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KNX IoT STARTUP INCUBATOR 2024

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REFERENCES

KNX IoTech > **LINK**
Development > **LINK**
KNX IoT Devices > **LINK**
KNX IoT Case Study (Digital Twin) > **LINK**
KNX IoT Case Study (Voice Control) > **LINK**
KNX IoT Roll Out > **LINK**

KNX IoT STARTUP INCUBATOR OVERVIEW

The startup incubator from KNX Association

The way technology is implemented has changed drastically in the last few years. Bootstrapping is now considered an old-fashioned model that only a few companies follow. Technology-based companies now aim to develop mass-market solutions that can scale quickly. The term “startup” has gained traction, which identifies small companies that follow a specific growth funnel (Pre-seed, Seed, Series, Public). “Incubator” is another business term that has flourished around the startup philosophy. These small companies have light structures that allow for fast moves and decisions, and they make use of outsourcing to speed up time to market. KNX Association has created a startup incubator with the goal of adapting to the latest business models and promoting KNX technology beyond its known limits.

KNX IoT solutions factory

First Decentralized Heat Recovery Unit with KNX IoT over Thread, from **Passiv Energie**

We have adopted the motto “KNX IoT solutions factory” because the selected startup companies are committed to utilize the newest KNX IoT specifications as a foundation for their developments. The goal is enabling a fast time to market, so that the startup companies can become profitable much earlier. Our ecosystem also enables cooperation with established manufacturers, such is the case of the cooperation between Schneider Electric and Simlab, which has produced the first KNX IoT API full solution (server and client) in the market (more information here).

Would you like to join?

- ✓ Access to KNX equipment.
- ✓ Special events for startup companies.
- ✓ Exclusive KNX Startup logo
- ✓ Access to special deals with service providers.
- ✓ ... and much more!

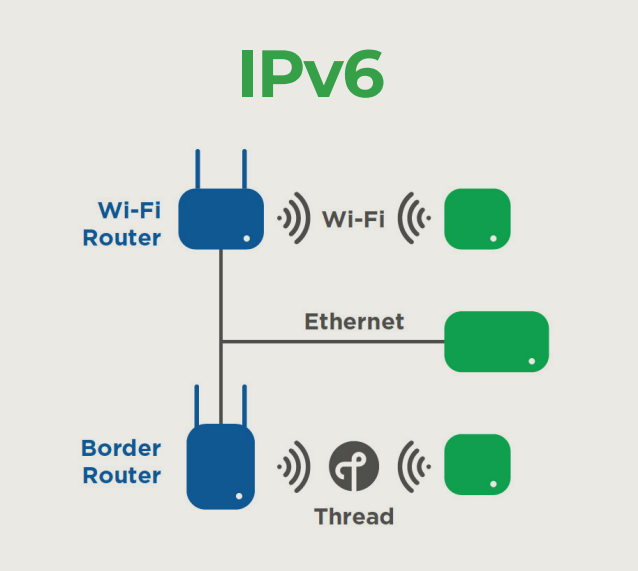
Apply here: **https://www.knx.org/knx-en/for-manufacturers/startup/**

KNX STARTUP

KNX IoT SOLUTIONS

Why KNX IoT

While KNX has been capable of using IP networks to communicate (between devices or between servers and clients) thanks to the KNXnet/IP protocol, KNX IoT qualitatively increases the interoperability at the IP level thanks to IPv6. It also becomes software development-friendly and adds new physical/network layers demanded by the market (e.g. THREAD) to the existing ones (Wi-Fi, Ethernet). Thanks to KNX IoT, all the stakeholders involved in the product lifecycle (manufacturers, developers, system integrators) enjoy an enhanced approach to manufacturing, development, and integration.



KNX IoT: interoperable & secure landscape

KNX has been the reference when talking about interoperability. Just grab any two certified devices from any vendor, and they will simply work together at the application level in a secure way. Following this philosophy, KNX IoT has been designed to maintain the highest level of security. KNX IoT Point API devices come with security embedded by design. With this robust and comprehensive development landscape, manufacturers and developers can build the best devices, solutions, and services in the home and building automation market.

One tool: ETS

All of these capabilities are made possible through the use of ETS. With ETS, KNX devices from over 500 manufacturers can be configured independently of their physical layer, and project information can be exported to any KNX IoT API Server using a vendor-independent tool. More than 100,000 installers have been trained to use ETS. While other technologies lack application-level interoperability and require numerous software tools to configure an entire installation, ETS provides core interoperability in an attractive tool with a modern user interface.

KNX IoT TECHNOLOGY HIGHLIGHTS

What makes KNX IoT so interesting for your business?

Open Source stack

For the first time in its more than 30-year of history, the KNX Association has made an open-source stack available to develop KNX IoT devices. This is a giant step towards democratizing the adoption of the best interoperability in the industry, based on IPv6

THREAD modules

TP and RF have already laid the foundation for successful business cases, but our past achievements do not leave us complacent. A new IPv6 communication network is now added to the vast KNX development landscape. There are modules available, based on THREAD, to develop KNX IoT devices.

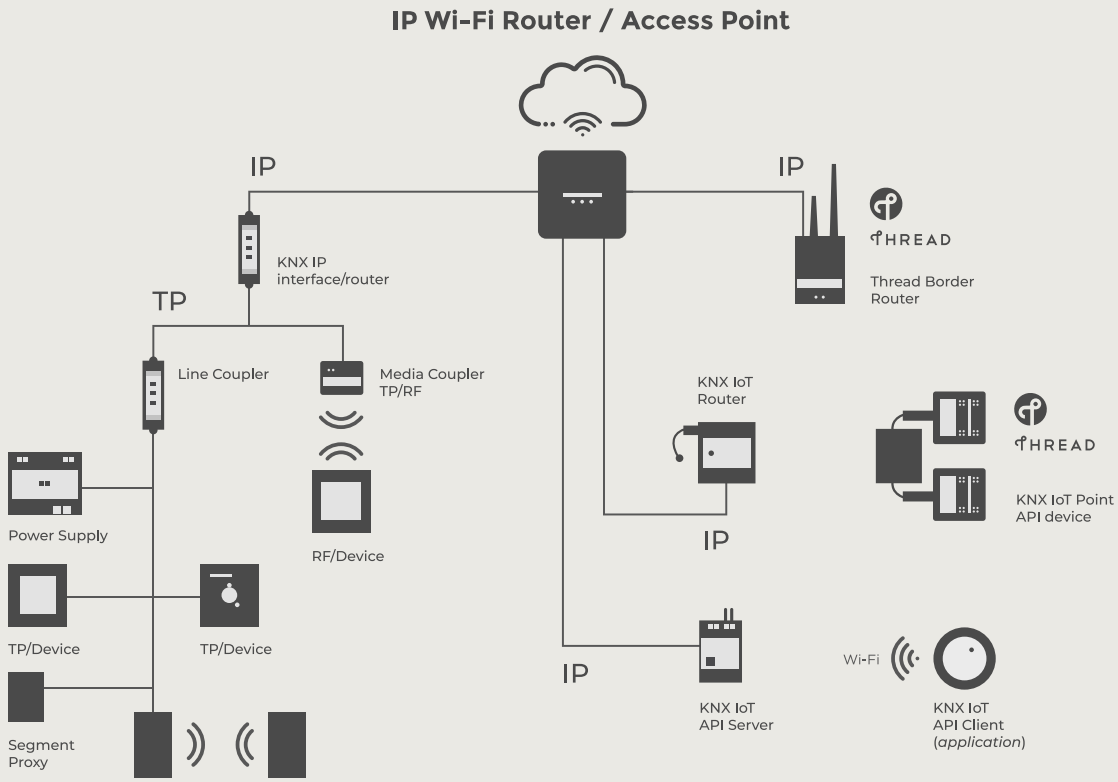
CoAP

Strong protocols

A new communication/message protocol using **CoAP** and **CBOR** has been optimized for resource constrained communications. OSCORE is utilized to encrypt all types of messages end-to-end between endpoints. Leveraging these protocols and solutions, KNX grows on the shoulder of giants while maintaining its unique identity and added value.

KNX, the largest development landscape of its kind

A **groundbreaking development** platform that serves as the foundation for remarkable solutions has been presented to the world in 2023, enabling all business cases in the smart home and building verticals. From single products to services, any manufacturer or developer can find the necessary resources to create unique solutions.



INCUBATOR WORKFLOW

What startups can join?

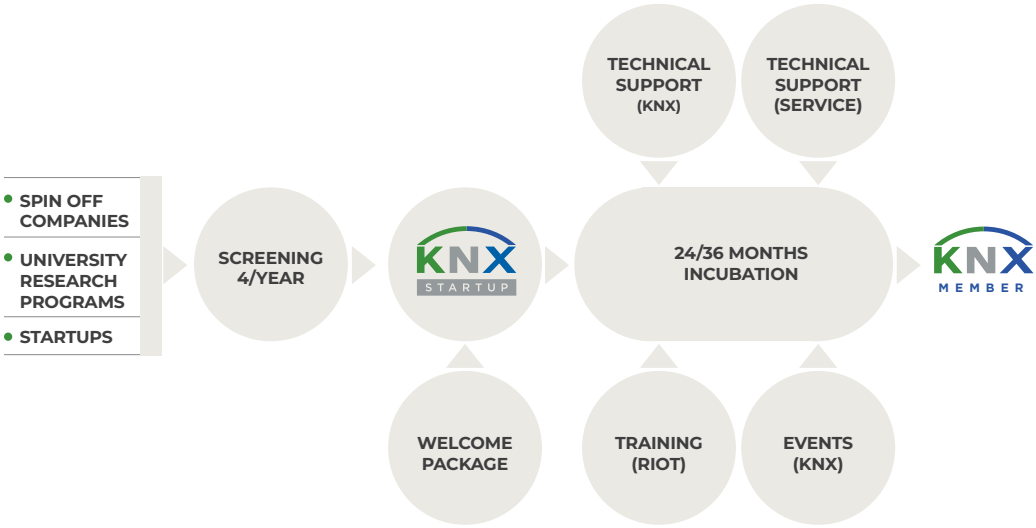
Any company in the home and building automation industry that solves a specific problem. Check the eligibility requirements to see if your startup can apply.

How is the application process?

Any company in the home and building automation industry that solves a specific problem. Our startups commit to develop KNX IoT based solutions.

Preferred profiles?

Companies working with cutting-edge technology and IoT HW manufacturers, that have at least a Minimum Viable Product.



STATUS OF THE KNX IOT STARTUP INCUBATOR, Q2/2024

PARTNERS

RIOT

Si SILICON CATALYST

STARTUP

11IoT · AUTOWARE · Allorado · CERA · ATOUCH · anX · DESI IoT · EXOS · inBiot · KUMUX · Lonestar · octagram · PASSIV ENERGIE AUSTRIA · SIMLAB · Solaregy · Tenzinc · Think.Air · wave smart water save · WOLF BUILDING TECHNOLOGIES

SERVICEPROVIDERS

CASCODA Innovation in IoT · futurasmus KNX TEST LAB · XYTE

SPONSORS

WEINZIERL · aruba Instant On · GVS · elsner · TAPKO TECHNOLOGIES GMBH

We are seeking new sponsors. Interested parties should contact **jesus.arias@knx.org**

KNX IOT STARTUP INCUBATOR RESOURCES

Access to KNX and IT equipment

Building a testbench can be expensive, especially when the budget is tight. We know this, and for that reason, we offer our startup companies a set of KNX devices that can be used to build a testbench and test their own developments. These products are from our sponsors, and we thank them for their support!!

SPONSORS

WEINZIERL
elsner
GVS
TAPKO TECHNOLOGIES GMBH
aruba Instant On

Community logo KNX startup

We have created a new logo to identify our new community group. The KNX Startup logo can only be used by our startup companies, even if they are not a KNX member. Stand out from the crowd and show the world which tribe you belong to!

Invitations to startup events

The KNX Association is significantly enhancing its presence in the global tech community, marking a notable expansion in its visibility. This is exemplified by our new sponsorship of the IoT Solutions World Congress (IoTSWC) in Barcelona, a move that boldly underscores KNX's position as a leading force in the IoT industry. In addition to this prestigious event, we are also extending our reach to the Consumer Electronics Show (CES) in Las Vegas, further establishing our influence and commitment to innovation. At both of these significant events, our startup companies will benefit from unparalleled visibility, showcasing their groundbreaking solutions and reinforcing the pivotal role KNX plays in shaping the future of technology.

IOT SOLUTIONS WORLD CONGRESS

DIAMOND SPONSORS

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CES

SERVICE PROVIDERS

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XYTE

futurasmus KNX TEST LAB

Exclusive deals with service providers

The main concern of a startup company is the budget. We want to help you by offering a portfolio of service providers that have agreed to offer special promotions for our startups. Focus on what you do best and outsource at the best possible cost, thanks to us!

KNX STARTUP COMPANIES

11 IoT	**11 IoT & Cloud Technologies Pvt. Ltd.** www.11iot.in	INDIA
AUTOWARE .. smart home automation solutions ...	**Africa Autoware Limited** www.autoware.africa	NIGERIA
Allorado	**AlloradoBV** www.allorado.io	BELGIUM
CERA	**Artificial Intelligence Research Group Ltd** www.cera.io	UK
ATOUCH	**Atouch Winwel Lda** www.atouch.winwel.com	PORTUGAL
CanX	**Can'nX** www.can-nx.com	FRANCE
DESI IOT	**Desi IOT** www.desiiot.com	INDIA
EXOS	**Exos** www.e-exos.com	JORDAN
	Fovibal www.fovibalt.com	LATVIA
inBiot	**inBiot Monitoring SL** www.inbiot.es	SPAIN

KUMUX	**Kumux** www.kumux.io	SPAIN
Lonestar	**Lonestar Automation Solutions Private Limited** www.lonestarautomation.in	INDIA
bring up the future octagram	**Octagram AG** www.octagram.eu	SWITZERLAND
PASSIV ENERGIE	**Passiv Energie GmbH** www.passiv-energie.com	GERMANY
SIMLAB	**Simlab Sp. z o.o.** www.simlabinc.com	POLAND
Solaregy	**Solaregy UG (haftungsbeschränkt)** www.solaregy.de	GERMANY
Tenzinc	**Tenzinc Ltd.** www.tenzinc.co.uk	UNITED KINGDOM
Think.Air	**Think.Air (Smart Ventilation) Ltd** www.thinkair.tech	UNITED KINGDOM
wave smart water save	**Wave Srl** www.wavesws.it	ITALY
WOLF BUILDING TECHNOLOGIES	**WOLF Building Technologies LLC** www.wolfbtech.com	UNITED STATES

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