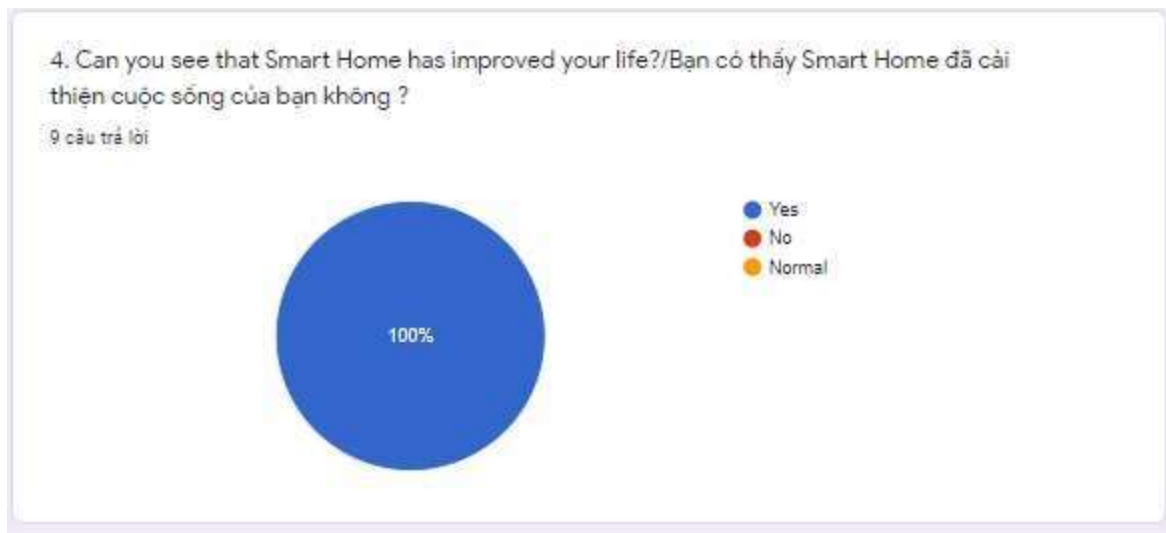


## IV. Analyze the result of the primary research

**Interview:** During the interview, we were quite satisfied with the responses of the interviewees. On the side of smart home users, they feel that their home is really safe and secure. Their lives are both positively improved when at home smart. The smart home use, the user can save time to do other things. In my opinion, people living in smart home have a more modern life than those who live in traditional houses. Children raised in this environment will be safer than kids raised in a traditional home.

In the interview with the expert, his answers were exactly what we wanted. For example, when asked about when the smart home has a power outage, can you open the smart door? The expert's answer made us very pleased. If the smart home is out of power and the smart door is not working, sadly

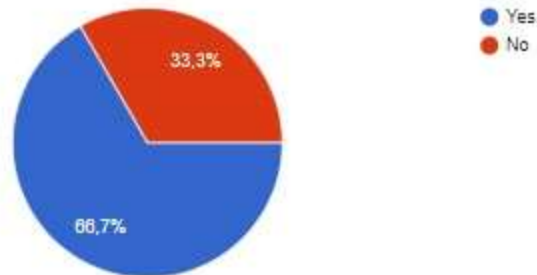
**Survey:** All interviewees are smart home users all over Hanoi city and these survey results are real people, not bots. So this result is believable.



In this question, all survey participants felt that their lives were significantly improved at smart home.

7. Is smart home suitable for middle-income people?/ Smart Home có phù hợp với người có mức thu nhập trung bình không ?

9 câu trả lời



Asked about "can people on the middle income class own a smart home?" 33.3 people chose "No" and up to 66.7% of the participants chose "Yes".

In my opinion, you only need to buy IOT devices and install them indoors, the house can also be called a smart home.

#### **Observation:**

**Smart Door:** this door is a fireproof door and can be opened with fingerprints or enter a password. This door has a spare battery to prevent power outage, the owner can still open the door to enter the house

**Smart Bell:** Smart bell has two parts, one part is outside the apartment, used for outsiders to ring the doorbell. In the ringing part, there is a camera when you press let go, the camera will turn on automatically. Indoor unit is a monitor that will see who rings the outside ringtone. In addition, the screen also has the function to talk to people outside the door through the Smart Bell system. This system helps to guard against strangers.

**Smart light:** The electric system is right at the entrance of the apartment, when someone approaches, the light will be on

**Smart air conditional:** can control by smartphone

## **VII. Recommendations**

As far as we learn, there are many prices to be able to design smart homes. Now, there are many brands developing smart home devices such as Lumi, BKAV, DIGI HOME, JAVIS.

We recommend that those who are in the smart home should use Javis smart devices, because Javis can recognize Vietnamese suitable for all ages in all regions of Vietnam.

Here I would like to introduce to you a few equipment packages to turn your home into a smart home

**20 Million VND:**

- 1\*JAVIS HC center: 4,5 million VND: Ability to connect to many types of smart home devices (such as lights, switches, sensors ...) of different brands. Outstanding advantages: open design, compatible with many types of devices, capable of meeting many different types of users, highly customizable in scenarios to automate applications. Allows centralized management of many types of devices of many different brands. Helping users to save the investment costs of equipment, can choose the right cost devices from many different smart device manufacturers (without having to buy exclusive products). Users can reuse many existing smart home devices without having to invest in a new one(Javis).
- 1\* JAVIS SPEAKER :7,5 million VND: Integrating many useful services specific to Vietnamese people such as weather forecasting, gold price lookup, foreign currency rates, information on Wikipedia in Vietnamese, listening to radio in Vietnamese, opening songs on YouTube in Vietnamese...
- 3\* JAVIS 2 Gang rectangular switch: 850,000 VND Can control by Vietnamese voice through JAVIS smart speaker. Control English through your Amazon Echo or Google Home speakers(Javis).
- JAVIS Smart home control software: Control of JAVIS smart switches and all JAVIS HC compatible products via the Internet(Javis).
- 1\*Smart Curtains: 4,000,000 VND It is possible to combine with JAVIS HC center unit and sensors such as light sensor to automate the scenario of opening and closing curtains: if the light in the room is too strong, then automatically close the curtains, automatically open the curtains at 7:00 am., close the curtains at 9pm(Javis).

**45 million VND:**

- 1\*SMART LOCK JS-SLK1-ZB: 10,000,000 VND Integrated into JAVIS ecosystem, can accurately identify each family member to automatically trigger customized scenarios. For example, turn on the hot water by itself, activate the home mode when 1 family member unlock with fingerprint or code (Javis).
- 1\* JAVIS HC center: 4,5 million VND
- 1\* JAVIS SPEAKER :7,5 million VND
- 8 \*JAVIS 2 Gang rectangular switch: 850,000 VND

- JAVIS Smart home control software
- 2\*Smart Curtains: 4,000,000
- 1\*Environment sensor: 700,000 VND: Can be combined with other devices to set up automation context such as: Automatically turn on the air conditioner at 27 degrees when the room temperature is over 30 degrees, automatically turn off the air conditioner if the window is open, automatically turn off the air conditioner after 30 degrees. minutes if there are no people in the room(Javis).
- 1\*Smart ceiling light: 1,700,000 It is possible to set up usage scenarios through JAVIS Home application such as reading mode, the lights display white, dinner mode displays warm lights(Javis).
- 1\*Smart bell: 2,300,000 VND

1\*Switch to Electric Water Heater: 1,100,000 VND