

Abbajay Brings High-Tech Home & Office to Central Oregon

by LORI GLEICHMAN for CBN

When David Abbajay and his family were designing their new home in Sisters several years ago, it was his first opportunity to bring all the automated components they'd enjoyed piecemeal in other homes together in one place. Always fascinated with technology, Abbajay was determined that this house would have an integrated plan with lighting, temperature controls, media and entertainment systems all working together seamlessly and at the touch of one button.

Abbajay also began to formulate a plan for a business. He believed that homes and offices of the future would be fully automated, including the ability to turn everything off in the house with one button, or starting all the systems and equipment in the office from one control panel. But he didn't think the market was ready for such sophisticated automation just yet. The technology was complicated and expensive.

Fast forward to 2005, and the future Abbajay envisioned five years ago is here. "The technology and the costs have evolved to the point that automated systems are something almost anyone can consider now," said Abbajay.

So, earlier this year he sold the retail businesses he owned and operated, and started Abbajay Automated Control Systems, the first company serving Central and Southern Oregon that designs, integrates and installs comprehensive automated solutions for homes, light commercial buildings and planned communities.

Abbajay currently represents four manufacturers that provide lighting, temperature control, media and entertainment systems. His company specializes in working with clients to understand their priorities, and then select the right systems for specific needs. They manage the integration of the different products and oversee installation. According to Abbajay, his team makes it possible and easy for the average home or business owner to incorporate powerful technologies into their properties, choosing from a wide range of products and prices.

"Technology for automatically managing homes and buildings is developing very quickly," he said. "It is now possible to automate almost every function in the home or commercial building, creating customized systems and environments designed around personal preferences and

professional schedules."

Abbajay's favorite example is the *Good Morning* scenario. Imagine a button labeled *Good Morning*, that resets the thermostat to a comfortable daytime temperature, turns off exterior lighting, turns on the kitchen light, opens drapes and blinds throughout the house, and starts the coffee brewing. All with a touch of the button on a display panel located near the bed in the master bedroom. Then, when its time to relax for the evening, another button labeled *Movie* in the family room closes drapes, slows fans, turns off music, lowers a projection screen from the ceiling, dims the media room lights, and starts the DVD.

"Automating functions in the home and office is possible, and it's more affordable than most people imagine," he said. The company focuses on understanding how clients want to live and work, and then offers comprehensive and cost-effective solutions tailored to specific needs and budgets. And the benefits are real, according to Abbajay.

"Investing in automated solutions is an excellent way to enhance remodeling dollars, increase energy efficiencies, and add convenience and comfort to any home or

office. And it really is as easy as using a TV remote," he said.

One market segment Abbajay plans to focus on extensively is planned communities in Central Oregon.

"Bringing automated systems to these communities is a great idea for developers to consider. It's an untapped revenue stream that offers convenience and security to residents at the same time," he said. Abbajay plans to work with developers to create comprehensive automated programs and solutions to serve the community as a whole, or to offer as individualized options.

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"Developers can consider an array of home management and monitoring options, such as security, temperature controls, and systems that can remotely check for problems with appliances," Abbajay continued. He believes such services would be greatly appreciated by part-time residents or those who travel extensively, giving them added confidence that any problems can be anticipated, detected and dealt with right away.

The former owner of the Feed Barn stores in Bend and Redmond, and Sundowner of Oregon in Redmond and Salem, Abbajay

believes his recent retail experience combined with his background as a software engineer with several Silicon Valley high-tech companies makes him the perfect person to pioneer comprehensive automated solutions in Central Oregon.

"That and the fact that I've lived with the technology," he said. "Every day I think through something we have or might soon have in our own house. For example, I'm much more attuned to where control panels should be placed in a room so they're the most convenient. And I pay attention to how they look, because they

do become a part of the décor.

"But the most fun," he said, "is experimenting with new functions."

One recent addition to this home and his line of products is a centralized media server that digitally stores and manages hundreds of DVDs and thousands of CDs.

"The Kaleidescape system connects every TV in the house and allows you to select what you want to watch from a menu of movies you've uploaded or ordered online," said Abbajay. "It offers a variety of functions. For example, you can program it to restrict what your kids can watch.

Or you can pause a movie in the living room and then restart it a few minutes later and watch the ending from the bedroom."

Abbajay Automated Control Systems represents LiteTouch, a leading manufacturer of lighting control systems; Aprilaire, which provides comprehensive integrated temperature control systems; Destiny Networks, a system to manage automated audio and video distribution throughout the home or business; and Kaleidescape, a centralized media server that digitally stores and manages collections of DVDs and CDs.

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