



www.knx.org

KNX

KNX Next Generation: an initiative to acquaint Generation Z and beyond with KNX

Joost Demarest – CTO/CFO – KNX
NG Workshop – Berlin
18 October 2023



KNX – constantly on the move

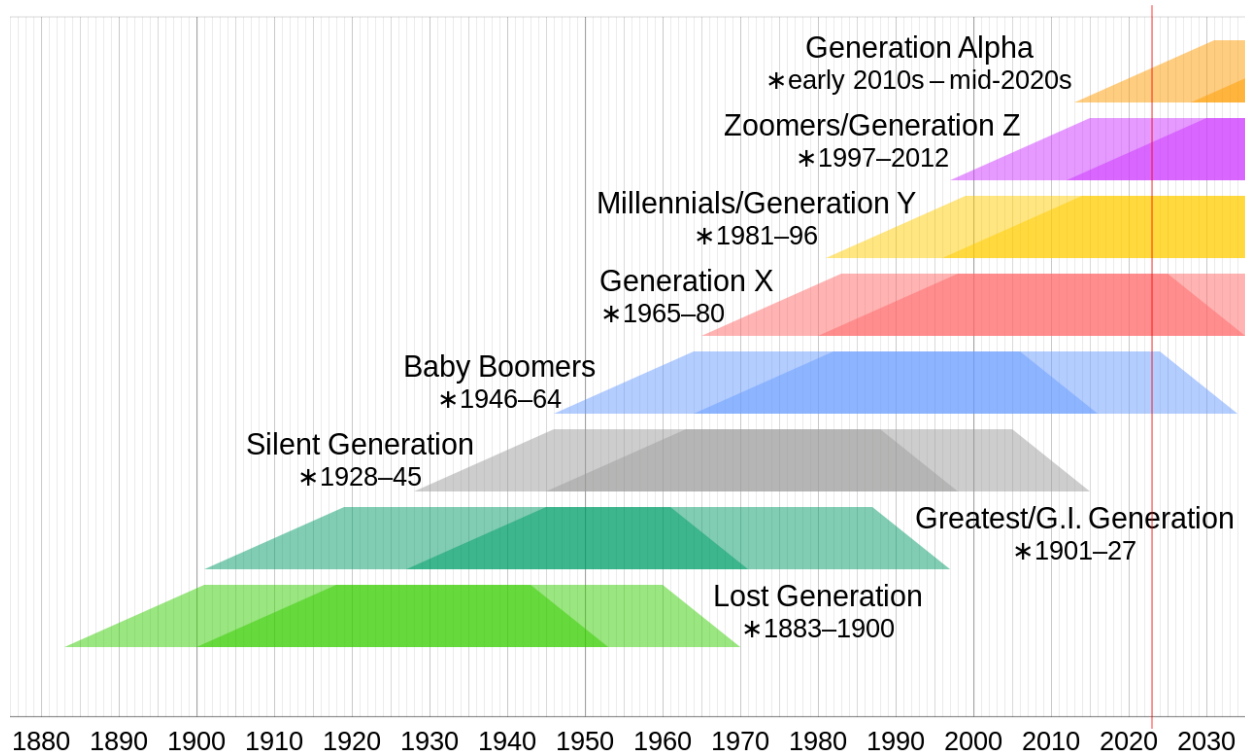
Agenda



- ***Acquainting ourself first with the social generations in the Western World***
- ***Looking at the current KNX Certification Scheme for Training Centers***
 - *Target group Trainees*
 - *Target group Educational Institutes*
 - *Drawbacks*
- ***What is the difference then with KNX Next Generation?***

KNX – constantly on the move

Social Generations in the Western World



KNX – constantly on the move

KNX Certification Scheme for Training Centres (1)



- **Successful** scheme for ensuring **worldwide standardized KNX Training**
 - **500** Training centres worldwide
 - Offering **basic, advance, tutor** training and training on specific topics (e.g. HVAC)
 - Is a huge contributor to spreading the KNX message amongst existing installers/integrators
- **Requirements** for KNX certified Training Centres
 - Minimum **equipment** needed for tutor as well as trainee (switching, dimming, blind control devices + line coupler for basic)
 - **Tutor certificate** obligatory, after prior successful basic and advance course
 - Obligatory basis for courses: KNX standardized training documentation
 - Successful Basic Course is a must for **KNX Partnership** of the Trainee
 - **ETS Licenses** at reduced price: however only required for tutor, trainees can get their free ETS Lite via eCampus
 - **Annual costs** of **500 €**



KNX – constantly on the move

KNX Certification Scheme for Training Centres (2)



Drawbacks of the current KNX Certification Scheme

- Investment in equipment and training is **huge**:
 - training **rigs** for e.g. 10 students and 1 tutor would cost approximately $3000 \text{ €} \times 6 = 18 \text{ k€}$
 - Participation of **tutor** to basic + upgrade + tutor would cost **5,4 k€ (*)** and requires **13 mandays of training**
- Annual costs** of 500 € is a **drawback** for training centres that depend on public funding → too much bureaucracy even for a KNX motivated trainer



Results: the current KNX Training Scheme has especially reached

- commercial** training centres
- Generation X (65-80) and Y (81-96) but not **Generation Z** (97-12) and beyond: Young People are left in the cold
- If leaving secondary education, most young technically trained persons have never heard of KNX → they enter the market and do **not** make **publicity for KNX**
- KNX training is for those **persons already working at an installation company** receiving applications from customers wishing to equip their building or home with KNX



(*) if taking list prices of www.dial.de into account

KNX – constantly on the move

KNX Next Generation Training Program (1)



- This is a program **next to** the KNX Certification Scheme for Training Centres
 - Focus on **Generation Z** and beyond → the **STUDENT** not the PROFESSIONAL
 - Targeted to **non-commercial** – especially **secondary technical** – **education** sector
- Stripping down the requirements to the bare minimum
 - **General wording:**
 - Trainee = Student - Trainer = Teacher - Institute = School – Course = KNX Elementary Course
 - **Equipment:**
 - Students can use KNX Virtual
 - For demonstration purposes and for the Teacher: one physical KNX sensor and one physical KNX actor suffices
 - **Teacher qualification:**
 - Online (MyKNX) KNX Teacher Exam organized by KNX every quarter
 - Anyone can enlist, preparation **exclusively via self-study**: if not passed, (unlimited) repetition possible
 - **Costs:** one off (symbolic) fee of **250 €**.



KNX – constantly on the move

KNX Next Generation Training Program (2)



- **One logo** for all involved: educational institutes, Students, Teachers
- The educational institute will be **listed** on the KNX **website** as a KNX NextGen participant
- **Students** will also **enlist** for the courses via MyKNX
 - KNX elementary courses are not listed on the website
 - student shall get the course registration number via his/her school
- Students will also do a **simpler** theoretical and practical **exam**
- Successful completion of the test grants the **KNX Student Certificate**, NOT the KNX Partnership
 - need for doing (condensed) Basic Training when student enters the professional market
 - no competition to KNX certified training centres → Student of today is client of tomorrow
- Educational Institute gets 1 free ETS Pro and 10 free ETS Lite upon subscription
- Training documentation is also available to them for their elementary courses



KNX – constantly on the move

KNX Next Generation Training Program (3)



- The KNX Next Generation Training Program will be **launched 01/24**
- Potential Teachers can then subscribe and prepare for the **first online MyKNX Teacher exam**
- Potential educational institutes can then enlist to become KNX NextGen
- **Your help** as a National Group **is needed**:
 - KNX is unaware of potential institutes for technical secondary and higher education that we could address to participate in the KNX NextGen Training Program
 - KNX National Group needs to rally them locally and pass any contacts on to KNX International (or motivate the educational institute to apply online for becoming KNX NextGen)



KNX is convinced this extension will boost the general awareness for KNX as a true professional smart home and building solution

Dutch proverb “Jong geleerd = oud gedaan” → “What is learnt in the cradle, lasts until the tomb”

KNX – constantly on the move



More Information?

joost.demarest@knx.org

ufuk.unal@knx.org

KNX – constantly on the move

Follow us on the social media



WWW.KNX.ORG

