



White Paper 11: Why Cinch Is Quick to Install

When looking at all the cost categories of an installed smart building system, wiring labor usually occupies the top spot (in some high-end deployments, the lighting package claims the top expense). Our experience over the past 20 years shows us that cabling materials and labor accounts for 20-30% of the total system costs. This insight drove us to develop the Cinch Quick Connect.

The Cinch Quick Connect allows technicians to pull a single multi-conductor cable from the electrical or IT closet out into the building space where multiple light fixtures and sensors are to be positioned.

We recommend using either a 4 or 8 pair 16-gauge conductor from Belden, Superior Essex or an approved equal. By using a multi-conductor cable, the installer is able to route and pull just one cable to support up to 8 circuits. High quality cable vendors offer both plenum and non-plenum rated insulated conductors. This means cables can be pulled without running them inside steel conduit—saving significant time and money.

Once the multi-conductor cable is landed where the load is deployed, the technician can fan out the circuits using the Cinch Quick Connect. The Quick Connect includes a power status light on each circuit to indicate that the link has been properly terminated. This accelerates installation time by providing a real-time visual indicator for the installer.

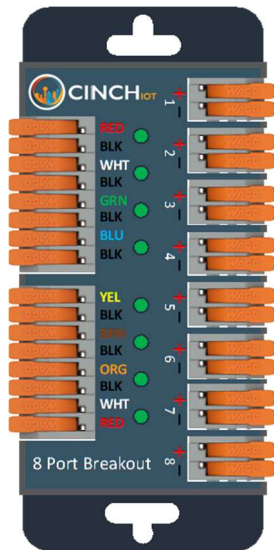


Figure 1 The 8-Cable Cinch Quick Connect

By using only 2 wires for power and communications, the Cinch system greatly reduces the number of wire terminations required to pass data and power to the attached devices. For comparison, a similar Ethernet circuit requires termination of 4 times more wires!

When compared to a traditional AC installation, in order for the lighting system to act as a smart building backbone, either an overlay communication/sensor network is added to the building or a wireless gateway is added to each light. Regardless of the approach, the AC system requires copper conductors, conduit and a communication system.

By using the Cinch Quick Connect multi-conductor cables, installation techs and their customers will save significant time and cost on their overall installation.

Next Steps

At Cinch IoT we're committed to helping companies optimize building operations, reduce costs and improve the safety, health, comfort and productivity of building occupants. If you still have questions, call us, we're happy to have a conversation about how we can help you. Our team has worked on hundreds of smart building projects with many of the leading architects, designers, engineers, technology consultants, GCs and EC's in the world. No matter where your project is located, we can find the right people and partners to help. Cinchiot.com