

Introduction to LOYTEC-20260910_135748-Meeting Recording

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1h 2m 36s

● **Emily Malin** started transcription

EM **Emily Malin** 0:45

So fun when everybody's mics are muted and we just all sit here in silence together and wait.

The 1st 10 minutes of these are just the best.

Luke, is your mic unmuted? Are you good to go?

LB **Luke Baar** 1:10

Yeah, so I have my little mute button on my headset that...

EM **Emily Malin** 1:11

Oh, perfect. Ah, perfect, perfect. Okay, okay, good. Okay.

LB **Luke Baar** 1:14

So, yeah, yeah.

So, I'm ready to go.

EM **Emily Malin** 1:19

Perfect. We'll give everybody one more minute and then I'll start the housekeeping items and then we'll be good to go.

LB **Luke Baar** 1:27

Sounds great.

Super psyched and ready to go.

EM **Emily Malin** 1:33

Love that. Love the enthusiasm.

Okay, we have reached the top of the hour, so we'll go ahead and just get started with a couple of housekeeping things. Hello, everyone.

product marketing specialist in charge of these webinars. We really appreciate you

joining. Today, we're going to focus on some Loy Tech products and solutions. As some of you might know, we have recently merged into the Delta IBT brand. We are now Delta SBS, Smart Building Solutions. So Luke is going to take us through some of that. Before we dive into it,

As always, we will be recording this and all of the materials, including the recording, the PowerPoint, the transcript, the Q&A, everything we talk about here, it will be provided to you within about a week. So give us about a week before you ask about it. If you haven't seen it in a week, shoot myself an e-mail. I will put my e-mail here in the chat in just a moment.

Right now, all of your mics are muted, but feel free to just type in the chat any questions that you have throughout and we will go through everything afterwards. Our next webinar, it is coming up fast and furious. We know that these are kind of two back to backs, but it will be on building Canvas, which is our new product. It's our new AI

engineering tool. So make sure you join us for that. It will be on September 24th from 9 till 10 Pacific time. I did put the registration in the chat there. So make sure you go in and go ahead and just pop in your registrations for that already. That will be kind of a fun one. We are launching that product on September 30th. And we are going to have a

fun giveaway with that one. So everybody get excited about that. It's some cool meta glasses or sunglasses, whichever one you choose, I think. So make sure you join us for that. That will be Hanbo Li, like I said, this September 24th time frame. We don't have an exact date on the next one, but the next one that we will focus on will be on data centers. So

That will be in the October, late October, early November timeframe. So be on the lookout for both of those. Without further ado, here we go. Luke, ladies and gentlemen, take it away.



Luke Baar 4:25

Hello, everybody. My name is Luke Baar. I am the business development manager for our distribution partners within Delta IBT. Before the merger, I was with Loytec since 2018, so about 8 years. Done some tech support, did some application development. I've dabbled in some event planning and marketing things, and now I'm in a sales role with Delta IBT. So today we're going to be introducing the Loytec brand of Delta Intelligent Building Technologies, some of the products, some of the solutions that

are available.

Whether you're already familiar with Loytec or you're seeing these products for the first time, we're going to talk a bit about an overview of some of the key solutions available. We'll talk a little bit about Loytec, and then we'll talk about how Loytec connects building systems, manages some spaces, does lighting control, visualization, things like that.

That.

So, quick history of Loytec. Loytec was founded in Vienna, Austria, back in 1999 as a spinoff of the University of Vienna, the Vienna University of Technology. It initially focused on networking and protocol integration technologies, which remains one of our core strengths today.

Our one of the two founders, Mr. Dietmar Loy of Loytec and Hans Joerg Schweinzer, they literally wrote a book on Lawn Works. So lots of history and education from there. As building automation evolved, so did Loytec, expanding beyond just networking products. We started doing

Controls, visualization, room automation, lighting control, building management solutions, products like the LVIS, the LGate, the Lynx automation servers, the LDALI platform for network lighting control have established Loytec as a complete building automation provider.

And then around 2016, that's when we joined the Delta Electronics family, same day as Delta Controls, just about 10 years ago.

So some strengths of the Loytec group. Everything is designed, manufactured, produced in-house in Vienna. Over 30% of the Loytec employees are in R&D. Many of them have PhDs. We have a very smart group of people bringing you these fantastic products.

Integration continues to be a major point of the Loytec platform. Right now, it says 20 plus open protocols supported in one platform. We talk BACnet LAN, Modbus, OPC, we'll have slides about this later, but virtually every standard protocol.

is supported in one way or another. And there are over 80 countries across the globe that have low-tech installations. We are more than just a European company.

The Loytec brand controllers are more than just field devices. They are controllers.

They have local intelligence. That helps reduce some of your dependency on centralized systems, helps to improve responsiveness and reliability. There are lots of different libraries and tools available on the Loytec website.

that can help accelerate development, but you know customers don't have to use

them. You're not being forced into a closed ecosystem when you choose LoytecSupport. You can create your own libraries, develop your own solutions using Node.js, whether it's Node-RED or JavaScript, to create your own, you know, unique solutions to fill your

to fill your needs. There's also no recurring licensing or subscription costs, so you know what you're getting into right at the beginning, your initial investment and long-term operating costs.

So let's talk a little bit about connectivity and integration, probably the thing Loytec is known for most.

We built our platform around open integration rather than proprietary ecosystems. So most buildings contain equipment from multiple manufacturers, generations of technology. LoytecHelpdesk speaks virtually every major building automation protocol, allowing us to integrate complex systems into a unified solution.

Rather than just replacing working parts, we're focusing on being able to interconnect them all, have them communicate with each other to maximize value.

We talk BACnet, MSTP, IP, SC, Landmark, FT10, 1250, LAN IP,

MBus, MPBus, Modbus, NOcean, OPC, ABC, DEFG. We took all the different protocols. They're all there if they're standards inside our device. And a Loytec controller will have integrated gateway functionality between all of those protocols that it can communicate.

Um...

As buildings become more connected and cybersecurity becomes increasingly important, it's important we incorporate secure communication technologies such as VPN and TLS to protect your data throughout your infrastructure.

We believe that customers should own their own data, maintain control of their own infrastructure. And our commitment to open standards helps prevent vendor lock-in and gives customers the flexibility to expand or evolve your systems over time.

So, we're designing systems for long-term flexibility.

The key to all of that interconnectivity is the data point abstraction layer of Loytec.

And I won't get too far into the nuts and bolts of it, but basically the DPAL layer, whether your data comes from back-net objects, Modbus registers, LAN variables, or some other network protocol, your applications are going to see

consistent representation of that data. So this simplifies integration, it reduces engineering effort, and provides some greater flexibility for future system changes.

Yeah, the DPEL layer is what makes our gateway implementation so much more

efficient than others. So no matter what data points you have, it just shows up as a data point.

In a Loytec device.

So, here's a visualization of what that might look like. We have the LGate 952, our universal gateway from Loytec, simultaneously communicating multiple protocols. There's a FT10 port to communicate to LAN field devices. We have an RS45 port configured for Modbus RTU, a second RS45 port configured for BACnet over MSTP. An expansion module provides communication to MBus, another expansion module, the KNX. The devices have dual Ethernet ports, so you can daisy chain in your network to talk to any sort of IoT, like MQTT or something like that to your front end to

visualization touch panels across your site. So it's a very powerful controller that can talk with just about everything on your site.

LoytecHelpdesk Gateway Controls, they would act as the translator between your building systems that help establish that communication across multiple different protocols. We have the LGate family, the 902 and the 952. They're both universal gateways. They can talk all the protocols.

from a few slides back. We also have a few smaller gateway options, the E-Links 102, 103, 202, 203. They also communicate multiple protocols, but they'll be LAN to Modbus or OPC and the other ones BACnet to Modbus or OPC are certain different protocols. So different controllers for different jobs.

different resource limits, different sizes, but every controller, each of these gateway devices has a built-in web server to help configure the controller, do firmware updates, view and monitor and write to data. They all can support alarming, scheduling, trending. They all can host multiple web-based graphics inside the device.

So a lot of features you get, you know, dare I say, a mini BMS in your controller for some of these gateway devices.

If you're not communicating between different protocols, you're just trying to change the physical media, we have the LIP router family. We have routers to go from LAN FT10 to LAN over IP or LAN 1250 up to LAN over IP. And we also have back to MSTP to IP routers.

These are practically plug-and-play routers. They're just configured using the built-in web server. You just set up some network numbers, baud rate, things like that, and they'll start routing packets back and forth between one, two, or four MSTP channels

and a BACnet IP or SC network that you have.

security encryption in all the devices.

all sorts of wonderful things. You can add additional wireless modules or LTE modules to connect to a mobile network. So a lot of wonderful features and functionality you can get from these controllers and these routers, these gateways. Moving on, we're going to talk a bit about Loytec's lighting control solution.

Specifically, we're going to talk a bit about the wired lighting control solution from Loytec, which is built on the DALLAS 2 certified controller family.

One of the wonderful things about the Loytec controller is that it has all of the DALI data points are natively exposed to BACnet inside of our controller, which means you don't need to have a separate gateway, some sort of middleware or additional software layer to convert. So your lighting control is

automatically exposed to BACnet being able to be integrated with your BMS network. The controller acts both as a full DALLAS master and as a BACnet device, right, for that, for it to peer natively within the BMS. It's going to simplify some system architecture, helps reduce on hardware costs, makes commissioning faster. And the platform is available in one, two, and four channel configuration options, supporting up to 256 lights, which is pretty great. And I'll show some more of that here on this next slide.

So the Loytec L-DALI controller, shown on the top, serves as the brain of your network lighting control system.

and we also supply provide a full ecosystem of DALI-2 certified field devices. The L-DALI multi-sensor, shown on the bottom left, provides occupancy detection, both passive infrared and acoustic. It measures light level in the room for things like daylight harvesting. It measures temperature,

humidity, and it has Bluetooth beaconing for tag. You can detect tags and beacons for things like asset tracking or wayfinding. For legacy and existing fixtures, we support a relay module for switching and analog dimming. So the RMX down in the corner can do 0 to 10 volt dimming.

or relay switching. Sunwind module helps for control for roller shades. The push button coupler allows you to put in any momentary switch that you want and make it work with the DALI network as opposed to having, opposed to being stuck with a specific look and feel from a DALI manufacturer. Your architect can specify whatever switch they want and using the L-DALI BM2, you can convert that momentary switch or push button or key or slider into a DALI signal. There's also a wide range of DALI

communicating fixtures and drivers that are available through Delta IBT.

Because everything communicates over the standardized DALLAS protocol, customers have the flexibility to incorporate both Loytec and third-party certified devices. So once again, you're not locked into a vendor. And that open approach gives owners some long-term flexibility while maintaining a single unified control platform still.

So putting everything together, this is what a typical L-DALI deployment would look like. The L-DALI controller is going to manage the communication between the light fixtures, sensors, any sort of user interface like a touch panel or a button, any sort of room controller devices across multiple DALI channels.

all while sharing that information directly back to your BMS through BACnet IP, BACnet SC.

Pardon me. The occupancy sensors in the room can adjust lights automatically based off presence in a space. Sale at harvesting can be used based off the same sensor that's detecting lux level in the room to help reduce energy consumption. If you have tunable white fixtures,

You can adjust those throughout the day to improve visual comfort and support some occupancy well-being. And then your local controls, such as push buttons and touch panels, will allow occupants to make adjustments while controlling to adjust the lights however they want throughout the day. And the end result ends up being a smarter space

It delivers better comfort, simplified integration, and measurable energy savings.

So, while the DALLAS platform, the L DALLAS platform from Loytec is designed for larger network lighting systems, the Power Pack solution provides a more streamlined approach for controlling individual spaces or lighting zones, and this is using Bluetooth sig mesh technology. So, at the center of each

Zone of lighting control would be the Loytec Power Pack, which is much more than just a relay pack. It serves as the complete zone control with built-in control logic, energy monitoring, and multiple lighting interfaces. The platform, the Power Pack, supports several technologies, including 0 to 10 volt dimming,

DALLAS and Bluetooth SIG mesh, giving the designers and the users flexibility to choose the right approach for every project.

The controller supports common lighting modes and strategies such as occupancy, vacancy, daylight harvesting, as well as some manual control of dimming of multiple light bands.

The configuration can be performed through the Thyro Mobile application that we developed, allowing installers to discover devices, adjust parameters, commission rooms, and perform firmware updates very quickly.

Most importantly, each room can operate completely independently while still providing a path towards future networking enterprise integration. Each zone can be configured with the app and operate separately, but through via Bluetooth mesh. You can pull everything into a single front end.

So the individual components that make up the power pack zone, we can see the power pack in the top left corner. It serves as the zone controller for the space. It has both class one and class 2 wiring. There's a spud mount at the top.

Um...

You can connect dolly sensors, dolly buttons, 2 bands of 0 to 10 volt lighting, have a talk via Bluetooth mesh. There's a dolly touch one, it's a dolly communicating wall station button station by Loytec, but as I stated earlier, you can use A BM2 and use whatever.

wall switch you'd like. The L-pad 7, we'll talk about a bit more later on in the presentation for visualization, but it is a Bluetooth mesh providing device that can be used to mesh and configure lots of power packs together. And then there are Bluetooth mesh sensors that have the same functionality as the DALLAS wired sensors. There's

Bluetooth mesh relay modules that have the exact same functionality as the wired dialing modules, DALLAS modules as well.

Putting it all together, there's a complete power pack deployment. So at the room level, you have a power pack that's going to be controlling 0 to 10 volt dimming outputs. There is a 20 amp relay that can control the outlets in the space, the receptacle for the zone. You can have DALLAS inputs providing sensors or buttons. We have planned integration for additional Bluetooth communicating buttons and receptacles, outlet loads. Those are on the roadmap. There it is. And so if this standalone device is meshed into a larger BMS network, then you get access to network-wide scheduling, trending, alarm management, centralized control, things like that. So great standalone solution and part of a larger network as well.

Moving on to some room control.

With the...

I guess, invention or using the Bluetooth mesh network. Loytec room automation

portfolio extends into room control. We can run, you don't have to run additional wiring, which can be difficult, expensive, or disruptive. You can use this Bluetooth mesh communication protocol.

for room control.

This makes it particularly attractive for retrofit projects, tenant improvements, any sort of historic buildings where you're limited to the work that you can do, or occupied facilities where minimizing disruption is critical. Again, these devices are configured or commissioned using the Thyra app.

allowing technicians to quickly discover devices, create rooms and zones, update firmware, and adjust the operating parameters.

So again, it's controlled from a Bluetooth communicating the L-pad 7. You have a number of sensors, but there's also a number of field devices as well. We have a radiator thermostat valve, the sun blind control.

We do have Bluetooth IO communicating, Bluetooth mesh communicating IO controllers. So you can have wireless control of your HVAC equipment through things like the LoytecHelpdesk IO1, IO2, different IO counts for the different models there. Because all the devices are communicating through Bluetooth mesh, there's no requirement for

Dedicated control wiring between devices, so now they can be added and reconfigured with minimal impact to existing installations.

So in a real world environment, right, the wireless sensors will continuously collect your occupancy, your lux level, temperature, humidity, and pass that back to the Bluetooth mesh network. Based on room conditions and occupancy preferences, control decisions can be

decided through the valves, the shading actuators, the connected interfaces. The Elpad 7 serves as the primary occupant interface for everything, allowing for local adjustment of temperature, lighting, and shading from the touch panel, as well as acting as a gateway from Bluetooth mesh to one of the multiple protocols that we've discussed.

earlier in this presentation. And the key benefit of this whole architecture is just the flexibility, right? Because you're not wiring things, because some of the devices are, some of the devices are wired and powered, like the sensors, like the IO modules, things you want to have operating all the time,

Other devices can be battery powered, things like smaller temperature humidity sensors or switches on the wall that don't need to always be operating, but only

when activated or every so often to pull and just wake up and send their values. So it depends on the piece of hardware we're talking about.

That picture on the right is Loytec headquarters in Vienna, Austria. So they have multi-sensors in the ceiling. They have the IO module controlling HVAC units, sun blinds controlling the exterior windows, and an L pad on the wall to bring everything together for a single point of access.

The next section to talk about is visualization from Loytec.

Loytec touch panels are not just HMIs. They also have, they combine visualization, control, and integration on your site within a single device. They support natively, they support BACnet, Modbus, LAN, OPC, all those protocols we've talked before, and can act as a gateway between them.

with a BACnet and LAN router built in. They have built-in alarming, scheduling, trending, allowing them to perform some supervisory functions at the edge level as well.

Our touch panels have, like every other Loytec device, an integrated web server, which simplifies configuration, diagnostics, customization. Every protocol that we communicate, we have a protocol analyzer for built into the web UI. There's a DALI protocol analyzer built into the DALI. There's packet captures built into Loytec devices. There's a

a Modbus protocol analyzer built into the controllers, things like that. The graphical configuration is done using the free Elvis Config software tool. So you can help to reduce project costs while also avoiding some vendor lock-in with that free tool and open protocols.

But ultimately, you get a powerful operating interface that can also serve as a key component of the building automation architecture.

The Elvis touch panel comes in three sizes and multiple color options. All right, 7, 12, and 15 inch display, 24 volt DC, line voltage, POE. We recently just updated the resolution on all the screens, added that POE port, put a 64 bit quad core processor on all of our hardware.

So these things are fantastic devices. And you get all the same functionality and features regardless of the size of the screen that you're choosing.

While the Elvis touch panel is more of a

site level or yeah, like a site level display. We also have the smaller L pad room operator panel, the L pad 7. They share a lot of, we'll talk about the L pad 7 first because it is out and about already. The L pad 4 is coming soon, maybe the end of

this year, start of next year, the beta will be going out. So.

Start of 2027, the LPAD 4 will be coming out. But both the Elvis platform and the LPAD platform provide graphical user interfaces. They support some building automation functions. They can serve as an operator interface for a room or for a building. So you get the visualization.

access to system data. The difference is the Elpad 7 is a little bit more room focused. It has the Bluetooth mesh capability that the Elvis does not, so it can integrate with those sensors with those modules that we previously discussed. The Elpad 7 also has integrated sensors of its own.

It has a temperature, humidity, lux level, and also a presence kind of time of flight sensor.

So the Elpad 7 is used frequently as a gateway between the Bluetooth mesh in rooms and also the broader BACnet building automation system or whichever protocol that you're using. That also is built in Wi-Fi. So very similar to the Elvis, a few extra nice features. The Elpad 4 will be the same thing.

customizable display just in a much smaller form factor.

All of the Elvis touch panels have a full glass display. So with a bit of silicone caulking, you can make those things wash down safe. The Elvis is typically recessed into a wall or into a panel, making it flush, versus the L pad sits on a mounting plate on a wall and sticks out a little bit so the L pad would not be as safe for ER use or OR use.

And to wrap things up, here's a use case, kind of putting it all together. So there is a retirement community called Valley View in Pennsylvania, and they were looking for a

a new interface for there. This is a assisted living facility. Once someone comes out of surgery or in rehab, this is a semi-cared for unit. So they were looking for control over the HVAC space, but also some people are bedridden or chair ridden and wouldn't be able to walk up to a stat on the wall or switches on the wall. So they wanted to have a

remote option for them as well. So what was provided was a solution using the LPad 7 integrated with Bluetooth mesh lighting, with the Bluetooth mesh IO module, to the Sun Blind roller shades, to the PTAC.

And the display is on the wall for someone to interact with, but the web-based graphical project is also able to be hosted on a tablet. So the person who's in bed or on their chair can still interact with the system and see the same graphic just from

their phone, from their tablet, from...

a PC, whatever's on the same network and has IP access.

So there you have many different light fixtures, some Bluetooth mesh communicating buttons on the wall as well.

There's an Uno Slim from Delta Electronics to provide air quality in the space.

What makes this solution nice is that the Bluetooth SIG mesh protocol is the only standard open Bluetooth communicating protocol. So as long as the, like any other standard, if a component communicates Bluetooth SIG mesh, it's able to be integrated with a LoytecSupport solution.

So there's just a nice view, I guess, of the same equipment throughout the space.

Various sensors, lights, buttons, the L-pad itself, a tablet. And it's easy enough with the solution. Once you have one room, you can start to make many rooms make a floor.

Many floors make a building. Once you have a single solution, you can create a device backup and restore that device backup to other controllers. They're identically configured identically.

Which is a wonderful thing for its ease of installation.

But that is generally the material I wanted to cover. I saw some questions popping up throughout and I was answering them a little bit early, but we'll take some time now for some Q&A. I'd be happy to share my LoytecSupport technology with you all.



Emily Malin 33:02

Yeah, I think you got, did you answer the, are the end devices battery or wired for power? Did you answer that?



Luke Baar 33:09

Yeah, it depends on the module, depends on the device. The Loytec multi-sensor, the Loytec IO modules, they are wired and communicating all the time. Because they're wired and communicating all the time, they can operate as a Bluetooth mesh relay, and they'll actually extend the distance of your Bluetooth mesh network, and they can also be used for redundant pathing. Other modules are battery powered and they're considered friends, friend nodes on the, or they're Bluetooth low energy nodes and they need a friend node. So like a small Loy temp one or temp two is measuring temperature and humidity, but it's asleep 80% of the time. It just wakes up.

sends out a value every couple of minutes, and then goes back to sleep. So certain devices are battery powered, certain devices are powered. There are some Bluetooth mesh devices that use a similar technology to an ocean where they're kinetically powered. So when the button is pressed, it generates enough current to send out a signal. So it really depends on the model to make the manufacturer.

The part that you're that you're asking about.



Emily Malin 34:11

That makes sense. And then you addressed the Elvis's wash down safe L pad not correct.



Luke Baar 34:16

The Elvis has an IP rating of 54 on the front and much less on the back because in the back is just some metal casing. So, but if you put the Elvis in A-frame in a wall and maybe silicone **** it, it is full glass. You can wipe that down. The L pad, not so much.



Emily Malin 34:33

Gotcha. And then did you want to, I know you kind of went through Hendra's question here on the how compatible and seamless are they compared to the devices and controllers to those of Delta Controls? And I just dive into that a little bit more.



Luke Baar 34:56

Sorry, I thought you, I thought you said I'm gonna dive into that a little bit more. No, ha ha, yeah, I was, I was, yeah, right.



Emily Malin 34:57

Oh, that's okay. Fine.

No, no, I said, do you want to? I don't want to dive into it. I don't know. No, you dive into it. You're my Loytec guy.



Luke Baar 35:05

Are they going to be, like I said, Bluetooth mesh is a, seeing another question, it's a pretty secure protocol, right? Every time a device is provisioned, not commissioned, that's the Bluetooth term for it, when you're provisioning devices, there's a

handshake, there's a key that's passed back and forth. Bluetooth mesh is a different technology than just typical Bluetooth beaconing, right? If you pull out your phone, put it in Bluetooth mode and walk around, you're not going to see lights, you're not going to see sensors, you're not going to see things because it's a different protocol. You have to download some special app for that. Once a device has been provisioned, it's also now will not show up to other devices. If I had two L pads, for example, and provision the light from the first one, and I scan for devices, I would not see it from the second one because it's already part of Bluetooth Mesh Network 1. So there's a lot of different, security is a big one when they're making the technology. So it's

Yeah, that's a secure protocol. It's a reliable protocol. We've taken Bluetooth lights and devices to the AHR show in the past, and everyone there, it's a different frequency than Wi-Fi, so it doesn't actually interfere with existing things on your site, in your network. So it's reliable in that regard as well.

Anything that talks Bluetooth sig mesh should be able to talk with our device, because it's just an open standard.



Emily Malin 36:29

Cool. Do the Elgate devices have any licensing restrictions like a JSE? Are you allowed to map objects and devices up the resource up to the resource limits out-of-the-box?



Luke Baar 36:30

Oh.

So with very few exceptions, every Loytec device comes with everything enabled. All the points that could be in the device start in the device. There's no additional licensing to add more options, add more protocols, add more data point resource limits. So the LGate, for example, it has

All of its protocols it can talk, all the data points it can talk, IoT is already in it. There is no licensing or software. You get the free Lynx Config software tool to configure it to do all the gateway functionality. The software updates are free, the firmware updates are free. There's nothing to an L gate.

that stands out to me right away. That would have to be licenser or, you know, certain functionality. There are some devices that I think like the DALLAS controller, if

you want to make a talk Modbus versus just BACnet and OPC and everything else, there's a little license for that. But, but.

A majority of the time, everything just comes with every device.

EM

Emily Malin 37:44

Perfect. Robert, his question is being lazy. Will there be comparative integration charts allowing us to intermingle the Delta and Loytec to determine the best feature for cost, et cetera? That answer is yes-ish. We are working on that from the marketing department right now. We're kind of doing it per vertical market. So just kind of saying which integrations go where. That is something that we have on our to-do list and roadmap, probably not to the extent that you would like it, but it is something that we have talked about. I don't know, Luke, if you have anything more to say on that.

LB

Luke Baar 38:25

There definitely should be, as we all come together and learn the Loytec and the Delta Controls product brands. You know, if there is, it's not something I'm making, but I'd be happy to help. As far as integration goes, I haven't, I didn't touch on this, but IntelliWeb is also being updated.

EM

Emily Malin 38:26

Yeah.

Yes, yeah, that's us.

LB

Luke Baar 38:44

So I got from, let's see, Loytec devices will start appearing as native devices and not third-party devices in Intelliweb in version 4.34, which has a beta scheduled for October. There's going to be full support of Loytec custom properties.

EM

Emily Malin 38:45

Yes.

LB

Luke Baar 39:04

in Intel Web 435, which is planned for the start of 2027. And then there'll be additional support and more features planned after that. But everything is in the

works to make the Delta Controls and Loytec integration much more seamless and much more friendly for internally and externally.

EM **Emily Malin** 39:22

Perfect. For the smart resident room, we use Delta's LED company, Amrinder Lux, for the lighting fixtures. Oh, feel free to reach out for more. Yes, so that was Amrinder Lux for the Valley View. Yeah.

LB **Luke Baar** 39:32

Uh-huh.

Yes, Amrolux light fixtures, some Delta Electronics components, Loytec components.

EM **Emily Malin** 39:45

Perfect. And that was Jeff who mentioned that. So Jeff, if you want to pop your contact detail in there. That way, if anybody has any questions, they can reach out to you as well from the Amrinder Luke side of things. Perfect. Are there any network security issues using Bluetooth mesh? You kind of went over that in that last answer.

LB **Luke Baar** 40:01

Yeah, the Bluetooth mesh side is secure enough, and once the data points get into the Loytec controller through that DPEL layer, now they're in Loytec device, and Loytec device have very high levels of security and encryption.

EM **Emily Malin** 40:14

Perfect. Does IntelliWeb support engineering functions or can engineering only be done via the local web server?

LB **Luke Baar** 40:21

So at the moment, Loytec devices are still configured with Loytec software, but that's something that we worked on beyond 435. Those are some of the later things that were vaguely, you know, not mentioned.

So, eventually, yes, it is on the roadmap.

EM **Emily Malin** 40:35

So eventually is the answer. Yes. Perfect. Cool, cool, cool, cool. Can the relay module be used for a standard occupancy sensor if the additional points of the Loytec occupancy sensor is not needed?

LB **Luke Baar** 40:53

Can a relay sensor be used? So you can, any additional points can be mapped into the L DALLAS to be used as occupancy values or lux level value. You know, if you had an O3 in the space, for example, on the ceiling, you could take occupancy or lux level or something from that.

EM **Emily Malin** 40:56

The relay module, yeah.

LB **Luke Baar** 41:13

and put it into the L DALLAS. If you have a network data point that just goes true, it could be used as occupancy. It doesn't necessarily matter where it's coming from. So if you have a standard relay, I don't know that just like a standard relay could be used because there's no, it'd have to be connected to.

An input module, and then that input point would be passed across the network, but the LDALI itself doesn't have a.

Or maybe you could attach the relay to the BM2 and it just makes a close contact and then...

Probably. I mean, the answer about Loytec is usually yes, but let me think about it.

We can do just about everything.

EM **Emily Malin** 41:48

Okay.

That's something. Yeah, Brad, we put our contact info up in the chat there. So maybe send Luke an e-mail about that if that's something that you have an active project for on that one. Okay, can your gateway be used as a general purpose interface to an existing BACnet IP network with third party BACnet controllers?

So specifically what they're asking is can we use it to discover BACnet devices and networks, discover objects, read values and other properties, access BACnet trend logs, objects, and retrieve their historical buffers, and then potentially subscribe to COV notifications.

LB **Luke Baar** 42:34

Yes, the L Gate is a full communicating BACnet device. We didn't talk about it, but it could also be a BBMD or a foreign device if you need to get across subnets, things

like that. But from the L Gate, you can import EDE files or you could scan and discover devices on the network, see the BACnet client mappings inside those third-party objects.

bring them in. You can get, you know, remote alarm servers and trends and schedules. I mean, it's a fully operating BACnet controller, so it can integrate and talk to any MSTP, IP, or SC devices. Right now, Loytec is back in SC spokes, not hubs. but I think hub support's coming. But otherwise for IP or MSTP, yeah, you can connect and integrate and do what you want.

EM **Emily Malin** 43:21

Perfect. Is there a limit? Nope, go ahead.

LB **Luke Baar** 43:23

I will say, sorry, one last thing. The gateway is a gateway, not a, it can do MSTP or IP at the moment. It doesn't have both at the same time. There's other controllers that we have that do, but the universal gateway would be IP or MSTP. If you had both, you could put a router and then.

Bring everything up VIP potentially.

EM **Emily Malin** 43:46

Makes sense. Limitations on Ethernet looping. If one device went off in the middle, what's the situation? So does it full daisy chain type of thing?

LB **Luke Baar** 43:54

Yep, so every Loytec device has dual Ethernet ports by default. They're set up as a switch. If you wanted to split the networks or disable one, you could. But we support RTSP and a lot of different IP networking styles and types. You can redundant, full run and looping, everything like that.

EM **Emily Malin** 44:16

Is it 24 volt AC or DC powered?

LB **Luke Baar** 44:20

Most of the devices are both. Most devices are 24 AC or 24 DC. The DALLAS controllers, because they provide the DALLAS power supply, are actually line voltage, 85 to 240 VAC.

Some of our smaller devices, like a little stat on the wall, is 24 DC only. It depends. But most of the most of the controllers, the gateways, the routers, they're 24 AC or 24 DC.



Emily Malin 44:48

Yep.

Good, perfect. Will graphics use eSketch in the future?



Luke Baar 45:00

I don't know, I don't think so, but I can say for certain.



Emily Malin 45:05

I don't believe that was on our roadmap, but that is a question that we will take back to Andy and Zach and I will let you guys know.

Are there deeper dive introductions or engineering training classes planned for Delta partners on the Loytec stuff, application training for sales folks, et cetera?



Luke Baar 45:23

I mean, yes, there is training material available. We're working on getting everybody up to speed, having more people to be able to train partners and do everything that needs to be done to help onboard everybody. So on the Loytec website, you can get catalogs and data sheets and read more about the hardware that way. On Loytec's YouTube channel, there's many tutorial videos. They also have their Tech Talk videos where we go through some protocols and some functionalities of devices. That's a good spot to start. There is some online training to introduce the Elvis and Lynx config software tools.

You need to create an account and then you can be enrolled in those courses. So, and eventually there'll be, you know, full instructor-led trainings for partners to learn about programming and other things as well.



Emily Malin 46:15

Yeah, we were just talking about this one before we started the webinar that they are spinning somebody up in our tech support for the Delta Controls side with all of Loytec right now. So that is on the roadmap. We also are going to start just interweaving all of the Loytec products into these webinars. So the same way that we do a deep dive on building canvas that's coming out, we will do the deep dive on the

new L pad that is coming out. So these webinars will start to merge both products as well. So we're working on it for sure.

Does Loytec have a pulse input module? Oh, but also before we answer that question, Robert, if there is something like specific where you see, hey, this would be a good use case for Loytec, that would be something reach out to us, reach out to Luke, and we can definitely set something up on that. So if there is a, yeah, if there's a specific need for it right away.

LB **Luke Baar** 47:01
Huh?

EM **Emily Malin** 47:04
That's absolutely something that we can make work. Yeah. Does LoytecSupport have a pulse input module?

LB **Luke Baar** 47:11
Yes, we didn't talk about it here in this presentation, but we have a number of IO controllers, programmable IO controllers, but also dummy expansion IO modules. And those inputs can be used for pulse inputs as well.

EM **Emily Malin** 47:30
Are any of them subject to end of life notice right now?

LB **Luke Baar** 47:33
Um...
No. Any sort of product change notification would go out. If you create your account on the Loytec website, you can sign up for the newsletter, and any sort of change would go out. Loytec, like Delta Controls, I think, has a pretty good track record of keeping parts alive for quite a while. So the Elvis has been around since 2009.

EM **Emily Malin** 47:53
Yeah.

LB **Luke Baar** 47:57
I mean, the first Elvis came out, I think, in 2008, and the newer version was like 2012, and we only just did an update to it, and that was just to give it a better resolution

screen and better processor, but it's still the same backwards compatibility back to version one. And so we're still using the same two software tools we've been using since since it was all first created. So this, a lot of longevity, everything's backwards compatible.

EM **Emily Malin** 48:23

Yeah, I'm going to guess on that one too, Hendra, that there might be a specific reason that you asked that. So if that is the case and you need one of those, or you have a like application for it, again, just e-mail me or Luke and we can figure that out with you.

LB **Luke Baar** 48:24

Yeah.

Yeah, I can give specific answers to specific questions.

EM **Emily Malin** 48:37

Yeah, for sure, for sure. Don't know if you've already discussed this, but you've specified Bluetooth mesh for room temperature sensors. Do you also have a notion temperature room sensor products with solar powered with wired free? Yeah, you went over that. Yeah.

LB **Luke Baar** 48:51

We do not have any native NOcean communicating sensors, but we have an NOcean antenna to talk to other NOcean devices. So you could bring in NOcean into a Gateway or into a Elvis or into a L pad and L pad. So the antenna is there.

EM **Emily Malin** 49:11

Perfect, perfect.

LB **Luke Baar** 49:12

but the sensor itself, not us.

EM **Emily Malin** 49:14

Okay, will Python be introduced like Delta have for like the LDALI for example?

LB **Luke Baar** 49:21

That's a great question. At the moment, we have standardized on Node.js for JavaScript and Node-RED. Now with the merger, maybe there'll be plans to do Python because it'd be uniform, but that's not an answer that I have, unfortunately. We'll have to find that out and get back to you.

EM **Emily Malin** 49:37

Okay, yep, we'll take that one and let you guys know. Where can we get technical spec list that highlights everything that you're discussing? Loytec has a very extensive product catalog that actually maybe what I'll do is I'll include that in the materials since a few people have asked so far. So Luke, I'll get the actual like.

LB **Luke Baar** 49:53

Mhm.

I was going to say the actual catalog. Yeah, if you go to LoytecHelpdesk.com, go to products, the second option is catalog, and you can get the full product catalog right there. Or here, if I just throw this in the chat.

EM **Emily Malin** 49:56

Product catalog. Yeah.

Yeah, yeah. I'll send that out too with all of these materials and make sure that we send the Loytec website right now as we start to merge them into one. Eventually it'll all just be Delta IBT, but for now, yeah, we'll make sure that you guys have all of those resources. We're working on a large project that is standardized Loytec DALI lighting solely.

because the system has an open architecture. Oh, okay, okay, good point on the Loytec DALI lighting. So solely because it has open architecture, so it's a good selling point for open architecture. So thumbs up there. What software changes, if any, should be expected and mentioned to customers that are using eWeb or eCloud?

LB **Luke Baar** 50:29

Mhm.

I believe at the time being, everyone who's on the Delta Controls platform is going to keep using Delta Controls platform, and everyone on Loytec can keep using Loytec.

And any announcements of changes would happen down the road, but for right now, it's all business as usual.

EM **Emily Malin** 51:01

Yeah, yeah, I don't think that there's anything, yeah, that we need to say on that one. I think that eventually there will be some things that come out, but you should join our Building Canvas website or webinar as well, because that will address some how everything is going to

LB **Luke Baar** 51:14

Yes.

EM **Emily Malin** 51:20

get merged in together. So Jason, go up and sign up for our Building Canvas webinar and you will find out, sir. Back to the pulse input module, can the pulse IP module connect via BACnet MSTP? I guess this is yes.

LB **Luke Baar** 51:34

So Loytec IO modules communicate a couple different ways. We have some FT10 LON ones. We have some back IP modules that can be just standalone back in devices. We have LIB Connect, which is physically adjacent through some brass terminals on the side of the controller. So not
Back at MSTP, our back communicating modules are back over IP, so you'd be looking at the five fives X, the 550 series of LIA module on the Loytec website.

EM **Emily Malin** 52:08

That was the last question that we have. Luke did put in the catalog there as our last thing. We have about 10 more minutes. Does anybody have any last minute questions?

Anything coming in the chat here? I guess at this point, we can unmute everybody if anybody needs their self unmuted. But this was very helpful, Luke. This was great. Like I said, we will be doing more and more of these. Nice. Good job, Jason. Way to go. We will be doing more and more of these as we go for
you know, Loytec products as they start coming out. Oh, here we go. We got two more. I knew it. I knew there'd be more. Okay. Delta has a pulse IP device gap right

now that we need an MSTP option for. Okay. So Dave, yeah, that would definitely be something that I'm like, you know, e-mail Luke if it's a specific something or another.

LB **Luke Baar** 52:57
Yeah.

EM **Emily Malin** 53:06
Will Loytec product work on Link Net?

LB **Luke Baar** 53:11
Linknet.
No, I don't think so.
What is?

EM **Emily Malin** 53:19
Anybody in the chat knows if anybody from Delta is here, if that is the case. But if anybody from Delta knows, let us know.

LB **Luke Baar** 53:19
And...
Let's see if I just pull up a controller really quick.
Because all of our...

EM **Emily Malin** 53:35
It will not. Yeah, because I don't think that that would work on our proprietary protocol. I can't imagine that.

LB **Luke Baar** 53:36
Yeah.
Yeah, I didn't think so.

EM **Emily Malin** 53:42
Again, maybe that's something that would be happening in the future, but that would be something to keep your eyes peeled for announcements, but as of now. Can we, planned, planned again, not to my knowledge, but I will take that question and ask for you guys on whether or not that is In the works.

Can we get tech support by calling Delta? So can Loytec have Delta Controls tech support?

LB **Luke Baar** 54:12

I mean, ultimately, yeah, if you e-mail tech support at Delta Controls.com, you know, the dream is that everyone there can answer every question. People are being cross-trained. Right now, we have a few people from the Loytec side who are, I mean, we're still

cross-training internally, but ultimately, yes, there will be one stop shop for all sales, all orders, all tech support at Delta Controls. If you e-mail tech support at deltacontrols.com, the e-mail will find its way to someone who can support you. I'll just leave it at that, I suppose.

EM **Emily Malin** 54:47

Yeah, that's perfect. Yeah, we are all one now. So that is the dream goal, idea, and plan. So anything from the SBS team, it will find its way. That's perfect. Implementing the Red Five bus would make more sense for the Loytec line versus Lincoln. Okay, okay, so Rob just said that implementing the Red Five bus would actually make more sense for

LB **Luke Baar** 54:49

Yeah.

EM **Emily Malin** 55:08

The Loytec line versus link net, so that's.

I still don't know the answer to if anything is planned, but we will make sure that we get you guys that on the Q&A when I roll up all the questions here.

Anything else?

Got 7 minutes here, guys. We need some questions. We got Luke for seven full minutes.

How many times do you get it that when people say Elvis, it's like Elvis. Elvis. So much fun.

LB **Luke Baar** 55:42

Well, when you when you download the software tool, it's got a little picture of a big haired gentleman with a big white collar, but for legal reasons, I can't say who it is.



Emily Malin 55:52

That's awesome. That's my favorite thing. So will Leaf's products be Red 5 Bus or Linknet?

So yeah, Robert, I don't, Robert Amos, I don't know that if that, if we know that answer yet. I don't know, Robert, if you know the answer to that. Thank you, Hendra.

I loved that. I think that that's one, Robert, and like Amos, we'll have to take that offline and figure out if this is like a, if it's a need right now, we can probably.

Oh, the answer is yes. Leaf's products will be Red 5 bus or Linknet.

Thanks, Rob. I should have unmuted ya.

We also have system, oh, okay. And final point here from Ed Desousa, he said that we do have system architects in each region to help with the transition and help with LoytecSupport products as well.



Luke Baar 56:34

Ohh.

All the system architects came to Pewaukee, Wisconsin, where our office is, where I'm located, and we did a week worth of training with everybody. So there are quite a few people already who are familiar with both brands and products and more being added by the day.



Emily Malin 57:00

Perfect.

Matthew, it looks like you had your hand up. I'm going to see if I can, did you need to ask a question or were you?

Let's see if we can get this done.

Should be hold demo sessions in the future. OK, well, we have a couple more here.

Would there be any need for the L Web software, or is it mostly functionality available without it?



Luke Baar 57:27

So Loytec naming convention is not, so L Web 802 and L Web 803 are what we call, L Web 802 is being able to visualize the graphical projects in a web browser. L Web 803 is a software on your computer to visualize the graphics. So those ones are free and they come with it. You want those.

Loytec BMS software is L Web 900. It is not required to for device configuration,

graphical configuration. It is truly a BMS at the top level to pull everything together for site-wide graphics, for reporting, for a master scheduler, for one point to create events, for

parameter views, which is a nice spot where you can make mass sweeping changes across set points and things, but the devices will operate independently without L Web 900. It just gives you some extra features at the top level.

EM

Emily Malin 58:23

Perfect. Are there any plans to include more detailed cut sheets with the L Loytec modules? The current ones are very bare bones and do not provide much information.

LB

Luke Baar 58:37

Um...

I mean, I guess if there's things that are needed, the data sheet, the manuals, the installations, they're all available on the website. If there's certain questions you have, I'd be happy to answer. That'd be something, I guess, to bring to the.

I don't know who manages our data sheets, to be quite honest, but we can, yeah, sure.

EM

Emily Malin 58:55

That's marketing right now, actually, but that will change in the future. So yeah, if you have specific questions on that, William, just go ahead and send probably myself an e-mail on that one. Like if you need specific information, we can try and send that to the LoytecHelpdesk team and get that back to you.

LB

Luke Baar 59:08

Oh, the...

Sure, the installation sheet inside the box is pretty minimal, just for powering it up. The rest, yeah, the rest of the information would be available for you on the Loytec website, just LoytecHelpdesk.

EM

Emily Malin 59:15

Oh.

Okay.

Yeah, the cut sheets inside the box, I don't know if we, I don't know who would be in

charge of those, but let me, let me check. I believe their marketing team was in charge of that for a while. So, but yeah, like, like Luke was saying, if you just go on their product catalog, it's a pretty extensive product catalog. It's like 200 and something pages. So the answer might be in there for you.

LB **Luke Baar** 59:24

Hur.

No.

EM **Emily Malin** 59:44

Are there any future plans for Loytec products to support graphics built in Delta?

LB **Luke Baar** 59:52

You can load a web page on the touch screen of a Elvis or L Pad. So you could load an IntelliSketch graphic on the touch panel.

So, you know, I've seen it done.

EM **Emily Malin** 1:00:13

Okay. Will the Loytec touch screens be a good replacement for the eTouch, as in a local BACnet network where no ethernet is available, for example?

LB **Luke Baar** 1:00:25

They do have an RS45 port that can be configured for BACnet MSTP. So you could pull in whatever data from whatever BACnet devices you have and build your graphic and have it display values and write back values. So yeah, it's a full BACnet communicating graphical display.

EM **Emily Malin** 1:00:45

Perfect. We are coming up on our last two minutes here. So if you guys have any more questions, like I said, please feel free. Our emails are up in the chat here. All of this information will be bundled up and sent to you guys within about a week. We really appreciate it. I know that there was a comment in here about hold more demo sessions in the future.

Yes, we're definitely working on doing more and more of these webinars, of the demos, of the product training, that sort of thing, and really getting the word out there. So if you have something that you need specifically, like I said, feel free to

reach out to me and Lee. Or if you just have good ideas for some of these webinars, or if you want to see something specific, absolutely shoot me a note, let me know. Our next one, like I said, is building Canvas on the 24th. I know that it seems back-to-back, but who doesn't want to spend more time talking about BMS with Emily and all of my friends? So here we go. With that, Luke, do you have any last minute comments?

LB **Luke Baar** 1:01:48

I'm going to add some extra comments in the notes section of the presentation based off some of the questions we had, and then I'll send that over to Emily so that when she shares that with everyone, some of those answers will be in written form as well.

EM **Emily Malin** 1:02:01

Perfect. Okay. Wonderful. Thank you guys so much. We will see you here in about two weeks. Thanks, everybody.

Cheers. Bye-bye. Bye everyone.

Bye, Hendra. Bye, Walt.

Thanks, Claire.

Perfect. Okay, I'm going to go ahead and shut her down. Appreciate it, everybody.

Bye, Luke. Talk to you soon.

LB **Luke Baar** 1:02:32

All right. Yep. Thanks. Bye.

● **Emily Malin** stopped transcription