



NEWSLETTER 12/2016

Dear Sir or Madam,

with this commercial newsletter, we would like to inform you about current topics around DEOS AG. In this edition, you will find the following topics:

- **New DEOS Product Catalog arrives in April 2017** / The current 2015/16 product catalog is still valid
- **50 years of innovation - DEOS AG celebrates its anniversary** / Deep regional roots with a powerful vision of the future
- **DEOS AG Newsticker** / Important events short and to the point

Your DEOS AG Team

New DEOS Product Catalog arrives in April 2017

The current 2015/16 product catalog is still valid

We are planning a new revised DEOS product catalog for the European market in April 2017. The prices and conditions of the existing DEOS 2015/2016 product catalog will remain valid until the new catalog is published.

New products in the 2017 product catalog:

We are adding new products and solutions to our offerings in the new catalog, which will certainly help you in acquiring and implementing new projects.

And as an extra special highlight starting in January 2017, we will be offering a new small controller for HVAC systems. Our new cost-effective BACnet IP controller is based on the OPEN 600/0 EMS and will be offered under the name "OPEN 600 EMS basic24". The new feature is the precisely matched number of 24 IO interfaces (12 analog and 12 digital) especially for this application as well as the activation of the graphic operation with OPENview included in the price.

Another new item is the VAV (Variable Air Volume) and FCU (Fan Coil Unit) controller, which we introduced at this year's Light+Building trade fair. In addition to these controllers, new control units, zone valves - also pressure-independent versions - will appear in the new DEOS product catalog.

We are also adding the new Thermokon sensor generation in the USE housing as well as the new DEOS 24 volt DC power supplies to our range of products. The new OPEN EMS featuring an integrated M-Bus interface, which has been available since mid-2016, as well as the OPEN 710 or 810 EMS variants with the /0 option will also be in the new catalog. You can use this controller type as a data logger, BACnet router, network controller or for light control.

As you can see, we have a great number of product and solution models planned for 2017 and can therefore come one step closer to meeting your requests and the market requirements.



50 years of innovation - DEOS AG celebrates its anniversary

Deep regional roots with a powerful vision of the future



50 years ago, Klaus Plüth founded the company as a wholesaler for boilers, controllers, pumps and accessories. What started in 1967 in his home in Rheine is now a key component in the world of intelligent building automation with more than 250 system partners around the world.

Today's DEOS AG (Digital Energy Optimization Systems) has forged comprehensive plans for the future. Its goal is tackling the challenges of digitalization.

Technical building data must be intelligently interconnected and linked. It must offer the best intuitive operation possible, making buildings easy to operate.

"We see an opportunity here to develop new business models together with our system partners. A key step here is the ongoing modernization of the DEOS software platform," explained Michael van Well - Board Member for Finances and Development.

"Even after 50 years, it is important to us to run our mid-sized family-owned business with our heart, passion and a vision of the future," said Stefan Plüth in his role as CEO. "Our company has deep regional roots, but the branches successfully and innovatively reach all over the entire world. Our longstanding employees with their in-depth technical experience have played a significant part in the company's success story.

In the future, we aim to continue offering the best solutions at the highest technical level and have our experts explain them directly and personally. That's what makes DEOS AG stand out - now going on 50 years.

DEOS AG Newsticker

Important events short and to the point

▪ New case studies

You will find three new case studies as a suggestion for the use of the DEOS solution platform in the partner section.

▪ New user manual OPENweb App and OPENview App

To the topics faststart tablet PC and import/export of data you will find this in the DEOS partner section, under: OPENweb --> OPENweb App for Android Operation System or under OPENview --> OPENview App for Android Operation System

[To the partner section](#)

Looking back & looking forward

Thank you for the collaboration and the trust you have placed in us



In 2016, you once again implemented wonderful projects using DEOS products and solutions and our innovative range of offerings. We thank you very much for your successful cooperation with us over the past year and the trust you placed in us. This drives us to continuously develop better solutions.

We are dedicated once again to do everything in order to offer you product advantages, such as optimized planning and programming tools in the coming year. We also wanted to express our excitement about continuing to further develop our partnership in the coming year with this Christmas greeting.

Looking back at 2016, **DEOS highlights over the year** included the new FUP XL 2, version 8 OPENweb, the HTML5 capability of OPENview and the BACnet DataCenter.

We expanded our OPEN EMS platform this year with the controllers featuring an integrated M-Bus interface (which saves cost and reduces your planning requirements) and the OPEN 710 or 810 EMS variants with the /0 option. The latter can be ideally used as a data logger for connecting meters, a BACnet router, network controller or for light control.

In light of your very good feedback on our DEOS webinars, we have decided to continue offering this format in the new year.

We have experienced a great deal together this year and we have achieved much more. We wish you, your employees and your families a Merry Christmas and a good health, luck and success for the new year 2017!

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DEOS stands for Digital Energy Optimization Systems

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