





MDUS: A BRIEF INTRODUCTION

MDUs are multiple, yet separate, housing units in a single building or several buildings. MDUs fall under two main categories: vertical MDUs, such as high-rises and mid-rise condos; and horizontal MDUs, such as planned communities of semi-attached and freestanding condominiums, townhomes, or villas. The buildings often share front of house communication, concierge services, and amenities, such as pools, parking areas, and a community clubhouse.

What makes selling to MDUs different

Unlike sales to individual homeowners, you're selling to developers, instead. The focus is on selling infrastructure, not product. This is a critically important difference. Infrastructure represents a low risk investment for developers and architects that yields valuable benefits to them, whether individual buyers choose the smart home upgrade or not:

- Differentiates the property
- Increases perceived value
- Shortens the sales cycle

Why you should partner with the design-build community

By partnering with the design-build community, including developers, property managers, architects, and interior designers, you can grow new business and create a recurring revenue pipeline from ongoing upgrades and expansions. The return on your time investment can be exponential: one sale can equal hundreds of systems across multiple buildings. And Crestron Home™ software is the ideal solution to quickly deploy these projects. MDU sales can also give you entrée to sales of systems to customers with multiple homes.

Crestron Business Development Team

We have programs that support design-build professionals with their projects by making it easy for them to engage and work with you. We'll help you connect and provide the tools you need to work effectively with them, starting with this guide.



SCALABLE OPTIONS

Often, developers will offer buyers "good, better, and best" smart home options. These options may add functionality, scale, or both. Following are some typical systems developers have offered, but you can help your design-build partners design custom packages for their unique properties.

The partners that help make a smart home a Crestron Home

Crestron smart home solutions work flawlessly with products from our best-in-class partners, such as Sonos®, Amazon®, Google®, Yale®, and Apple®, with more added all the time. This not only enables buyers to easily expand the system as their needs change, but also provides developers with the assurance that the system will work with whatever buyers might want, which makes for an easier sell.

Option 1

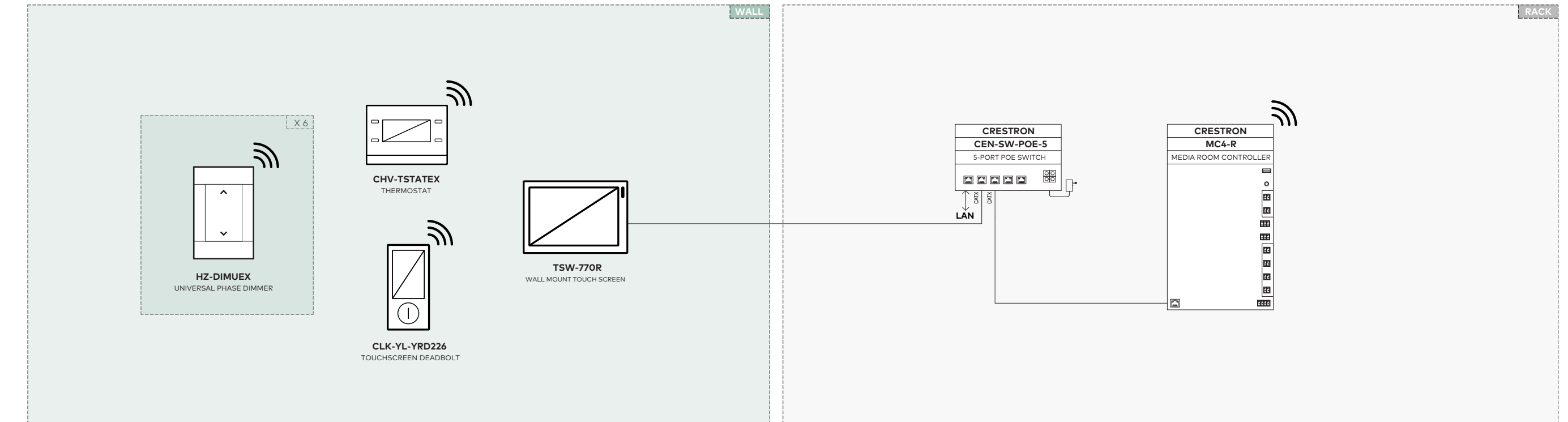
This is the typical standard base package that developers offer in all units, which buyers can then upgrade.

System Features

- Thermostat
- Front door lock
- 6 dimmers

Bill of Materials

Qty	Model Number*	Description
1	CEN-SWPOE-5	5-Port PoE Switch
1	CHV-TSTATEX	infiNET EX® Thermostat
1	CLK-YL-YRD226	Yale® Assure Lock™ Wireless Deadbolt w/Touchscreen
30	HZ-BTN-1-ENGRAVED	Horizon® Backlit Engravable Pushbutton Keypad
6	HZ-DIMUEX	Horizon® In-Wall Universal Phase Dimmer
6	HZ-FP-G1	Horizon® Faceplate, 1-Gang
1	MCR-4	4-Series Control System for Crestron Home™ OS
1	TSW-770R	7" Wall Mount Touch Screen, Crestron Home™ OS Version



*Note: model numbers may vary by region

Option 2

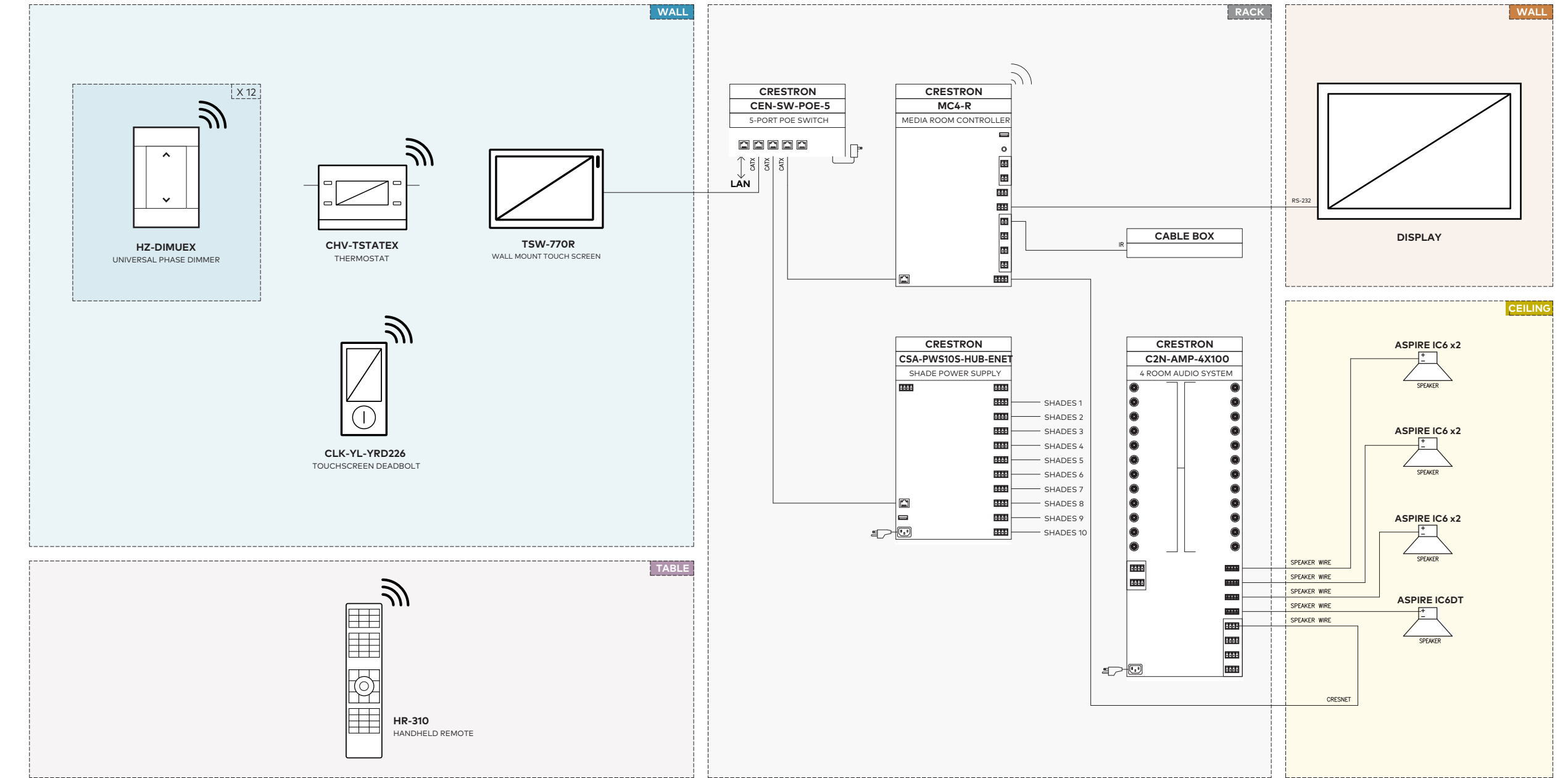
This option offers buyers a step up with the addition of expanded lighting control and multi-room audio.

System Features

- Thermostat
- Front door lock
- 12 dimmers
- 4 audio zones
- Up to 10 shades

Bill of Materials

Qty	Model Number*	Description
1	ASPIRE IC6DT	Aspire® 6.5" 2-Way Single-Point Stereo In-Ceiling Speaker
3	ASPIRE IC6	Aspire® 6.5" 2-Way In-Ceiling Speaker
1	C2N-AMP-4X100	4 Room Audio System
1	CEN-SWPOE-5	5-Port PoE Switch
1	CHV-TSTATEX	infiNET EX® Thermostat
1	CLK-YL-YRD226	Yale® Assure Lock™ Wireless Deadbolt w/ Touchscreen
1	CSA-PWS105-HUB-ENET	10-Motor Power Supply and Hub with Cresnet® Bridge
1	HR-310	Handheld Remote
48	HZ-BTN-1-ENGRAVED	Horizon® Backlit Engravable Pushbutton Keypad
12	HZ-BTN-RKR1-ENGRAVED	Horizon® Backlit Engravable Rocker Button
12	HZ-DIMUEX	Horizon® In-Wall Universal Phase Dimmer
12	HZ-FP-G1	Horizon® Faceplate, 1-Gang
1	MCR-4	4-Series Control System for Crestron Home™ OS
1	TSW-770R	7" Wall Mount Touch Screen, Crestron Home™ OS Version



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Option 3

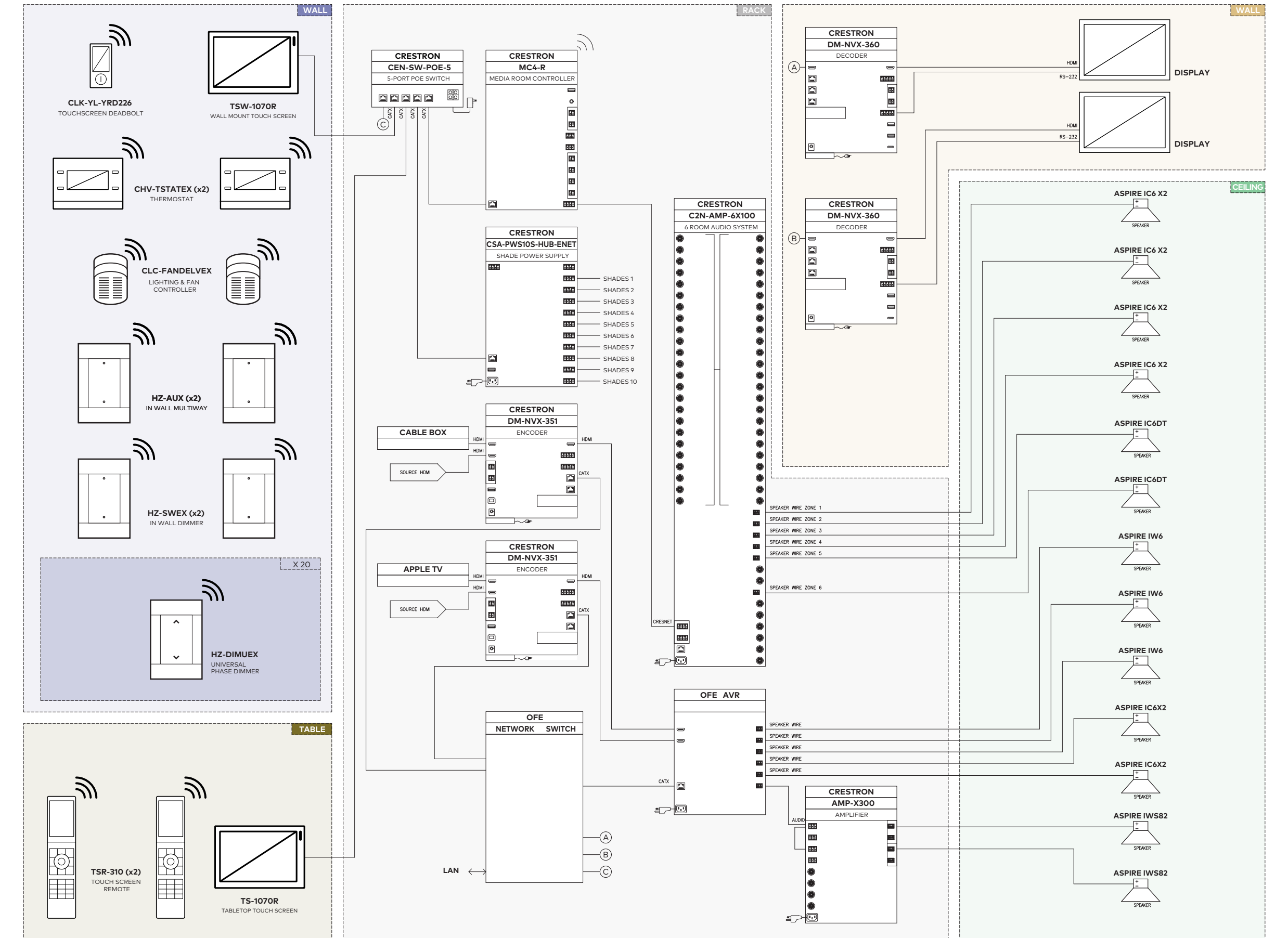
Entertainment enthusiasts will be drawn to this option, which adds a living room theater with 7.1 Surround Sound, among other upgrades.

System Features

- 2 thermostats
- 6 audio zones
- Front door lock
- Living room theatre with 7.1 surround sound
- 20 dimmers
- Up to 10 shades

Bill of Materials

Qty	Model Number*	Description
1	AMP-X300	X-Series Amplifier
2	ASPIRE IC6DT	Aspire® 6.5" 2-Way Single-Point Stereo In-Ceiling Speaker
6	ASPIRE IC6	Aspire® 6.5" 2-Way In-Ceiling Speaker
2	ASPIRE IW6	Aspire® 6.5" 2-Way In-Wall Speakers
2	ASPIRE IWS82	Aspire® In-Wall Dual 8" Subwoofer
1	C2N-AMP-6X100	6 Room + 2 Audio System
1	CEN-SWP0E-5	5-Port PoE Switch
2	CHV-TSTATEX	infiNET EX® Thermostat
2	CLC-FANDELVEX	Wireless Lighting and Fan Controller
1	CLK-YL-YRD226	Yale® Assure Lock™ Wireless Deadbolt w/ Touchscreen
1	CSA-PWS10S-HUB-ENET	10-Motor Power Supply and Hub with Cresnet® Bridge
2	DM-NVX-351	DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder
2	DM-NVX-360	DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder
2	HZ-AUX	Horizon® In-Wall Multiway Remote
90	HZ-BTN-1-ENGRAVED	Horizon® Backlit Engravable Pushbutton Keypad
20	HZ-BTN-RKR1-ENGRAVED	Horizon® Backlit Engravable Rocker Button
20	HZ-DIMUEX	Horizon® In-Wall Universal Phase Dimmer
24	HZ-FP-G1	Horizon® Faceplate, 1-Gang
2	HZ-SWEX	Horizon® In-Wall Switch with infiNET EX®
1	MCR-4	4-Series Control System for Crestron Home™ OS
2	TSR-310	Handheld Touch Screen Remote
1	TS-1070R	10.1" Tabletop Touch Screen, Crestron Home™ OS Version
1	TSW-1070R	10.1" Wall Mount Touch Screen, Crestron Home™ OS Version



*Note: model numbers may vary by region

OPTION 3



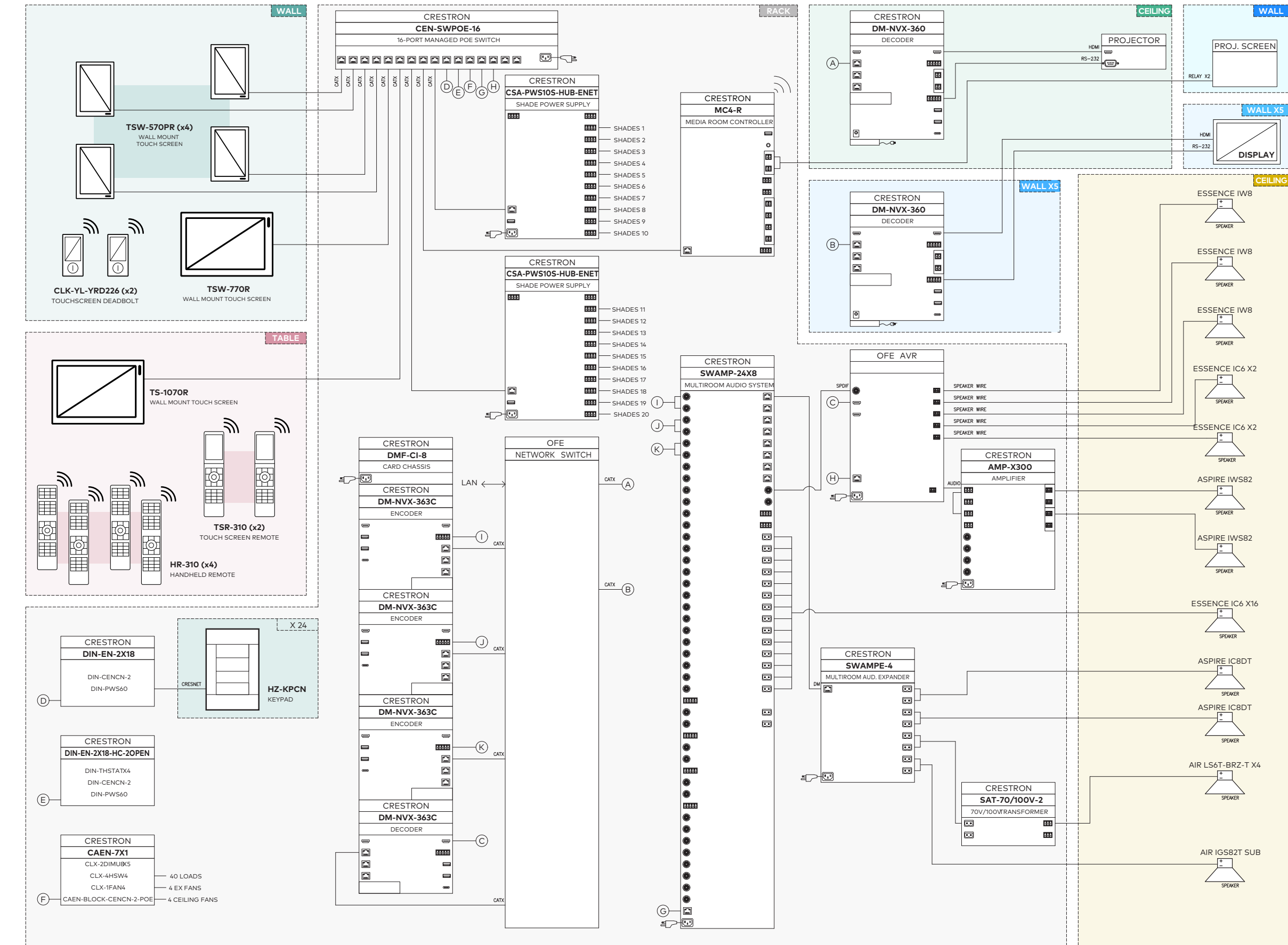
Option 4 This option is ideal for buyers of free-standing units who want a fully integrated, whole home system, including outdoor audio.

System Features

- 4 zone HVAC and sensors
- Two door locks
- Centralized lighting control
- 4 ceiling fans
- Up to 20 shades
- Multi-source video distribution
- 12 audio zones
- Living room theater
- Outdoor audio

Bill of Materials

Qty	Model Number*	Description	Qty	Model Number*	Description	Qty	Model Number*	Description
1	AIR IG82T-BRZ	AIR® Dual 8" In-Ground Subwoofer	1	CLX-1FAN4	4 Channel Fan Speed Control Module	2	ESSENCE IC8	Essence® 8" 2-Way In-Ceiling Speakers
2	AIR LS6T-BRZ	AIR® 6.5" Landscape Speakers	5	CLX-2DIMU8	8 Channel Universal Dimmer Module	4	HR-310	Handheld Remote
1	AMP-X300	X-Series Amplifier	1	CLX-4HSW4	4 Channel High-Inrush Switch Module	96	HZ-BTN-1-ENGRAVED	Horizon® Backlit Engravable Pushbutton Keypad
2	ASPIRE IC8BDT	Aspire® 8" 2-Way In-Ceiling Speaker	2	CSA-PWS10S-HUB-ENET	10-Motor Power Supply and Hub with Cresnet® Bridge	24	HZ-KPCN	Horizon® Keypad
2	ASPIRE IWS82	Aspire® In-Wall Dual 8" Subwoofer	1	DIN-CENCN-2	Ethernet to Cresnet® Network Bridge	24	HZ-KPCN	Horizon® Keypad
1	CAEN-7X1	Automation Enclosure	1	DIN-EN-2X18	Enclosure for DIN Rail Devices	1	MC4-R	4-Series Control System for Crestron Home™ OS
1	CAEN-BLOCK-CENCN-2-POE	Ethernet to Cresnet® Bridge	1	DIN-EN-2X18-HC-2OPEN	DIN Rail Enclosure with 2 DIN Rails and 2 Cover Openings	1	SAT-70/100V-2	2-Channel Sonnex® Output Transformer
1	CEN-SWPOE-16	16-Port Managed PoE Switch	1	DIN-PWS60	DIN Rail 60 Watt Cresnet® Power Supply	1	SWAMPE-4	Sonnex® Multiroom Audio Expander, 4-Zone
4	CHV-RTHS	Remote Temperature and Relative Humidity Sensor	1	DIN-THSTAT	Heating, Cooling, and Relative Humidity Thermostat	1	TS-1070R	10.1" Tabletop Touch Screen
2	CLK-YL-YRD226-CR2-605	Yale® Assure Lock™ Wireless Deadbolt w/Touchscreen	4	DIN-THSTATX4	Heating, Cooling, and Relative Humidity Thermostat	1	TSW-1070R	10.1" Wall Mount Touch Screen
1	CLT-1FAN4	Terminal Block for CLX-1FAN4	1	DMF-CI-8	DigitalMedia™ Card Chassis for DM-NVX-C & DMCF	2	TSR-310	10-Motor Power Supply and Hub with Cresnet® Bridge
5	CLT-2DIMU8	Terminal Block for CLX-2DIMU8	6	DM-NVX-360	DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder	1	TSW-770R	5" Wall Mount Touch Screen, Portrait
1	CLT-4HSW4	Terminal Block for CLX-4HSW4	4	DM-NVX-363C	DM NVX® 4K60 4:4:4 HDR Network AV with Dante® Audio	1	TSW-770R	5" Wall Mount Touch Screen, Portrait
			10	ESSENCE IC6	Essence® 6.5" 2-Way In-Ceiling Speakers			



*Note: model numbers may vary by region

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Option 5

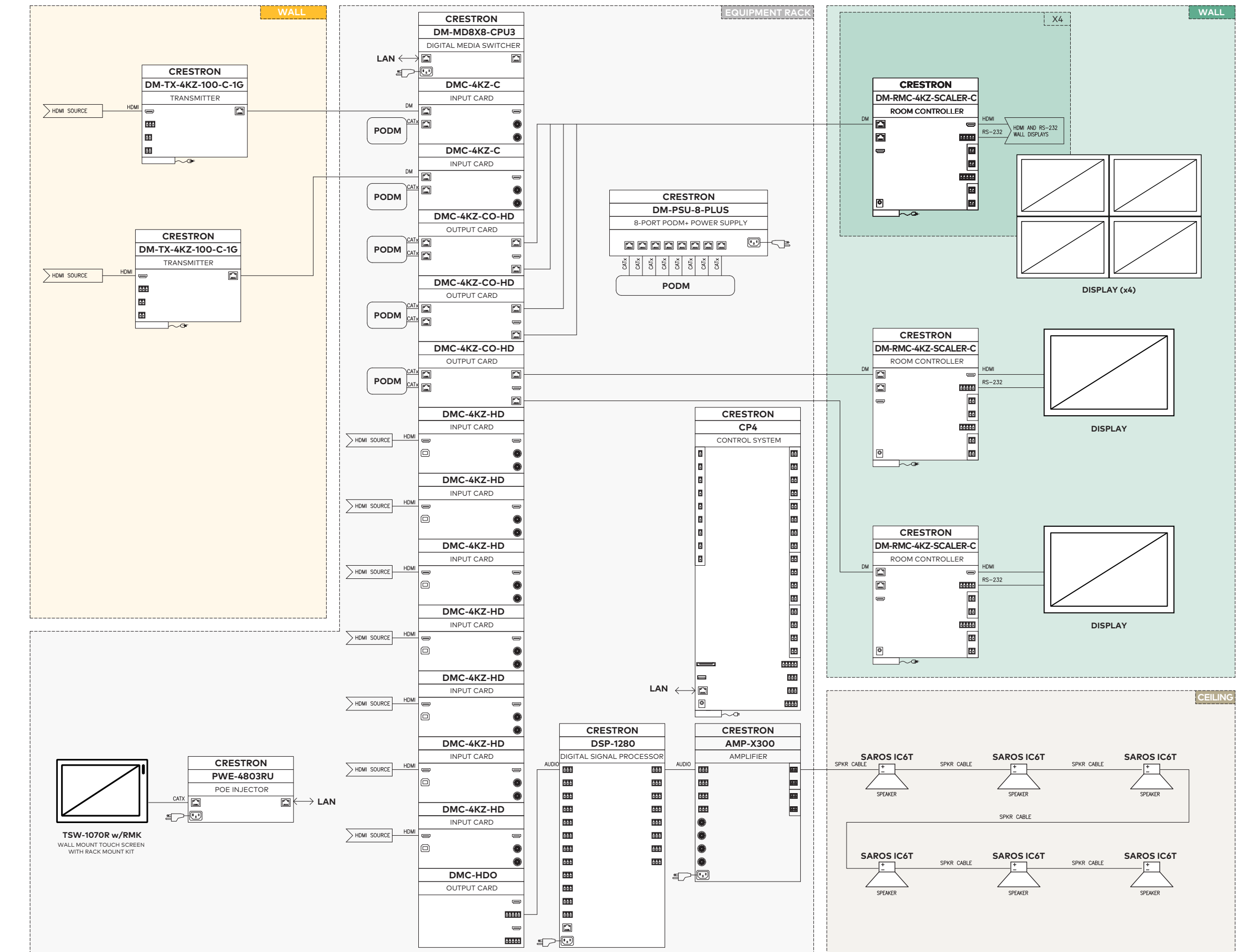
This option provides facilities management everything they need for a fully integrated grand lobby.

System Features

- Video wall
- Distributed audio
- Digital signage
- Concierge services

Bill of Materials

Qty	Model Number*	Description
1	AMP-X300	X-Series Amplifier
1	CP4-R	4-Series Control Processor for Crestron Home™ OS
2	DMC-4KZ-C	DigitalMedia 8G+® 4K60 4:4:4 HDR Input Card for DM® Switchers
3	DMC-4KZ-CO-HD	2-Channel DigitalMedia 8G+® 4K60 4:4:4 HDR Output Card for DM® Switchers
6	DMC-4KZ-HD	HDMI® 4K60 4:4:4 HDR Input Card for DM® Switchers
1	DMC-4KZ-HDO	2-Channel HDMI® 4K60 4:4:4 HDR Scaling Output Card for DM® Switchers
1	DM-MD8X8-CPU3	8x8 DigitalMedia™ Switcher
1	DM-PSU-8-PLUS	8-Port PoDM+ Power Supply for DM 8G+® I/O Cards
6	DM-RMC-4KZ-SCALER-C	DigitalMedia 8G+® 4K60 4:4:4 HDR Receiver and Room Controller with Scaler
2	DM-TX-4KZ-100-C-1G	DigitalMedia 8G+® 4K60 4:4:4 HDR Wall Plate Transmitter
1	DSP-1280	Crestron Avia™ 12x8 Digital Signal Processor
1	PWE-4803RU	PoE Injector
6	SAROS-IC6T	Saros® 6.5" 2-Way In-Ceiling Speaker
1	TSW-1070	10.1" Wall Mount Touch Screen, Crestron Home™ OS Version
1	TSW-1070-RMK-2	Rock Mount Kit for TSW-1070 Series



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OPTION 5

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