

## Sensorics & Object Detection - Q & A

### **At what point does a customized solution make sense? What experience can STEINEL Solutions pass on here?**

Of course, we are open to a wide variety of solutions. The focus is on the customer, his solution, and his project.

How high are the investment costs? How high are the development costs? Are there tooling costs? These are also questions, that need to be answered. We don't want to name explicit unit numbers; this is actually very individual. The sky's the limit, of course.

### **Can STEINEL Solutions cover everything with its sensor technologies?**

Everything would probably be a bit of an exaggeration, but in the areas in which we operate, such as building automation, sanitation, consumer products, hospitality and commercial products, or even people recognition, we are certainly the right partner for you. In the end, experience is what makes a product successful. And with technologies we have mastered, a great deal is possible. Some other topics that we would like to tackle are already on our roadmap.

### **How long are the usual project times / project frameworks for an OEM project?**

This depends on the complexity as well as the effort. If there is already a basis for the solution and therefore only a slight modification is involved, the project will certainly go faster. If it is a completely new product, where we start on a greenfield site, including plastic parts, toolmaking, complete test equipment technology, etc., we reckon with an average project duration of about 12 months. Of course, a project can also take longer, depending on scope and complexity.

### **Are there other use cases?**

We are very strong in building/light control, for example, and have already successfully implemented many projects in this area of expertise. Starting with the recognition of persons in combination with temperature, Co2 and humidity measurement - all in one device. Another example would be the industrial sector. Here we have developed a luminaire with an integrated sensor that replaces a door contact switch. Or another example: as a replacement for the classic light switch that is mounted on a wall, we have used an HF sensor to replace the mechanical switch with an electronic switch that recognizes the hand movement shortly before it is touched. This sensor also monitors the room for presence of people (light on or off). In the field of catering machines, a similar issue arises, namely that a machine switches on and sometimes starts the screen when a person is in front of the machine.

### **What experience does STEINEL Solutions have with LoRa?**

We would like to mention two projects that we have implemented.

- 1) Firstly, we have implemented an emergency lighting system. Here, all error commands are transmitted to the emergency lighting module via LoRa. The automatic check of the battery charge level or the function are also transmitted via LoRa, so that no building technician must check these emergency lights on site every few months.
- 2) The second project is in direction of energy measurement/energy meter. Here, the energy values are transmitted via LoRa.

### **Does STEINEL Solutions offer a gateway between Dali and KNX?**

Not yet from the standing portfolio. However, this could certainly be realized in an OEM project. Both KNX and DALI expertise are clearly available.

## The most important links

### [Expertise Product Development - Sensor Technology](#)

As a pioneer in the field of motion and presence detectors, we have a unique and broad know-how.

### [IoT Use Case](#)

SENSOTEC NET offers another option for integrating live data from a SENSOTEC module from a luminaire into a BMS platform via Bluetooth Mesh (SIG).

### [TECE Use Case](#)

The TECElux Mini is an electronic real glass actuating plate for the TECE cistern, in which a modified STEINEL high-frequency sensor is integrated.

### [Technical article «Sensor developments using the Confusion Matrix»](#)

As a provider of complete sensor solutions, STEINEL Solutions AG has many years of experience in the development and production of sensors in a wide range of industries. In addition to experience, successful implementation is also based on the Confusion Matrix methodology.

### [STEINEL Solutions Media Room](#)

Exciting content about us and our services at a glance, incl. web seminars.



Thank you for your interest in STEINEL Sensorics.

**If you have any questions, please do not hesitate to contact us!**

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