

INSIDE this Issue.

- Price Rises
- Green Light Technology Group
- Technical Tip
- Now Hiring!
- New Staff
- Christmas closing dates
- Case Study

Welcome... To our final newsletter for 2008 - everyone at CTI would like to take this opportunity to wish you, your colleagues, clients and families an enjoyable festive season.

We look forward to meeting your needs again in 2009.



Price Rises

Well the world as we know it has undergone some major changes in the last 8 weeks. Whilst we in Australia are relatively sheltered to ride out the storm, there is an unfortunate flip side, and that

is most of our suppliers are increasing prices to compensate for the wild exchange rate variances.

As a result many of the products in our range will be increasing in price. The most significant is the C-Bus range, with prices due to increase on 2nd January 2009.

If you have an existing order with CTI then you will not be affected by the price increases. So if you would like to avoid the price rise, make sure your orders are placed well before Christmas!

GLT – Greenlight Technology Group



CTI has formed a strategic alliance with Greenlight Technology Group. GLT is an organisation involved in the identification, capture and trading of Carbon Credits.

CTI's national presence was key in GLT's decision criteria when seeking potential partners, and CTI is very proud to have been chosen.

For more information please contact Chris Andrew on 02 9889 4441 or via email on chris.andrew@gltg.com.au

Now Hiring!... CTI is looking for:
1. Self-motivated programmers to join our team in Perth.
2. Trainee Programmer to join the Canberra crew.

IF YOU BELIEVE YOU FIT THE BILL ~
Email your resume to jobs@ctia.net.au today!

Technical Tip

The already brilliant SONOS Music System has been made even better with the latest 2.7 software update.

Upgrading is simple - from your controller tap the music button and select systems settings, then select online updates and press OK – the rest happens automatically.



The latest enhancements include;

- Free access to Last.fm which provides hundreds of streaming radio channels, shows and podcasts.
- Free access to Pandora music service.
- iPhone control application turning your iPhone into a fully-fledged SONOS Controller!
- Rhapsody now streams at 192kbps in MP3 format – a great improvement.



New Staff

TO ROUND OUT THE YEAR WE HAVE WELCOMED FOUR NEW MEMBERS.

In Brisbane we have **Peter Olase** (*peter.olase@ctia.net.au*) who provides a wealth of core programming skills, and **Shannon Canning** (*shannon.canning@ctia.net.au*) who has been in the industry for some years and brings a great depth of knowledge to CTI.

In Sydney, **Steve Lin** (*steve.lin@ctia.net.au*) has joined the team as our new website developer and programmer. Steve has extensive knowledge in XML, ASP, HTML and other integration applications. Also based in Sydney, **John Wong** (*john.wong@ctia.net.au*) joined us in October as our Financial Controller.



Christmas Closing

All of CTI's offices will be closing for the Christmas break at 5pm on Tuesday 23rd December 2008 and reopening on Monday 12th January 2009.

If you have a project that requires our involvement during that period, please contact your local office to make suitable arrangements.

CASE STUDY - Inncom & Crowne Plaza Melbourne

In January 2008 CTI became the sole Inncom Room Management distributor in Australia. Inncom International develops, manufactures and markets advanced guestroom automation and energy management systems for the global lodging industry. Founded in 1986, the Company is the global leader in this rapidly growing market.



The Crowne Plaza

Inncom system capabilities include unparalleled energy management, guestroom occupancy monitoring and reporting, central electronic lock control, doorbell/do-not-disturb/make-up-room annunciation, and patented wireless lighting control.

During 2008 CTI has worked tirelessly to promote Inncom systems in Australia. CTI's first major project with Inncomm products was the Crowne Plaza Hotel in Melbourne,



Inncontrol Screen images.

where we installed two products to enhance the hotel's energy efficiency and reduce operating costs.



e4 528 Thermostat.

Firstly, in each room we installed a e4 528 Smart Digital Thermostat an integrated room automation system that combines multiple features to enhance guest experience as well as relay information to management systems. Secondly, CTI supplied the Inncontrol client server application software for the PMS (Property Management System) to collect information from the in-room system.



Queen-size room @ The Crowne Plaza, Melbourne.

Installation of the system was quick and efficient and did not disrupt hotel occupancy. Furthermore, prior to the full roll-out we installed the products in model rooms at the Crowne Plaza to ascertain possible savings for the hotel – the results achieved were savings in the order of 30%.

For more information please contact CTI on info@ctia.net.au

Sydney
Unit 16, 1 Talavera Road
North Ryde, NSW 2113
t. +61 2 9887 1000
f. +61 2 9887 1333

Melbourne
Unit 34, 3 Westside Ave
Port Melbourne VIC 3207
t. +61 3 9681 9377
f. +61 3 9681 9077

Brisbane
Unit 4, 9 Archimedes Place
Murarrie QLD 4172
t. +61 7 3399 7888
f. +61 7 3399 7855

Canberra
Unit 7, 51 Tennant Street,
Fyshwick, ACT 2609
t. +61 2 6280 8222
f. +61 2 6280 8262

Perth
Joondalup Business Centre,
15 Barron Parade, Joondalup WA 6027
t. +61 8 9301 0660
f. +61 8 9301 5770