



KNX: Your way. *Always.*

For Smart Home & Building Professionals

How KNX helps your business grow with its clients

Why installers choose KNX

A building's control system must be built to last.

At the beginning, a proprietary system can be cheaper and faster to install. But it ties the building - and your business - to one manufacturer: its survival, its plans, its prices, and its permissions, for the whole life of the system. This is a risk, to you and to your client.

Systems built on the KNX ISO standard are different. KNX is the foundation for thousands of innovative products from more than 500 manufacturers globally. This means your installation can be upgraded for the lifespan of the building, creating long-term, repeat work for your business.

> Pass the test of time with KNX



Low upfront cost, lasting value

Durable installs with a long product life. Expand a system without replacing it, and keep the client coming back for future work.



A limitless, vendor-independent portfolio

Choose from 500+ certified manufacturers, and switch product or supplier freely as your client's needs and budgets change.



Learn once, work on any job

One certification works on every KNX project and any manufacturer's products, from a single room to a large multi-building site.



Built to last, and never stranded

Intelligence is distributed across the system's devices, so there is no single hub or company to depend on. If one device or one manufacturer fails, the building keeps working.

> From now to forever

Homes, offices, campuses, stadiums, airports, all last for decades. Each building's control system is its backbone. It shapes how the space works on the first day, and for the next thirty years. When you choose the right foundation, every system and every installation becomes a long-term opportunity you control.

KNX is the ISO-standard building control system for projects of all sizes, from a single room to an international airport. KNX has been the open standard for building control for over 30 years. Many manufacturers make KNX certified products, which all work together. KNX is written into two international standards, ISO/IEC 14543-3 and EN 50090. This is maturity; an install you make today will be expandable for years to come, long after any single product has been replaced.

> KNX: Built for your business and your installations

Choosing a control system is much more than selecting a few products. As well as shaping the future of the building, this choice determines the role your business can continue to play over time.

Questions to ask:

Will the system still be supported in ten, twenty or thirty years?

As an ISO standard managed by the KNX members and ecosystem, KNX systems will remain supported for decades to come.

What happens if a manufacturer stops offering a product, changes its terms, or closes down?

With KNX, any alternative certified device can be easily integrated without the need to overhaul the overall system software and hardware.

How well can the system keep up with new regulations and new technology?

The KNX standard is continually updated to support the latest requirements and innovations.

Can your business retain a role in the lifecycle management of an installation?

With KNX, your customer relationship is not shared with a proprietary system vendor, safeguarding your future role as the installation evolves.

Can the control system be implemented flexibly, according to the requirements of the customer?

When you can choose from many KNX manufacturers, you select the devices that fit the client's budget, style and needs.

At the start of a project, the apparent simplicity and installation speed of a proprietary system can look attractive. Yet this choice ties you and your client into a long relationship with a single manufacturer. How much do you want to depend on a single company?

> What manufacturer lock-in means for you

When you commit to one manufacturer, four factors move outside your control:



Survival

You are relying on it for twenty years or more.



Plans

Will next year's products still work with what you fitted last year?



Prices

You absorb them and/or pass them on to the client.



Permission

Can add, service or change the system?
Do you need approval?

These factors influence both the client and your business:

Your buying power

is limited by their price list.

Your margin changes

when their prices change.

Your relationship becomes their relationship

You did the install, but the manufacturer bills the client through a subscription.

With a proprietary system, the convenience lasts for weeks. The dependency lasts for decades.

> Build your skills, business & client satisfaction on KNX

Owners and developers are building, buying or refurbishing buildings for the long term. They want systems that last, scale and embrace new innovations. KNX lets you meet that demand, and what is best for the client turns out to be best for your business too.



Short-term cost, long-term value

Durable installations, long product lifespan, expand systems without replacing entire solutions, retain the client relationship and lock in future work.



Limitless portfolio, vendor independent

Shortlist your preferred KNX manufacturers and devices from an extensive, global and certified portfolio. Change to another product or manufacturer as your client's needs evolve.



Learn once, work on any job

Your KNX training works on any KNX project and with any product. Lighting, heating, cooling, shading and energy all use the same standard. Apply KNX to a small one-room job or large sites with many buildings. You don't need to learn a new system when a job gets bigger.



Built to last and help every project scale

KNX infrastructure is designed to work for many years and keep improving without being replaced. Older and newer products are made to work together. The standard supports single-family homes, renovations and large commercial buildings.



Reliable for the client

System intelligence is distributed across devices. There is no central controller that the whole system depends on. One broken device will not stop the whole building. And if a manufacturer closes down, the system still works.



Freedom to choose the best solution

Stay ahead of client expectations with the support of 500+ innovative manufacturers, interoperable products and options for different functions, designs and budgets.

> The standard that everything else connects to

Some projects require a specialist system to be integrated into the main building control set-up. This could be a dedicated lighting system or high-end audiovisual equipment. With KNX, these specialist systems don't just connect, they integrate seamlessly. This means you can manage lighting, heating, shading, energy and security via one system that the client can run, and you can expand.

The specialists do their part. KNX brings the whole building together.

> Is KNX harder to learn?

KNX is the choice for clients that want a high quality, secure building control system for their homes or large buildings. KNX provides modular online training and established training centers globally. These give installers the skills needed to adopt KNX and deliver the quality, security and seamless operation that give KNX installations their reputation for excellence.

Today, using the ETS configuration tool requires more skill than some basic, app-based systems used in homes. Once developed, however, these are the skills that will help you scale your business to deliver more sophisticated, higher value projects. With KNX, you learn one configuration tool and can take on any project, large or small. The independence, the long life of the system, and the opportunity to scale-up are benefits unique to KNX, and are yours for life.

> What it means for your business

As an installation professional, your independence is a valuable asset.

You set your margin, because you choose your suppliers. Every KNX job you quote pays back your training. Every system you install is a client relationship you own and can develop, independently. And because KNX works everywhere, from domestic apartments to large commercial sites, you can grow your business without learning a new system each time.

A proprietary system offers short-term gains, but locks you into one manufacturer for the lifetime of the building. KNX gives you a system that delivers long-term benefits for you, your client, and your business. It turns every install into lasting work, and gives you a business rich in opportunity, which truly belongs to you.

KNX and proprietary single-vendor systems compared

Feature	KNX	Proprietary single-vendor system
Interoperability	Full multi-vendor interoperability. Certified devices from a market of more than 500 manufacturers operate together in one system. Ability to integrate other devices ecosystems and standards seamlessly.	Interoperability mainly within the vendor's own ecosystem, plus interfaces to other standards and systems at the vendor's discretion.
Installation and communication media	Open choice of media defined by the standard: twisted pair, powerline, RF and IP. Devices can run on their own or across combined media.	Designed around the vendor's own controller and recommended wiring. Media options and practices are set by the vendor.
Reliability and longevity	Long-term reliability from a mature standard and a certified base of more than 8,000 products.	Reliable within a system engineered end to end by one vendor. That single-vendor design gives consistency and ties the system to that one vendor over the building's life.
Architecture for any type of project	Distributed architecture. Devices communicate directly, with no central controller the system depends on, so it scales from single rooms to large estates.	Usually centralized around the vendor's controller, which becomes a system-critical component as the project grows.
Configuration and commissioning	Configured in ETS, the professional tool used across every KNX project and manufacturer. It requires more skill initially, but those skills can be applied to any size of project. License required to use ETS.	Configured in the vendor's own software, which can be quicker to learn and faster to commission on smaller jobs. Configuration software is usually included; some charge subscriptions for cloud or remote services.
Visualization and user interface	Open choice of visualization from many manufacturers, with a range of apps and panels.	Visualization and user interface offered for the system by the vendor.
Scalability	Scales from homes to large multi-building sites through lines, areas and an IP backbone.	Scalability depends on the vendor's controller capacity and is something to be confirmed when assessing the current, and anticipated future, needs of the installation.
Lifecycle and backwards compatibility	Backwards compatibility guaranteed by the standard. Products from older installations keep working alongside newer ones.	Lifecycle depends on the vendor's roadmap, product continuity and compatibility decisions.
Security, local and remote	Local and remote security through KNX Secure, alongside VPNs and certified practices.	Security is managed within the vendor's system, and remote access may be local, or routed through the vendor's cloud and account.
Documentation and maintainability	Project documentation held in ETS, which supports long-term maintenance and handover between professionals.	Documentation quality depends on the vendor's software and the individual installer's discipline.
Standardization	An open international standard (ISO/IEC 14543-3, EN 50090) with certified datapoints and multi-vendor consistency.	Standardization within the vendor's own tools, products and protocols. It is a proprietary ecosystem; there is no independent standard behind it.
Installed professional base	A large global community of certified professionals who install, commission, maintain and support KNX.	Delivered mainly through the vendor's trained partners and specialist integrators.
Liability and accountability	The installer holds responsibility for a functional, documented, maintainable system, with independence from any single supplier.	Responsibility is shared with the vendor. A single accountable vendor can simplify support, but the vendor owns the customer relationship.
Applications covered	Lighting, heating, ventilation, shading, energy, metering, access, security, audio and more, all on one standard.	Lighting, shading, HVAC, security, audio and related functions within the vendor's ecosystem.
CRA readiness (EU Cyber Resilience Act)	KNX and its community work together to meet the CRA compliance requirements.	CRA readiness depends on each vendor's own controlled ecosystem updates and security roadmap.



> Keen to learn more?

Contact us info@knx.org • www.knx.org

