Samsung SmartThings® + Leviton Home Automation Bundle

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Product Information
Samsung SmartThings + Leviton Home Automation Bundle

What is the STKIT-000 Bundle?

The easiest way to turn a home into a smart home

Low-cost residential Hub that utilizes Leviton Vizia RF + and Lumina RF devices

- **STKIT-000 is a Simple SKU'd Bundle:**
  - Samsung SmartThings 2nd Generation Hub
  - Leviton Vizia RF + VRMX1 Universal Dimmer
 - Leviton Vizia RF + VRS15 15A Switch

Product Availability: 10/28/16

- **Works with many wireless Leviton devices as attachment sales:**
  - Sensors
  - Dimmers
  - Switches
  - Fan Speed Controls
  - Heavy-Duty Load Controls
  - Receptacles
  - Plug-Ins
  - Thermostats *(In certification process)

What's in the bundle?

Samsung SmartThings Hub

Vizia RF+ Dimmer VRMX1

Vizia RF+ Switch VRS15

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What is the History of Samsung SmartThings and Leviton?

- **2011:** Eventual founder arrives home to a pipe burst causing $80,000 in damage, couldn't find an affordable solution that could have alerted him
- **2012**: SmartThings is formed with the vision of creating an open-platform to connect all smart devices
- **2013**: Begins selling products online and continues raising venture capital, gaining a strong user base
- **2014:** SmartThings acquired by Samsung, operates as independent company within Samsung's Global Innovation Centre
- **Late 2015**: Samsung SmartThings releases 2nd Generation Hub
- **Early/Mid 2016:** Leviton and Samsung SmartThings begin co-marketing and co-selling via e-tail and retail as a "best in breed" solution, coupling DIY plug-in Z-Wave devices with a hub to much fanfare

- **October 2016:** Evolution to distribution channel offering with STKIT-000 Bundle featuring in-wall devices and professional installation, sold exclusively within the Electrical Distribution marketplace for all Leviton contractors!

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Details: Why Partner With Samsung SmartThings for Distribution?

- **Affordable Hub Offering with support, development, and a strong market share**
  - Easily monitor, control, and monitor a home from anywhere without monthly fees
  - Stay connected to loved ones; control and program their lights, thermostat, and more; and protect their home more affordably than with a traditional home security system
- **Once a homeowner has a SmartThings Hub, they can add any of the hundreds of compatible devices to enhance their smart home**
  - Leviton has many products (both Z-Wave and ZigBee) that have been approved by SmartThings within their eco-system
  - Integration with Amazon Echo/Google Home, a wide variety of controlled devices, and continued enhancements
- **Competition Assessment:**
  - Lutron is not supported by SmartThings. The real competitor for Lighting Controls within the SmartThings eco-system is GE/Jasco and individual light bulbs
  - Caseta hub uses their proprietary communication protocol, no direct integration with Z-Wave or ZigBee devices

AT&T LTE 10:38 AM 96%
Bedside Table Lamp
Right Now   Recently   SmartApps
ON
31%
31 %

Dashboard   My Home   Routines   Marketplace

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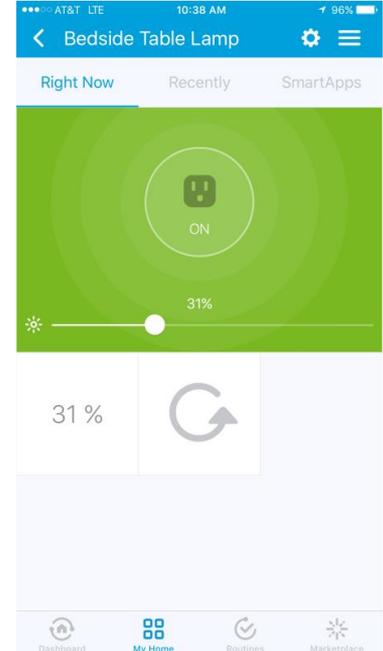
How Do I Get Started with Samsung SmartThings?

One Hub for Your Smart Home

Whether you have two smart devices or 200, all you need is one Hub to create a smart home. Like a live-in translator, the Hub communicates with all of your different connected products–regardless of their wireless protocol–so that you can easily monitor and control them from the SmartThings app.

I'm the heart of your smart home

SmartThings

One Seriously Smart Hub

The Hub contains ZigBee and Z-Wave radios, and is also compatible with IP-accessible devices. There's no hard-wiring or installation needed. Simply connect it to your Internet router using the included Ethernet cable, attach the power cord to the back of the Hub, and you're ready to start creating a safer, smarter home.

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What Leviton Products Are Included in the Bundle?

- **Leviton VRMX1** is a universal dimmer for dimmable LED, incandescent, halogen, and magnetic low voltage. It is rated for 1000W incandescent, 450W LED/CFL and Mark 10, and 1000VA for magnetic low voltage

- **Leviton VRS15** is a 15A switch for single pole, 3-way or more applications and is rated for 1800W incandescent, 1800VA magnetic low voltage, 1800W electronic low voltage, 1800VA fluorescent, and 1/2 H/P supplemental

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What Can Leviton + Samsung SmartThings Accomplish?

A hallway that can take chores off your plate.

"I made a Goodbye Routine in my SmartThings app that turns off all the lights and turns down the thermostat at the touch of a button."

Leviton Connected Thermostats

+

Leviton Connected Switches

Requires SmartThings Hub or compatible device with SmartThings Hub functionality. Products sold separately.

A bedroom that can make the morning easy.

"I made a Good Morning Routine in my SmartThings app that gently turns on the lights and starts the radio at the same time each morning."

Connected Speaker

+

Leviton Connected Switches

Requires SmartThings Hub or compatible device with SmartThings Hub functionality. Products sold separately.
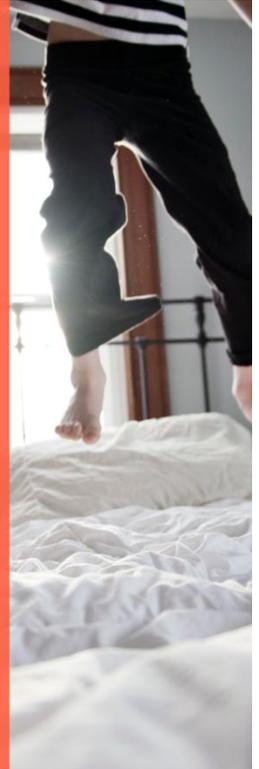
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What Can Leviton + Samsung SmartThings Accomplish?

The lights that I can turn on with my voice.

"I can turn on the kitchen lights by simply saying 'Alexa, turn on the kitchen lights.'"

Amazon Alexa + Leviton Connected Switches

Requires SmartThings Hub or compatible device with SmartThings Hub functionality. Products sold separately.

A thermostat that I can change with my voice.

"I can change the temperature by simply saying 'Alexa, set the kitchen thermostat to 72 degrees.'"
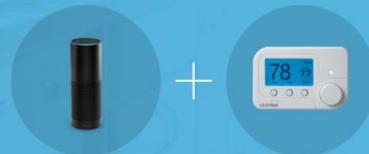
Amazon Alexa + Leviton Connected Thermostats

Requires SmartThings Hub or compatible device with SmartThings Hub functionality. Products sold separately.

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What are the Top "Talking Points?"

- **One Easy SKU to Create a Whole House Automation System**
  - Whole house automation is made simple with a strategic partnership between Samsung SmartThings and Leviton, resulting in a pre-packaged home automation starter kit. The bundled kit includes the Hub, a dimmer, and a switch to get started with a smart home installation
- **Add More Leviton Wireless Devices to Expand**
  - Z-Wave and ZigBee radios allow for attachment of Leviton Vizia RF + and Lumina RF devices including heavy duty-load controls, fan controls, receptacles, and more
  - Create a complete home automation eco-system with a wide variety of "Works with SmartThings" devices including door locks, cameras, thermostats, etc.

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What are the Top "Talking Points?"

- **Easy app-based setup simplifies installation and automation scheduling with no required monthly fees**
    - Control and automate lights, save money on energy, include connected thermostats, and add a wide variety of third party solutions to create a truly custom yet affordable and accessible smart home
    - Leviton lighting and load controls can activate upon motion using wireless sensors. Routines can be established for what the home should do while asleep, awake, away, or home. Even control and automate multiple lights with one button from the iOS, Android, or Windows app
    - Receive important notifications about what's happening at the house, control smart devices with a simple tap, and automate the home to react to unique preferences

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Compatible Leviton Products
Samsung SmartThings + Leviton Home Automation Bundle

What Devices Work with SmartThings? Wireless Sensors

Sensors
- LURDW – Door/Window Contact, Lumina RF
- LURMD – Motion Detector, Lumina RF

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What Devices Work with SmartThings? Dimmers + Switches

In-Wall Dimmers

- VRMX1 – Universal Z-Wave
- VRI06 – 600W Incandescent Z-Wave
- VRI10 – 1000W Incandescent Z-Wave

In-Wall Switches

- VRS15 – Z-Wave
- VRS05 – Z-Wave
- VRF01 – Fan Control Z-Wave
- ZSS10 – Lumina RF

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What Devices Work with SmartThings? Plug-Load Control

Receptacles and Plug-ins

- VRR15 – Split Duplex Receptacle, Z-Wave
- VRPD3 – Dimming Lamp Module, Z-Wave
- VRPA1 – Appliance Module, Z-Wave

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What Devices Work with SmartThings? Heavy-Duty Loads

Heavy-Duty Load Control

- 73A00-3ZB – 30AMP LCM, Lumina RF

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What Devices Work with SmartThings? Thermostats*

Thermostats

- RC-1000WHZB, Lumina RF
- RC-1500WHZB, Lumina RF

■ ***Leviton thermostats are currently undergoing certification and implementation into the eco-system/app**

■ **NOTE:** RC-2000WHZB does not support humidity control within the SmartThings eco-system, so it is not actively promoted at this time

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What Else Can I Attach? Third-Party Solutions

Works with SmartThings™

- **Samsung SmartThings has many partnerships!**
  - **Voice Control:** Amazon Alexa and Google Home
  - **Door Locks:** Yale (ZigBee and Z-Wave), Schlage, Kwikse
  - **Camera:** Arlo Wire Free, Samsung Techwin 6410
  - **Water Shut Off Valve:** FortrezZ
  - **Doorbell:** Skybell or Ring
  - **Garage Door Opener:** Linear GoControl
  - **Additional Sensors:** SmartThings – water leak, arrival,
  - **Appliances / Televisions:** Samsung
  - **Smoke Detectors:** First Alert
  - **Sprinkler:** Spruce, Rachio (Upcoming)
  - **Blinds:** Springs Window Fashion (Upcoming)

All products: http://www.smartthings.com/works-with-smartthings

"Alexa, Turn On My Lights"

Integrate your bundle with voice control plus manage a wide variety of locks, cameras, thermostats and more to create a complete eco-system

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Are There Non-Compatible Leviton Products?

Z-Wave Remotes:
- VRUSB-000
- VRCPG-0SG
- VRMR1-0SG

Z-Wave Keypads:
- VRCS4-M0
- VRSZ4-M0
- VRCS4-MR
- VRSZ4-MR
- VRCS2-MR
- VRCS1-1L
- VRCZ1-1L

Z-Wave Interface Module:
- VRC0P-1L

ZigBee Load Controls:
- ZSD07
- 89A00-1ZB
- 73A00-4ZB

ZigBee Sensors:
- ZSC04
- ZSC15

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Bundle Installation Overview
Samsung SmartThings + Leviton Home Automation Bundle

Overview – The Steps to Installation: Smart Home Bundle

- **Confirm Bundle includes Hub, Dimmer, and Switch**

- **Install Your Leviton Devices First**
  - Refer to included instructions for a proper and safe hardware installation

- **Install the Hub Next**
  - Unbox Hub and locate the Black & White Quick Start Guide
    - Includes instructions for connecting to the network, power, and battery backup

- **Download the App for System Setup**
  - Download the free SmartThings app to the mobile device
  - Create an account in the app, follow on-screen prompts to connect the hub, enter the welcome code when prompted to confirm

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Overview – The Steps to Installation: App-Based Setup

- **Once the app has been used to set up the hub, you need to enroll your installed Leviton Devices that were included in the Bundle:**
  - To add a supported Leviton device to the hub's eco-system, select the "+" in the upper right hand corner of the app
  - Choose "Add a Thing" which appears at the bottom of the screen
  - Use the Menu to Select "Lights & Switches"
    - Choose "Switches and Dimmers"
    - Select "Leviton"
    - Select "VRMX1" or "VRS15" and follow the on screen instructions to enroll the device

My Home + ≡

Rooms   Things   Family

+ Add a Thing

Connect Now
SmartThings Recommends
Samsung Home
Safety & Security
Coming and Going
Lights & Switches
Climate Control
Health & Fitness
Entertainment
More

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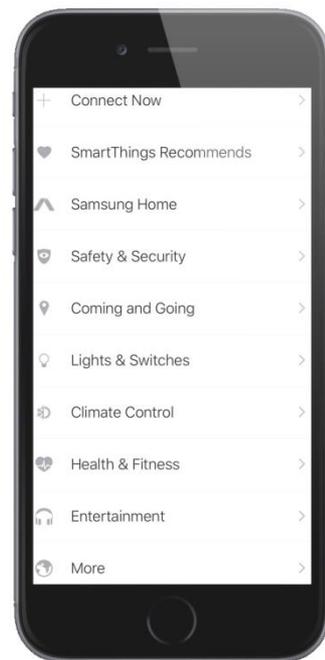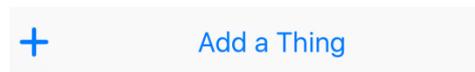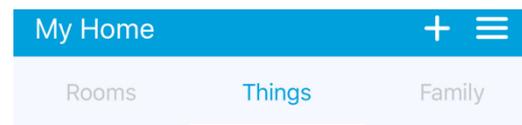
Overview – The Steps to Installation: Scheduling & Routines

- **Easily customize based on the customer's schedule and activities using the app on a smartphone or tablet**
  - Set routines for what you'd like smart devices to do when asleep, awake, gone, or back home, and SmartThings will do the rest
  - Routines can be configured to meet precise needs
    - Turn multiple devices on or off at the touch of a button, at the same time each day, or when activity is detected in the home
    - For example: a Good Morning Routine can turn on lights, turn up the thermostat, turn on a small appliance, and turn on the radio at the same time each day
  - Leviton lighting and load controls can also activate beyond time schedules, for instance, upon motion using wireless sensors

⊗ Configure Routine   Done

Lights & Switches

Turn on these lights or switches
Tap to set ⊕

Turn off these lights or switches
Tap to set ⊕

Set dimmers to this level
Tap to set ⊕

Doors & Locks

Set security system to
Tap to set ⊕

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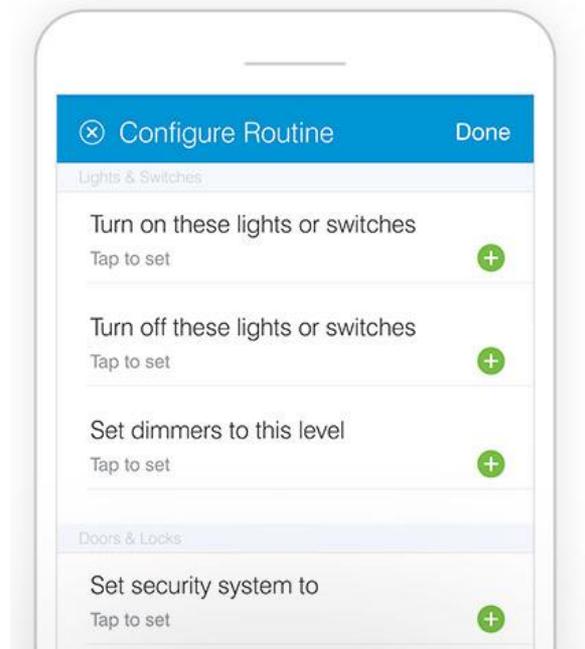
Overview – The Steps to Installation: Smart Home Monitor

■ **Monitor the status of the smart home to protect it from damage and danger**

- Activate the "Armed (Stay)" mode when home at night or the "Armed (Away)" mode when leaving the house, and SmartThings will warn the end-user if there's unexpected activity
- Activate the "Disarm" mode when home and the end-user doesn't want to receive warnings or alerts
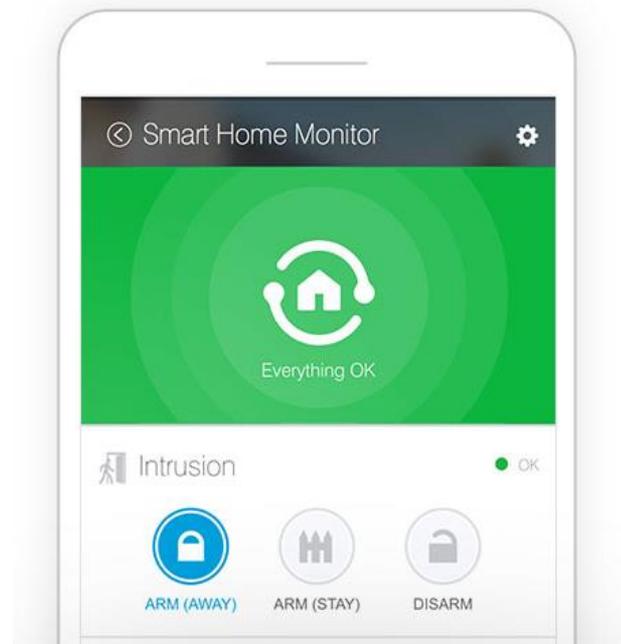
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Sales and Marketing Information
Samsung SmartThings + Leviton Home Automation Bundle

Competitive Comparison Document

Benefits	Samsung SmartThings + Leviton	Lutron Caseta Pro	Lutron Caseta Standard
Bundle Contents	SmartThings Hub Vizia RF + 1000W Dimmer Vizia RF + 15A Switch	Caseta Pro with 600W Dimmer and RF Pico remote	Caseta with 600W Dimmer and RF Pico remote
Amazon Echo	✓	✓	✓
Audio	✓		
Cameras	✓		
Doorbell systems	✓		
Irrigation	✓		
Locks	✓		
Mesh Networking	✓	No, Devices recommended to be within 30 feet of Hub	No, Devices recommended to be within 30 feet of Hub
Sensors	✓		
Thermostats	✓	✓	✓
Window treatments	✓	✓	✓
Water valves	✓		
Z-Wave	✓		
ZigBee	✓		

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SmartCard
Competitive Product Sales Reference

Samsung SmartThings Bundle

Whole house automation is made simple with a strategic partnership between Samsung SmartThings and Leviton, resulting in a pre-packaged home automation starter kit. Start your next smart home project with the Samsung SmartThings Hub and Leviton Vizia RF + bundle, complete with Hub, Dimmer, and Switch.

☑ **One Easy SKU to Create a Whole House Automation System**
- Bundle includes Samsung SmartThings Hub, Leviton Vizia RF + Dimmer (VRMX1), and Leviton Vizia RF + Switch (VRS15) plus the free app for simplified installation and scheduling
- Included Leviton VRMX1 is a universal dimmer for dimmable LED, incandescent, halogen, and magnetic low voltage. It is rated for 1000W incandescent, 450W LED/CFL and Mark 10, and 1000VA for magnetic low voltage
- Included Leviton VRS15 is a 15A switch for single pole, 3-way or more applications and is rated for 1800W incandescent, 1800VA magnetic low voltage, 1800W electronic low voltage, 1800VA fluorescent, and 1/2 H/P supplemental

☑ **Add More Leviton Wireless Devices to Expand**
- Z-Wave and ZigBee radios allow for attachment of Leviton Vizia RF + and Lumina RF devices including heavy duty-load controls, fan controls, receptacles, thermostats, sensors, and more

☑ **Expand Beyond Leviton**
- Integrate Amazon Alexa products for voice control of the home— "Alexa, turn on the kitchen lights"
- Create a complete home automation eco-system with a wide variety of "Works with SmartThings" devices including door locks, cameras, thermostats, and more

Check out how the Samsung SmartThings Bundle stacks up against the competition!

— For Internal Use Only - Not For Distribution —

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Competitive Comparison Document

Protocol/ Technology	Samsung SmartThings + Leviton	Lutron Caseta
Primary Benefit	A comprehensive wireless Home Automation Hub that allows a wide variety of products interoperate as a single system.	Lighting control with an app
Key Points	Massive suite of connectivity partner options to choose from to build a unified system all controlled from a single app. Scales from simple time based lighting control to a fully integrated system by adding devices. Samsung SmartThings and Leviton partnership is another step in the progression of the affordable yet comprehensive smart home.	Battery shade program
Challenges	Large number of compatible products.	Closed eco-system Non-mesh technology No way to expand 30' transmission range Unusual aesthetic No 15A switch No lock integration No controlled receptacle No fan controller Market confusion regarding capabilities of Basic vs. Pro
Device Attachments	100+	Under 50

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Technical Support

- **EVERYONE:**
  - **A: Vizia RF + and Lumina RF Devices**
    - Contact Leviton via Phone/Email/Live Chat
  - **B: Samsung SmartThings Hub:**
    - https://support.smartthings.com/hc/en-us
      - Support Center Search Bar: Easily Find What You Need by SKU
      - VRS15 example includes basic overview, image, enrollment instructions using SmartThings app, and Leviton's original installation instructions
    - Phone: 1-800-726-7864
    - Email
    - Live Chat (9AM-5PM Pacific, M-Saturday)

- **INSTALLERS ONLY: Bundle Hotline: 1-844-528-8578**

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Training

- **Editable Training Flyer**
  - Take our Lunch and Learn Presentation to the Field
  - Easily input dates and locations plus contact info

- **First Public Webinar 10/19**
  - Will be Live and then archived on EZ-Learn and Dealer.Leviton.com

- **Additional Content Under Development**

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Marketing Materials

- Marketing Bulletin
- Product Bulletin + Data Sheet
- Leviton.com/SmartThings
- Web Banners + Social Media
- Leviton LIVE SFO Updates

Quick Start Guide Included in the Bundled Box

In-Store Merchandising

Components:

- Wall Poster (24"x36")
  - Z-2465 A
- Counter Mat Insert
  - Z-2465

Highlights:

- Products
- Bundle Benefits
- Automation Ideas
- Voice Control

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Demo – Key to the Sale

- **1) Your Phone and an App!**
  - Email EMCAMarketing@leviton.com and we will provide access to a system with many Leviton Vizia RF + and Lumina RF attachment devices.
  - Use a tablet or smartphone to show off the system and our components
- **2) Do you have a Vizia RF + demo (4-gang, <u>no</u> bulbs on top)? Send to NOLA**
  - Repurpose into a live demo for you, your rep, or your distributor:
    - VRPD3 (Plug-In Dimmer)
    - VRMX1 (Universal Dimmer) with functional bulb
    - VRS15 (Switch) with functional bulb
    - VRR15 (Receptacle)
    - Samsung SmartThings Hub
      - Requires hard-wire Ethernet connection OR Ethernet to WiFi convert

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Recommended Initial Stocking Order (RISO)

■ **Invest in the Recommended Stocking Order and Enjoy Additional Discounting of Attachment Products on the Opening Order**

Product Availability: 10/28/16

- **Recommended Stocking Order:**
  - 10 x STKIT-000 Bundles (Special Price: $140/each)

- **Additional stock options to complete an offering:**
  - 10 VRMX1 – Universal Dimmer
  - 10 VRPD3 – Dimming Module
  - 10 VRPA1 – Appliance Module
  - 10 VRS15 – 15A Switch
  - 10 VRR15 – Receptacle

- **Total Savings: $980.00**

Samsung SmartThings Bundle
Recommended Stocking Order

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Invest in the Recommended Stocking Order for the SmartThings Bundle (Samsung SmartThings Hub, VRMX1, and VRS15) and Enjoy Additional Discounting on the Opening Order.

To take advantage of this offer simply complete the form below and submit to your Leviton sales representative for processing.

Please print legibly
Customer Name_____ PO#_____
Phone #_____ Email_____
Mailing Address_____
City_____ State_____ Zip_____

Qty	Cat. No.	Description	UPC	19C	Stocking Dist.	Special Stocking Dist	Totals
RECOMMENDED STOCKING ORDER							
10	STKIT-000	Samsung SmartThings Bundle	07847783590	$190.00	$157.70	$140.00	$1,400.00
					Total Distributor at 19C		$3,500.00
		Total Recommended Stocking Order With Special Discount					$2,520.00
						Total Savings	$ 980.00
Additional stock options to complete offering:							
10	VRMX1	Vizia RF + Universal Dimmer	078477 60008 5	$60.00	$49.80	$36.00	$360.00
10	VRPD3	Vizia RF + Plug-In Dimming Module	078477 59393 6	$30.00	$24.90	$20.00	$200.00
10	VRPA1	Vizia RF + Plug-In Appliance Module	078477 59433 9	$30.00	$24.90	$20.00	$200.00
10	VRS15	Vizia RF + 15A Switch	078477 59444 5	$50.00	$41.50	$36.00	$360.00
10	VRR15	Vizia RF + 15A TR Receptacle	078477 45796	$50.00	$41.50	$36.00	$360.00
						Additional Order Total	$1,120.00

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Questions?