

Key Features and Benefits

Symphony

Selling Symphony...
The Features and Benefits

The revolutionary Symphony product contains features that appeal to a wide variety of consumers. To help you sell Symphony, we have created an overview of the top features and benefits that prospects find appealing. By becoming familiar with these items, you can enhance your sales presentation to increase Symphony sales. Let's review the features and benefits that make this product so unique.

1 Separate Features: The basic Symphony display system is composed of separate major feature groups.

- Security
- Lighting/Appliance Control
- Optional remote control and internet data services (monthly charges apply)

Some customers will use Symphony primarily for simplifying their day-to-day interactions with their security system. Others may want to extend the flexibility of their system to include control of lights and appliances. And it has been extended even further to include remote control and customized content, such as, weather, news, sports scores, stock quotations and horoscopes.

For those applications requiring Internet Alarm Reporting, your customer can provide the Symphony-i and get all the features of Symphony along with the additional capability of sending alarm reports over the Internet.



2 Contrast Control: The touchscreen can be adjusted for image clarity.



3 Touchscreen: The full-color security touchscreen makes system operation a breeze. One-touch icons take you where you want to go, eliminating complicated commands. Up to five touchscreens can be installed in one system, which is an important benefit for the needs of a larger home and multiple users.

4 Clean Touchscreen: Since the touchscreen is used for operation, it will need cleaning. The user can put the screen into clean-screen mode, which allows 30 seconds for cleaning.

Key Features

5 Traditional Keypad: Traditional keypads can be used for additional locations. If prospects want multiple keypads but need to keep costs down, the flexibility to use traditional keypads can also help the sale.



6 Portable Security Control: Programmable wireless devices can be used with Symphony. The 5804 Four-Button Wireless Key can control up to four functions. These devices also provide life safety benefits such as turning on an outside light at night. The Talking Bi-Directional Wireless Key (5804BDV) provides a higher degree of security and peace of mind since it tells the user the status of the security system before they enter the premise.



7 No Code Arming: Intruders do not arm security systems but they do attempt to disarm systems. With Symphony, a secret code is needed only to disarm the system. Arming is achieved with a simple touch of an icon.

8 Visual Exit Delay Countdown: When the user arms the system, the status of the exit delay is shown in a digital countdown on the screen. Traditional exit delay time often creates stress because people are not sure of the elapsed time. With the visual countdown, a user knows exactly how much time is left before the system is armed.



9 Night Arming Mode: One touch of the Night icon switches all exit delay perimeter sensors to Night mode. This means that any attempt to break-in can be detected instantly! This mode is used when someone at home knows that no other family members will be arriving.

Symphony



a n d B e n e f i t s



10 Visual Zone Status: The individual status of system zones can easily be viewed on the touchscreen. The user can tell if the zone is ready, faulted, or in trouble. Zones can be bypassed if the user wants to turn off part of the system while arming the remainder of the premise.

11 Event Log: Symphony's system stores the most recent actions involving system use. It reveals when the system was used, who used it, and when it was used. In residential settings, this is useful for tracking when workers and temporary guests use the system. It can even help track how children are using the system. For example, if parents want a child to arm the system when the child returns from school, the event log will let them know if the child is complying. In a commercial environment, the Event Log is an effective management tool. An office manager may be responsible to open and close the office. The event log can reveal late openings and early closings.

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12 Lighting/Appliance Security Control: An effective lighting plan can deter criminals from intrusion attempts. Appliance control can also be used to deter criminals. This can be as simple as scheduling a porch light to turn on or as sophisticated as designing a lighting and appliance schedule that gives a home a lived-in look. In a fire emergency, you can have the Symphony system turn on all interior lights to aid in the escape route.



13 Optional Remote Control and Internet Data Services: For customers with a broadband connection, they can take advantage of a powerful optional service package. This package allows for remote control of the security system over the Internet from any web browser. The user can turn the system on or off, bypass zones, see the event log to find out who got home and at what time or operate lights and appliances. In addition to remote control, this optional service package includes content like weather, news, sport scores, stock quotations and horoscopes right at the Symphony display.



14 **Secure Server:** Symphony allows broadband users remote access via the Internet without leaving the system exposed to hackers. All account information is encrypted and password protected for user security.

15 **Lighting/Appliance Convenience Control*:** With Symphony, homeowners can easily turn on a Jacuzzi or a sprinkler system right from the touchscreen. Just about any electrical item can be controlled. Note: Some items may require a licensed electrician to install the interface to the system.

*X-10 and relay control capability is dependent on the control panel.

16 **Internet Information:** Users can view selected Web content right at the touchscreen. Each user can select from a menu of options to view the latest weather, news, sports scores, horoscopes and stock quotes. Depending on the user's e-mail provider, Symphony can even list the e-mails waiting! Symphony will show the date, time, sender, and subject information from the incoming e-mails. Note: Because of their proprietary nature, AOL, MSN/Hotmail, and Juno are not supported. A user can also have Symphony refresh the Web content manually to get the Web information he or she wants to see!

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