

## RTI Announces KNX Driver for Europe

Written by Bob Snyder  
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Sure, at InfoComm Remote Technologies Incorporated (RTI) will show their latest residential and commercial control products...you'll find their Central Control Processor (XP-6, XP-3), In-Wall Touchpanel Controller, RTiPanel App (for Apple's iStuff), Distributed Audio Systems (AD-4, AD-8), RTiDock, and RTI Virtual Panel.

But Europeans may be more excited about two other news items coming out from RTI.

First, RTI adds a **new solution for control of KNX-compatible devices and systems** such as lighting and climate control. Developed by RTI's European distribution partner VIVATEQ (a member of the COMM-TEC group), this two-way integration was created specifically to meet the needs of the European market. Utilizing any of RTI's XP series of control processors, the two-way software driver works together with the CTG-KNX/IP Gateway device to provide seamless integration of all functions and feedback of a KNX system on RTI's two-way-enabled handheld and in-wall controllers.

VIVATEQ's CTG-KNX/IP Gateway and software driver utilize the Ethernet network as a communication link between KNX-compatible devices and any RTI XP series processor. Two-way communication allows for visual feedback from compatible electronic devices such as HVAC, lighting, and motorized blinds, on RTI's two-way enabled controllers. For installers, the drag-and-drop programming of RTI's Integration Designer software makes these new capabilities easy to take advantage.

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"With Philips having exited the market with its Pronto line of universal controllers, there are a lot of dealers right now who are making the switch to RTI," suggests Alex Tempel, managing director of VIVATEQ.

"KNX is a dominant control protocol in Europe, and the new VIVATEQ driver will be a very instrumental and powerful tool for our European dealers," said Pete Baker, vice president of sales and marketing for RTI. "And by utilizing our Integration Designer programming software, installers will be delighted with the ease and efficiency with which they can integrate KNX-compatible devices with any of our XP series processors."

The other news for Europe is that RTI will increase international support for its control solutions through **a partnership with Wim Voet of Belgium-based Artemea**. Under the agreement, Voet will provide sales and marketing support for RTI's control solutions in EMEA and serve as a regional point of contact for RTI's dealers and distribution partners.

The founder of Artemea, Wim offers RTI his European experience in the consumer electronics and custom installation industries. Most recently, he served as the senior international sales manager for Philips Pronto, where he was directly responsible for all sales in Western Europe, the Middle East, Australia, New Zealand, and Latin America. He has previously held key sales and business management positions with Jamo, Sony, and Vivitar.

This attention to Europe obviously draws from the vacuum that Philips created when it shut down Pronto. Yes, shut down. Not even the courtesy of a sale for poor Pronto. Obviously RTI sees the door of opportunity where Philips only saw the EXIT sign.

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