



# Suggested BDM Prices (Manual)

## Packages for BDM

**By:**

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## Introduction:

Many requested for Simple Role of thump pricing, accordingly the following has been done to simplify and to help people Guesstimate their house castings.

## BDM understanding:

BDM must understand that most of the other businesses do not understand Smarthome technology, how to design the system etc. Accordingly the following document is done to assist in the budgeting and sales based on basic Needs and standard Requirements trends.

## Client Types will be covered in this document:

- 1- Apartments/ Home Owners
- 2- Mass Home Real Estate developers
- 3- Hotel Owners
- 4- Office owners

## Who can Use these Prices?:

- Interior designers
- Architects
- Furniture and Kitchen showrooms
- Mass Builders
- All Other B2B

## The Basic Needs:

Any Home or Office has Main Basic Needs are: **Lighting & Air-conditioning**  
Then They Require **Security** as second basic feature  
And Lastly other add Ons like: **Music** or **Motorized curtains ++**

## Home Main Areas:

All packages Shall Handle Mainly the Most important 2 areas in the House:  
The Living Area,  
Master Bedroom.  
Then start to cover other areas accordingly

## BDM Main Target:

BDM Main Target is to secure the project for his installers, and to make it as reference. Thus must not Over sell nor Sell and inflate the costs. Main target is to create volumes without jacking up budgets. (Put your Foot Inside).. (Allow the Installer to up-sell later in flexibility)





## BDM Mass Packages A

### Mass Developers:

**Apartments.** *Minimum Qty=50 or more*

*Ref(AX59F-MDP)*

#### Areas covered Mainly:

- Master Bedroom and Bath
- Living Area

#### Systems:

- Lighting, Dimming, Moods,
- AC Control,
- Simple security,
- Hand Held Remote control, Smart Phone control.

Estimated Developer Mass Commitment Cost: **USD 1250 (Supply)**

(6ch,RSIP,HHR,PS,S/F,2DDP, 2HVAC: 9in1,4D,Eye)

**Villas/Condows/Duplexes.** *Minimum Qty=50 or more*

*Ref(VX91F-MDP)*

#### Areas covered Mainly:

- Master Bedroom suite with Dressing and Bath
- Formal Living with its Toilet/Lavatory
- Dining or other Living with its Toilet

#### Systems:

- Lighting, Dimming, Moods,
- AC Control,
- Simple security,
- Hand Held Remote control, Smart Phone control.

Estimated Developer Mass Commitment Cost: **USD 2300 (Supply)**

(2Beast,RSIP,HHR,PS,S/F,3DDP, 1HVAC,PIR,4D,Eye)

**+Extra Add on Room/Area.** *Minimum Qty=50 or more*

*Ref(XX52F-MDP)*

Estimated Developer Mass Commitment Cost: **USD 290/Area (Supply)**

(2R,B.switch,4D)

**Note:** Do not Try to sell more than this as Start to Developers not to jack-up budget.  
Allow other features to be added by Client later at anytime.





## BDM Home Areas Packages B

### Designers & Showrooms to sell to homes (Easy Estimator)

#### \*Master Bedroom with Dress and Bath.

Ref(X120F-IDP)

##### Systems:

- Lighting, Dimming, Moods,
- AC Control and thermostats
- \*\* (Optional) Water Heater control
- Wall Panels/switches
- Simple security,
- Hand Held Remote control, Smart Phone control.

Estimated Cost: **USD 3000 (Supply) + USD 500 (Inst)**

(Beast,RSIP,HHR,PS,S/F,DDP, 9in1,4B,4D,Eye)

#### \*Living with Toilet, lavatory and Corridor.

Ref(X120F-IDP)

##### Systems:

- Lighting, Dimming, Moods,
- AC Control and thermostats
- Energy saving
- Wall Panels/switches
- Simple security,
- Hand Held Remote control, Smart Phone control.

Estimated Cost: **USD 3000 (Supply) + USD 500 (Inst)**

(Beast,RSIP,HHR,PS,S/F,DDP, 9in1,4B,4D,Eye)

#### \*Dining Room with Toilet/Lavatory.

Ref(X95F-IDP)

##### Systems:

- Lighting, Dimming, Moods,
- AC Control and thermostats
- Wall Panel + Switch
- Hand Held Remote control

Estimated Cost: **USD 1800 (Supply) + USD 300 (Inst)**

(Beast,DDP,4B,4D)





### **\*Secondary Bedroom with Bath.**

Ref(X95F-IDP)

#### **Systems:**

- Lighting, Dimming, Moods,
- AC Control and thermostats
- Wall Panel + switch
- Hand Held Remote control

**Estimated Cost: USD 1800 (Supply) + USD 300 (Inst)**

(Beast,DDP,4B,4D)

### **+Kitchen or Simple Toilet with Lav.**

Ref(X45F-IDP)

#### **Systems:**

- Lighting, Dimming, Moods,
- Wall Switch

**Estimated Cost: USD 650 (Supply) + USD 150 (Inst)**

(2R,3B,4D)

### **+Garden and Gate/Pool.**

Ref(X80F-IDP)

#### **Systems:**

- Lighting, Dimming, Moods,
- Gate control
- Wall Switch

**Estimated Cost: USD 1500 (Supply) + USD 500 (Inst)**

(12R,2R,6B2,4D)

### **+Indoor Music Add on to main Area\*/Area.**

Ref(X60F-IDP)

- Zone Audio Player/Amplifier
- 2-3 ceiling Speakers

**Estimated Cost: USD 1000(Supply) /Area + USD 200 (Ins) /Area**

### **+Outdoor Music Add on.**

Ref(X150F-IDP)

- Zone Audio Player
- Boosting Amplifier
- 3-4 Outdoor Speakers

**Estimated Cost: USD 2500(Supply) /Area + USD 500 (Ins) /Area**

