



BUILDER
INNOVATOR
SUMMIT



The Super Secure Luxury Home

LUX

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The Secure Home

Beyond the Burglar Alarm

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From Simple Alarm to Whole-Home Intelligence

Then

- Door and window sensors
- Motion detectors
- Siren and keypad
- Monitored alarm contract
- "We never arm it"

Now

- Cameras with AI analytics
- Smart lighting and shading
- Access control and credentials
- Smoke, CO, and heat detection
- Leak, freeze, and HVAC sensors
- Garage, gate, and intercom integration
- Network and cybersecurity



Every System Is a Security System



Water & Leak Detection

Automatic shutoffs, flow sensors, and real-time leak alerts protect against costly water damage before it spreads.



Temperature & HVAC

Freeze monitors, thermostat control, and zone management keep the home safe and operational in any condition.



Garage & Gate

Status monitoring, remote operation, and open-door alerts ensure perimeter integrity at every vehicle entry point.



Smoke, CO & Air Quality

Life safety fully integrated into the security ecosystem — not a standalone system, but part of the whole.



Power & Backup

Generator status, UPS monitoring, and outage alerts ensure security systems stay online when the grid goes down.



Network Health

Device connectivity, offline alerts, and bandwidth anomaly detection form the invisible backbone of every other system.

📄 *A truly secure home monitors its systems, not just its perimeter.*



Three Tiers of Residential Security

Base

- Automatic water shutoff + flow sensors
- Integrated thermostats
- Smart locks - front door and garage entry
- Video doorbell
- Door / window sensors (full coverage)
- 2–4 hardwired exterior cameras
- Central hub + app control
- Away and Night automation scenes

Custom

- Lighting + security automation integrated
- Garage and gate in the security system
- Indoor cameras at key transition zones
- Smart shades for occupancy simulation
- ERV and HVAC behavioral integration

Premium

- Facial recognition cameras
- License plate capture at driveway approach
- Geofencing - home reacts to owner arrival
- AI monitoring with verified response
- Hidden safe room or secure closet
- Network-level cybersecurity protection



02 — A BUILDER'S FRAMEWORK

What Builders Miss

Fail to identify what clients **really want** during the design phase.

Ignore **lighting as a security system**, beyond just illumination.

No comprehensive plan for **power loss** or system resilience.

Underestimating the importance of robust **Network Infrastructure**.

Lack of **integrator involvement** early in the project lifecycle.

Defaulting to **wireless solutions** because it's perceived as easier, overlooking robustness.

Don't consider the **"behavior" of the home** and how it should respond automatically.

Neglecting critical **Cybersecurity** measures for smart home systems.

Every Device Is a "Door"

The old burglar alarm was hard to hack. You had to be on-site. Today, someone in another country can attempt to unlock your doors, disable your cameras, or hold your systems hostage.

Smart Locks & Access Readers

Convenient for owners — and a direct remote attack target if improperly configured or left on default credentials.

IP Cameras & Intercoms

Poorly secured cameras have been compromised globally. Firmware updates and network segmentation are non-negotiable.

HVAC, Lighting & AV Systems

Every connected controller expands the attack surface. Thermostats, shades, and AV gear are all potential entry points.

Garage, Gate & Network Infrastructure

Switches, routers, and gate controllers are the skeleton of the connected home — and the least glamorous targets most often overlooked.

 **The more connected the home, the larger the attack surface.**



The Digital Layer of Physical Security

Every physical security principle has a direct digital equivalent. Builders and integrators who understand both layers can design homes that are truly protected — not just alarmed.

Physical Security	Cybersecurity Equivalent
Locks on doors and windows	Secured devices — configured, updated, off defaults
Alarm code and entry control	Passwords, MFA, and user-based access control
Gate, fence, property boundary	Firewall, secure remote access, and geofencing
Security cameras and alerts	Monitoring and AI-driven threat intelligence
Glass-break / motion sensors	Intrusion detection and endpoint protection
Security inspection	Vulnerability and risk assessments
Emergency response plan	Incident response support
Knowing who to trust	Awareness training

 *Defense in depth: no single layer does the whole job.*

What You Can Do Right Now

Dos and Don'ts

- Ask security questions before design is locked
- Require integrator involvement in pre-construction
- Light every entry point - security and architecture together
- Hardwire cameras wherever possible
- Plan for power loss on every security system
- Register camera systems with local police

Contrarian Take

Have smart homes actually made us less secure?

The old hardwired alarm panel was difficult to attack remotely. Today, every IP device is a potential entry point accessible from anywhere in the world. The industry has added capability faster than it has added security.

Is that a problem we've solved, or one we're still pretending doesn't exist?



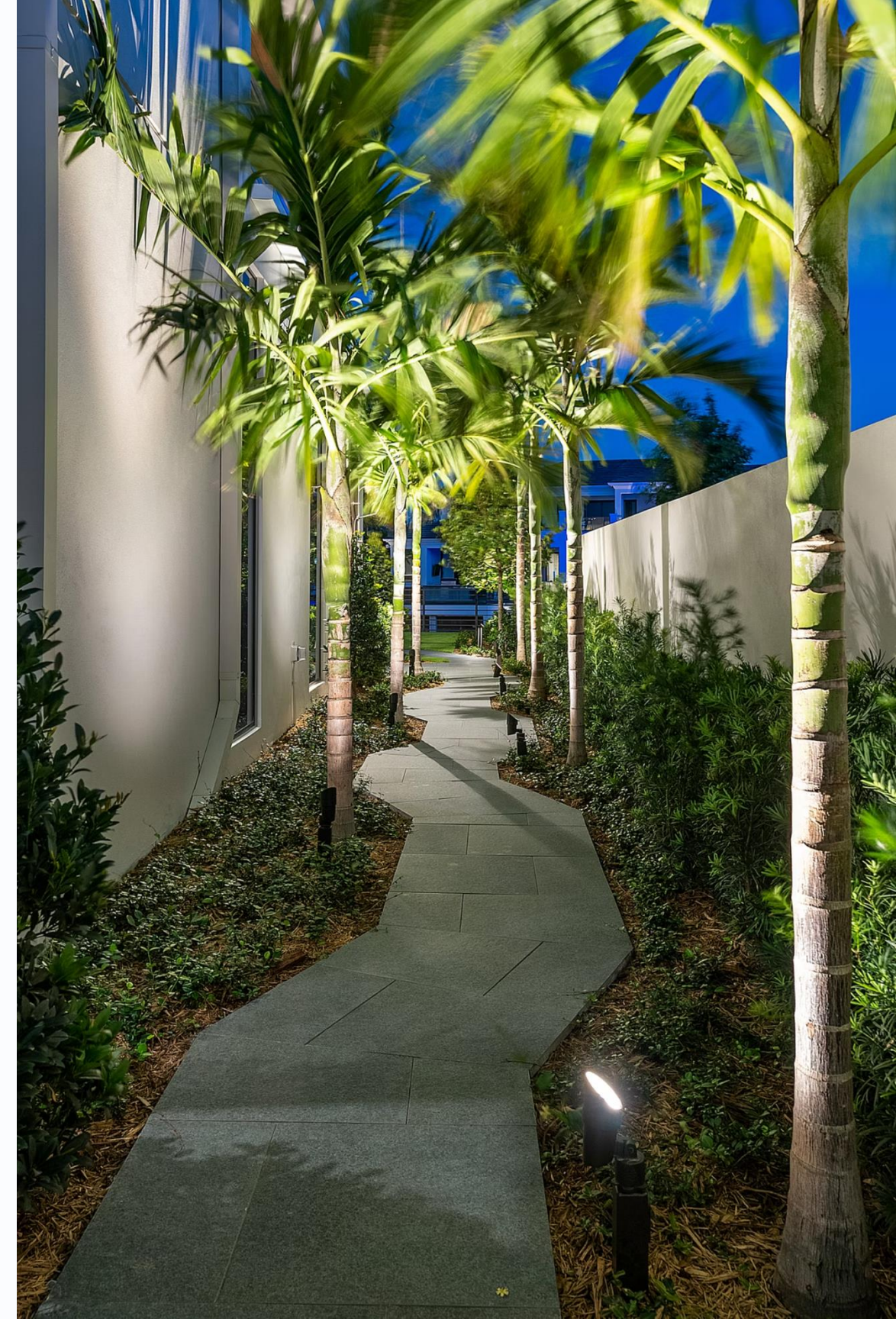
Artificial Intelligence Is Rewriting the Rules

What AI Is Doing Now

- Person, vehicle, and animal detection - no more false alerts from the neighbor's cat
- Weapon and threat identification at the perimeter before entry
- Behavioral anomaly detection - unusual gait, loitering, aggressive movement
- Facial recognition and license plate capture with automated response triggers
- AI-driven monitoring that verifies threat before alerting - reducing false dispatches

Where It's Going

- Integrated AI voice and visual - the home describes the threat to the owner in real time
- Automated response lighting - LEDs go green for safe, red for threat, shades deploy on command
- Drone dispatch from on-site charging stations - follows and documents intruders across the property
- Predictive security - pattern recognition identifies anomalies before an incident occurs
- Technologies first proven in casinos and commercial - arriving in luxury residential now



Five Things to Take Home Today

1

Security is a system, not a product

Design it in from the first conversation, not the last budget meeting. Retrofitting security is always more expensive and less effective.

2

The network is the foundation

Every camera, lock, sensor, and thermostat sits on top of it. If the network isn't secure, nothing else is either.

3

Your home's behavior is part of its security

Water sensors, freeze monitors, HVAC alerts, and garage door status aren't conveniences. They're intelligence.

4

Cybersecurity isn't optional anymore

If your client declines it, document it. The liability doesn't disappear because they said no.

5

Security has grown up

What started as a monitored alarm has evolved into a whole-home discipline - and recurring revenue isn't just for alarm companies anymore.

Thank You

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The secure home isn't a product category. It's a discipline - and the builders who understand that will define the next decade of luxury residential.



Thank You!



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