

Control4 & Cisco: More Than a Collaboration

Written by Bob Snyder
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Control4 signs a strategic agreement with Cisco to deliver network-enabled automation platforms for connected smart communities and home energy deployments.

While called a collaboration, **the deal is more complicated because Cisco is investing in Control4**. The companies aren't announcing the size of Cisco's investment, but Cisco is the leading investor in Control4

's most recent \$15 million funding round.

According to an SEC filing, Control4 raised \$15 million out of a planned \$25 million from three new investors of which Cisco was one.

This **collaboration** between the two companies allows the integration of Control4 technology into Cisco's Service Delivery Platform (SDP) and the introduction of Cisco-branded Control4 products.

Control4 will become a key member of Cisco's ecosystem in **Smart+Connected Communities** and utility customers-- and deliver on the vision of **Smart+Connected Communities** and Cisco's Home Energy Management Solution.

Cisco explains the distribution part of the deal as **a non-exclusive agreement to provide Control4's home operating system in projects with cities and utilities.**

Cisco's first client is the city of Incheon in So. Korea with connected homes that include Control4 home energy products, Cisco building automation technology and Cisco Telepresence.

Cisco will integrate the **Control4 EMS 100** as an element of its offering to global utility customers. The Control4 EMS 100 is a bundled solution with an EC-100 energy controller, a 4.7" touch-screen with color interface that provides feedback on electricity consumption and costs, Control4 ADVANTAGE software, and a WT-100 ZigBee wireless thermostat.

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