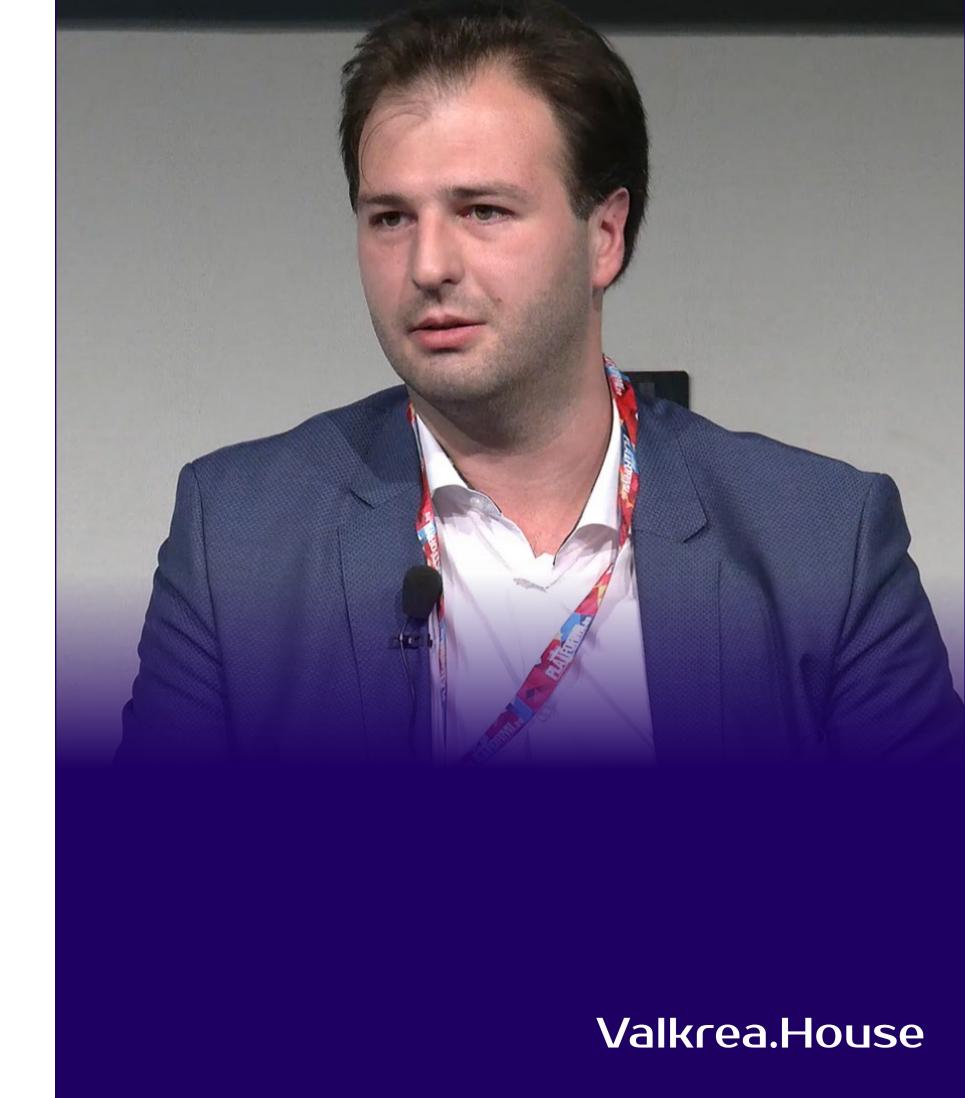
8) Testing > Certification of the operational readiness of the electrical installation

9) The residence is ready to be delivered!



"On the cross-section of the construction industry, the digital technologies, and the quality of life, is located the building automation and what we call smart home systems."

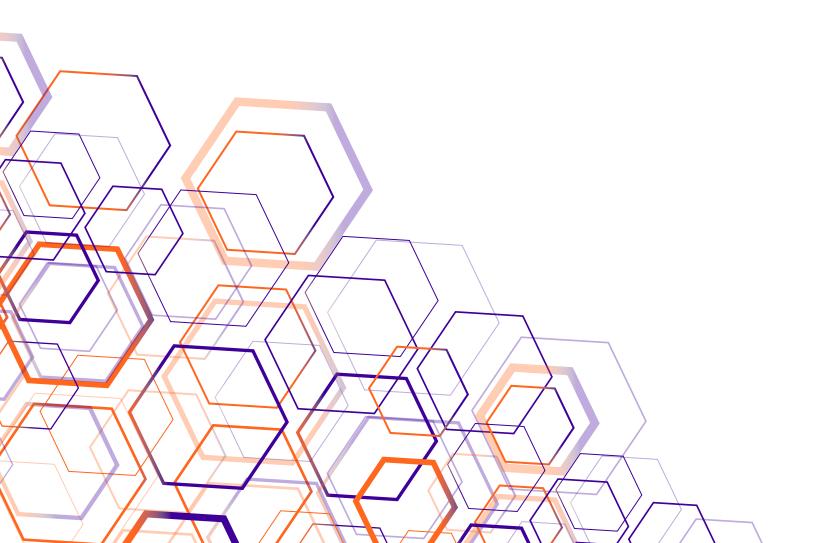
– Mitko TsonevFounder of Valkrea. House





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Thank you for your time! We look forward to working with you.



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