

2901 Flamingo - Tech Walkthrough

2026-04-06 09:15:40

00:00:00 Matthew Roller

And redundant service than it is to have really fast service that may take a while to get started.

00:00:06 Larry Solis

I understand. Which one would be the main? AT and T?

00:00:09 Matthew Roller

AT and T has the lower latency.

00:00:13 Adam Zell

Which essentially means when you type in a website, hit enter, it loads quicker. Download speed and latency are two different things.

00:00:22 Bridget Cahill

So Brezline would be the backup internet, still the cable?

00:00:27 Adam Zell

If you want cable TV, Breeze line.

00:00:30 Matthew Roller

I mean at this point, even breeze line's boxes work on any internet service. So we have dual capabilities there.

00:00:40 Bridget Cahill

You want to keep cable? You don't want YouTube TV? You have breeze line cable here?

00:00:45 Adam Portnoy

That's fine. Breeze line cable is fine.

00:00:48 Matthew Roller

So even it's an average of eighty dollars a month after the introductory rate ends. You do eighty dollars for one hundred and sixty. We should be at ninety nine percent uptime.

00:01:00 Adam Portnoy

That's fine. I mean, plus I have.

00:01:03 Bridget Cahill

You can do that? You can switch it to get AT and T working again, or I don't know what that is.

00:01:08 Matthew Roller

It'll become an issue because AT&T is still one of the worst. They need personal information about him. I may not give. Breeze Line I have a lot more flexibility with.

00:01:20 Adam Zell

So I think the good thing is, we did the assessment here and the goal. From what we've heard is to keep things simple. As simple as possible. If you want to do music in here, we would try to mimic what you have in Boston with Frank.

00:01:36 Bridget Cahill

I know Frank very well.

00:01:37 Adam Zell

So we work together, different companies but we do jobs together. So I talk with him, I know the goal of keeping it simple there. The app would let you do your music in there. We would pull in anything you have here and try to integrate that. So your gate. We try to get in doorbell, pool system, anything that's possible we'll pull into one app.

00:01:59 Bridget Cahill

That would be perfect. Are you okay with being Control 4?

00:02:03 Adam Portnoy

Sometimes Control 4. I mean it was really buggy I found in Boston.

00:02:09 Bridget Cahill

But I think that's because everything was breaking. It was all pretty cool.

00:02:13 Adam Zell

The new system came out a year-ish ago. And then after six months of patching, it's finally good. I have it in my house. I use anything that I would recommend in my own house. That's kind of my insight.

00:02:26 Adam Portnoy

I haven't had any properties. I used to have all sorts of issues with it every three months, something was malfunctioning and someone, you or somebody, would have to come and reset something, but it doesn't seem to be doing that anymore.

00:02:38 Adam Zell

And jumping between homes with C four is very easy. It's one button press, and you change the house. So from that perspective, I think that's how we keep things simple. It's not overly complicating things. You're on one platform, and if you really

have to go deep on something, you open the other app to do that. That's right. And that would be a good solution.

00:02:59 Matthew Roller

Right now, the only thing we really will probably struggle with is the air conditioning. They use a more proprietary Lennox system. We'll see what we can do about integrating that into Control 4.

00:03:13 Adam Portnoy

There's only two zones.

00:03:16 Larry Solis

In this in the main house? Three in here, and then one in the kitchen.

00:03:23 Matthew Roller

So what are you hoping to accomplish here?

00:03:26 Adam Portnoy

So simple, right? I just don't want these.

00:03:32 Bridget Cahill

I told him this thing now.

00:03:33 Adam Portnoy

These things gotta go. Wherever there's electronics that's not being used, please pull it out.

00:03:43 Bridget Cahill

You don't want the iPad in the kitchen, right? You want that out of there?

00:03:46 Adam Portnoy

If it's actually connected to control four and controls the house, it's fine. But like up in the master bedroom, I have two iPads up on the wall.

00:03:56 Bridget Cahill

Do you want a handheld type controller, so that every time it changes, you don't need to go into the wall, or do you like having something else?

00:04:02 Adam Portnoy

I'm fine going into the wall because most of the time I control it through my phone. That's about 90% of what I do.

00:04:08 Matthew Roller

But for television zones, do you like to be able to pull up a handheld remote?

00:04:11 Adam Portnoy

Handheld remote for television. That's perfect.

00:04:13 Bridget Cahill

Do You want to get a new TV like in the kitchen? I think that's fairly.

00:04:16 Adam Portnoy

Yeah, yes, but how do you want to look at it? So because I got we walk, you know, we'll walk through the house and we're talking about stuff.

00:04:24 Matthew Roller

Yeah, And I definitely want to coordinate how this coordinate with your interior designer, what their layout is. Yes, that that really helps us figure out.

00:04:31 Adam Portnoy

I can give you some feedback right now on okay. Do you want to just walk through a couple of rooms?

00:04:37 Bridget Cahill

He was like whole thing about lights and shades.

00:04:39 Adam Portnoy

So first of all like this. I love that this is a TV, TV, yeah. All right. This is the you figure out how to control this like it's that? Yep.

00:04:49 Bridget Cahill

How do you We didn't know it's solar panel powered.

00:04:52 Adam Zell

So that box should be in the wall behind the television,

00:04:56 Matthew Roller

And it also should be connected in a way where you can play the television audio up here or play music while it's still playing, you know, uh, play a game or something in the background. That's what we would like.

00:05:07 Adam Zell

Yeah. Yes The speakers on here are not really made for TV watching they work, But this is made to be art. Yeah, I understand. And we want it connected to here if you can.

00:05:15 Adam Portnoy

Correct, that's what we want. So, it's either going to be displaying art, or it will be playing showing something connected to these speakers.

00:05:22 Adam Zell

Right. And then this thing would be where it belongs.

00:05:25 Adam Portnoy

Do you need to replace this, Stephen? No, no, it's fine. It's new enough actually

that's.

00:05:29 Matthew Roller

Within the last two years so. Okay,

00:05:31 Bridget Cahill

That's good. Yeah Do you want all new speakers in the house?

00:05:34 Adam Portnoy

Yep Okay Yep especially and if they're not working.

00:05:39 Adam Zell

Well they definitely Don't.

00:05:41 Matthew Roller

I mean, it's the question is like architecturally, would you want us to hide these while we're in this process? There's a lot of like do some visible speakers like in the kitchen, etc. So, they get plastered in, and we can get a you can have somewhat clean sound without seeing it.

00:05:55 Bridget Cahill

Do you want to be able to see all these? There's a lot of them.

00:05:57 Adam Portnoy

I don't have a strong view about seeing them or not seeing them. Like as long as they're white and they're blend in, it's totally fine. I don't need to do a bunch more work to like hide them away, Hide them away, That's yeah. I'm also really cognizant of whenever you're doing stuff, make sure you think about how to access it if it breaks. Because one of the things in the house up in Boston, nobody ever many things were not thought through. Like oh, if this breaks, what do I do? It's there forever.

00:06:31 Adam Zell

It's there forever.

00:06:32 Adam Portnoy

I ran one of the largest integrator service departments south Florida for seven years.

00:06:37 Matthew Roller

The first thing I think about is how do I fix this?

00:06:39 Adam Portnoy

How do I fix it when it breaks down? That's what I want to know.

00:06:43 Bridget Cahill

He has panels that are like hidden behind elevator shafts that you can't even get to.

00:06:47 Adam Portnoy

It's so bad, I don't want to replicate that problem. Very sure, it sounds fine. There's lights if I have to change the light, You have to rip down, if like, not the light itself. But if there's something wrong with the driver goes bad, we have to open them up.

00:07:04 Bridget Cahill

We Have to take out his full washer and dryer and get a ladder to get to the H.

00:07:08 Adam Portnoy

It was so poorly done, and we let it happen. It's on us. So, one of the things from the uh, this is the only TV we want to put in. We want to put a big, not a drop down, but just a big TV on this wall that can serve like that, like it can show art pictures, or it can run television.

00:07:32 Matthew Roller

So, The publishing originally was set up here. I know patterns figures, but you don't ever use that wall.

00:07:36 Adam Portnoy

Nope, she wants my wife likes this thing; she wants to keep it. We're going to take the cooler like those racks out, But she wants the she likes the piece;

00:07:46 Adam Zell

She likes the piece so and she's designing the house. What she's going to do with this is she's going to move this somehow up so you can.

00:07:56 Adam Portnoy

So what we were, This is staying or, but she says it's going up and they can be a TV here. She'll be here in like twenty minutes.

00:08:02 Matthew Roller

What kind of effects they want in this room? Do you want like a wow, like this is a yeah, you want a wow effect here? Okay. So standard TVs we can go up to about one hundred and fourteen inches. Yeah video wall we could actually squeeze one hundred sixty eight inches.

00:08:16 Adam Portnoy

I don't want to do video projecting.

00:08:18 Matthew Roller

No, like a panelized wall where we build it out to a large size and you can use it. Middle of the day, middle of the night, everyone.

00:08:28 Bridget Cahill

So you want a panel that's just a lot larger?

00:08:33 Matthew Roller

So it'll be like three people at stadiums. It's all modular, so we put it in and we can put little LCD panels into a module. We could span it from 120 inches to 160 to 220 inches.

00:08:49 Adam Zell

Here's an example of what we're doing. These are individual panels that go together, And then this has a trim piece. You can pick whatever you want, and it frames it like a piece of art. When this is not used, you see the the wood slats? You can actually have those display on here, so it looks like it disappears, or you can put art pictures or whatever. Yeah, anything you want but it functions as a size that you pick here.

00:09:13 Matthew Roller

Yeah and just like in there, Like we could put a frame around it, and you could have it be whatever art we wanted, and we set on a timer like at night. He'll he'll shut off That.

00:09:20 Adam Portnoy

Sounds like would be pretty nice.

00:09:22 Adam Zell

We're doing one of these right now. It's going to be installed in five weeks up in Needham. And, we couldn't even get a TV into the house because it was so damn big. You can't cut a TV in half. This is nice because you can build it on site, and the team from Fort. Lauderdale comes here, and they do the whole thing, and then they frame it with whatever you want, interior designer, your wife, anyone can pick the finish. And it is so bright that you could have all the sunlight wouldn't matter. Perfect wouldn't matter.

00:09:51 Adam Portnoy

I think we'll show Ellica that when she comes, but I think that's that sounds right.

00:09:56 Adam Zell

And are you guys in Boston still? Because our design studio is right in Norwood. Yeah, if you ever wanted to come see it, we're moving here this summer. Okay. Yeah. So if you want to come to Norwood, You can come to the design studio and actually see what this looks like if you're ever in the neighborhood. And once you see it, you're like, okay, this makes sense.

00:10:13 Matthew Roller

Yeah, we can do that. And, we also there's a couple of uh showrooms out here with me as well There's, what? There's a couple of showrooms out here as well. Okay. Yeah.

00:10:20 Adam Zell

They're based out of. For a lot of yeah,

00:10:22 Matthew Roller

Their headquarters in Seattle, not too far from here.

00:10:24 Adam Portnoy

Yeah, okay. So that's good. But this is a perfect wall for that. That's what she wants. She wants to reorient the room this way and she's going to leave that.

00:10:33 Bridget Cahill

So no projector?

00:10:35 Adam Portnoy

No, We're going to leave it like that's like it may be over what she wants to keep. We had a lot of talk about like ripping all this out, but she wants to get this all working So.

00:10:48 Matthew Roller

This was originally a media room? Yeah, U m three TVs, there's a one big TV two little ones above for uh you know, sports day or CMC day. Um so this changed into the projector and screen, my only issue with it is that projector's too far off, yep and I know Larry's already seen it too. But the the the projector looked like this. And it's very hard to fix that. Uh being that far off center.

00:11:14 Larry Solis

Can you let him know about what where that projector originally was? And the purpose of.

00:11:19 Matthew Roller

No, actually I had a look at it. It's not the same projector.

00:11:21 Larry Solis

Oh, it's not? No, no.

00:11:23 Matthew Roller

They had we we had an outdoor projector setup that was temporary and they had an inflatable screen. I got wiring out there by the edge of the pool near the hot tub. And there was a Epson commercial projector, you throw up there, An inflatable screen rear projection into it, and you could have everyone over watching a football game from the pool. The house was a little bit lively back then. Yeah.

00:11:45 Adam Zell

So, you know that like when you go in a conference room and you got the projector and it's got the trapezoid shape to it because it's not Keystone properly. That's what you run into when these are so far off center,

00:11:57 Speaker 6

All right.

00:11:59 Adam Zell

What about a large screen display? Or do you want to keep this piece on the wall?

00:12:04 Adam Portnoy

My wife wants to keep that piece.

00:12:06 Adam Zell

So she wants the screen to come down.

00:12:07 Adam Portnoy

She's going to be here in like 20 minutes.

00:12:10 Matthew Roller

Okay, So we want to investigate a way to move the projector to a center point and get a clearer screen.

00:12:16 Bridget Cahill

Isn't the glare really bad? Larry dropped it and he couldn't see it.

00:12:20 Matthew Roller

Well, depending on the screen material, we can make it work. Okay. So it'sum I think we've got like a two- way mirror scenario. Um I'll just tell my wife tell her I'm gonna get here.

00:12:31 Speaker 6

You know what? The doors here to recover this thing. I don't know you see,

00:12:36 Bridget Cahill

I feel like you could figure it out better screens than that one money.

00:12:39 Matthew Roller

Yeah. It's a matter of brightness. Yeah. And screen that actually rejects light coming in from a certain direction, has a darker base.

00:12:48 Adam Zell

It's called A L R, ambient light rejection. Oh wow. And, it's a grayish material for people that want to have like a media room, but not blackout Right So kids running around, but you want to have a big screen.

00:13:02 Matthew Roller

You do A L R So an A L R is like it's like polarized lenses, so it will only accept light from this angle Gotcha. So that light coming in from there won't hit the screen. Wow. And if it does, it doesn't really affect it. That's very cool. So that really helps with being able to get keep maintain the color, but then you also have a brightness thing. You also need to make sure your projector has enough output to be bright enough to overcome ambient light in the room as well. So it's a twofold game to get there, but it can be done again, there's nothing that cannot be done.

00:13:37 Matthew Roller

It's just a matter of like the give and take to achieve it.

00:13:40 Adam Zell

So for example, I have a pavilion at my house, about twice the size of that. And I have an outdoor projector with an ALR screen. And middle of the day, I bring down the screens on the side, like you guys have here and I can watch TV and everything during during the day. But it's an ALR screen and a very bright projector. So with that combination you can offset this sun in here.

00:14:07 Larry Solis

So if a screen projector is in here, a TV wall over there, are those extra boxes that we're going to have to get from Breeze Line? To yes and no. Let's bring that up. I'll probably have it set up in okay. I guess because that's a bunch of extra boxes. No, not about the money, just about like you're going to need to, we would get them in the box.

00:14:37 Matthew Roller

We Already have the infrastructure in place. We're going to go all around, and even there, share it between the rooms. That's what that's the goal because that only has like these extenders.

00:14:44 Bridget Cahill

So so what are you thinking here? Did you catch any of that about the ALR screen?

00:14:50 Matthew Roller

Okay yeah, so it's the screening material is important. Um things are like polarized sunglasses. I don't know what the screen material is. We'll have to take a look at it, but it will reject light from anything other than this angle. Okay. So meaning the projector will be able to get it. But the light coming out of that window or. Well, you don't worry about that northern exposure, but it will not accept light from there, so it won't wash out. That's great. Also, you want to use a slightly darker material because to get too black, you have to see what the screen looks like with the lights off. You're never going to have lights off in here, So it's going to be like a grayish screen that way. It will look darker. It gives you a stronger baseline. But you only see that when it's down. Yeah, you'll only see when it's down and they'll only be down when.

00:15:35 Matthew Roller

So you got to move the projector? Yes, we'll have to move the projector. That's one thing I just cannot fix. Yeah. Okay. Is this what is this sound? What is that? It's like a light. It's just a light. Okay. You're keeping that, I'm assuming? Yeah, though if you like the idea of arc- shaped speakers, I got some.

00:15:56 Adam Portnoy

And you guys like make sure these are working and placing them whatever you're

going to. While these speakers are doing. Fix, replace, work.

00:16:05 Matthew Roller

Yeah, The good news is all the painful and difficult work of the wiring is all exists. So we're not going to have to go tear anything up. It's just a matter of relocating wire, if we're going to bring speakers in or however, we're going to do it.

00:16:19 Adam Zell

Okay. I'm sure you guys know in the commercial world, wiring doesn't really go bad unless it gets corroded. Correct. So interior wiring is going to be fine forever.

00:16:28 Adam Portnoy

Yeah and I'm not We're not building anything new which.

00:16:30 Adam Zell

Basically replacing, So infrastructure is good, and if anything, you swap a speaker. Okay.

00:16:35 Adam Portnoy

So that gets moved over. Maybe a different drop down. You said there were little TVs in here?

00:16:42 Matthew Roller

No, no, no. Before this unit was in it was like one big media TV couch there, and then two little TVs above it for those sports March Madness setups in Boston with Control 4 Yeah. Do you essentially when you hit that remote control, do you say like my my Apple, my cable TV or her cable TV kid cable TV? Or did you just hit cable TV?

00:17:05 Adam Portnoy

And it just works I just hit. We have four boxes and I just hit one of the boxes.

00:17:11 Matthew Roller

So from every room, you can choose out of the four boxes. Yeah, I think that would be a great thing to replicate here. Yeah, for two reasons, uh number one it creates redundancy. So if one cable box, that's yeah that great little hundred dollar piece that I have no control over. That I put thousands of dollars in equipment around, and I cannot control that. That's the cheapest thing the cable company can find. If it fails, you can just switch to the next one. And also, if you ever are having like you know, having one of those days where you're just roaming around the house, you can put the game on.

00:17:40 Adam Portnoy

Oh yeah, I do that sometimes at Boston. A lot of different TVs will run in different stuff.

00:17:44 Matthew Roller

Okay, So good news is wiring wise. We already have the infrastructure to do all of

that. So I would say that's going to be your best bet here as well.

00:17:52 Adam Portnoy

Yeah, and then in Boston Control Four now has their voice, Activated remotes, which are really much.

00:17:58 Adam Zell

So you like that?

00:17:59 Adam Portnoy

Oh yeah, I use it all the time.

00:18:00 Adam Zell

Now you're using it to control Comcast? No,

00:18:03 Adam Portnoy

Yes. Once I'm in, I have to use Control Four to pick the box and start the system. But then I use. No, actually I use the remote itself to like launch the whole thing. Yeah so that doesn't.

00:18:18 Matthew Roller

That's More favorable for Comcast. We'll research, But I am not going to give you much hope on it for it to work with the Evo boxes that are here that have the old TiVo user interface. But we'll look. I am just going to say probability is less than one percent.

00:18:34 Adam Portnoy

So do you think there is voice activation won't work?

00:18:36 Matthew Roller

With Apple TV,

00:18:37 Adam Zell

It's spot on, but Apple TV and Xfinity are the two great solutions for control four. Beyond that, not a lot of companies are being developed. Yeah,

00:18:50 Matthew Roller

Comcast is one of the few cable companies that realize what we do and really put an effort to give us an opportunity to work with their with them directly. Unfortunately, The same way, it's not Comcast or else we could do a lot of access to that very quickly.

00:19:04 Adam Zell

It'd be a mirror image of possible.

00:19:06 Adam Portnoy

So you say I have to open it up and then it's all manual? Yeah, it wouldn't be voice

activated? No, not like I see all the time like launch Netflix.

00:19:17 Matthew Roller

Now do you use Apple TVs as well? Not much actually. Just mostly cable boxes.

00:19:22 Adam Portnoy

So you're doing Netflix? What are the streaming services? I actually probably use the streaming services as much. You know what I honestly do, I use cable to watch sports and I use the streaming services.

00:19:33 Matthew Roller

And just on your remote you have a list for like Netflix, HBO Max. Yeah, okay so Roku's cool. So yeah we can replicate that here without an issue.

00:19:42 Adam Portnoy

Yeah and that's basically, I mean, the voice activation is like launch Netflix, launch Max or find the television station. Maybe that won't work.

00:19:54 Bridget Cahill

Can you do that on an actual remote? Like will they also have a remote?

00:19:57 Adam Zell

Yeah, they'll have it on there. But if you don't care if Netflix is being launched from an Apple TV or a Roku, then we'll make it happen.

00:20:03 Matthew Roller

Yeah and your voice control still works on that too. So you can just tell Control 4. What you want to watch, it'll go to the source. It won't change the channel on the cable box. Unfortunately, That's, where we're going to fall short.

00:20:15 Adam Portnoy

So you're saying most of my watching is going to be through Apple. That's what you're saying.

00:20:19 Adam Zell

Apple or Roku. I mean, if you want to do the cable TV stuff, you're limited on your voice. Every person's going to get a favorite. So, we're going to get the cable boxes.

00:20:28 Matthew Roller

Is what you're saying for the house? Well, So what I'm saying is like if your remote control in Boston has a listing for each service, like if you hit watch and you go through and you see Netflix, Apple TV Plus or whatever it is and Disney Plus et cetera, that's all going to be through Roku. That's not going to be for an Apple TV.

00:20:46 Adam Portnoy

Yeah, no, the remote it can be different, but the remote Boston I just it's like a it's a control forward remote. Yeah. Like, it's it's control and and once I get into assist,

once I pick like cable box, cable box, two launches, then I can use the voice activation on or I, just you know, go through guide.

00:21:09 Adam Zell

Yeah, You'd only have that for the streaming services, not the cable service. If we can't integrate. Do the best.

00:21:15 Bridget Cahill

You can to integrate as much. That's fine. He already has a three- line cable boxes here, yeah,

00:21:20 Adam Portnoy

So that works. Okay, so we're going to fix this, get that done.

00:21:26 Adam Zell

Two entertainment spaces. Yeah,

00:21:28 Adam Portnoy

They're going to be back- to- back. I know it sounds weird, but that's what she wants.

00:21:33 Adam Zell

All these down lights staying? None of that's changing?

00:21:36 Adam Portnoy

Yeah okay So, the control four system will control as far as I'm concerned the alarm system for the house. Well, right? Control that. Yeah,

00:21:48 Matthew Roller

They may build a little bit to get it to a point where we can integrate it, but yes, we'll get it there.

00:21:52 Adam Portnoy

Again, Because I know my wife wants the alarm, working like easy to access the doors. I'm fine. I don't need like in the front door. There's this keypad. And then there's a brain thing, like what are we going to do with the doors?

00:22:12 Adam Portnoy

And it's like the front door to like the gate where the mail, like everything's got this locked electronic. Because it used to be, I think,

00:22:20 Adam Zell

Well you let someone in for like packages. It's how you originally wired it, right?

00:22:24 Matthew Roller

Yeah those those my team installedum and they will work with Control Four, uh, which makes easier just one less I have to worry about.

00:22:33 Adam Portnoy

So what does it do? What is it?

00:22:35 Matthew Roller

So so the good news is it will notify your Control Four app if they're not home. Yeah, We can set certain audio zones to interrupt your music and play a soft doorbell sound. That way, you know, especially if staff's home and you're not here, they'll know oh it's someone at the door let me go check it. So you still have that that standard doorbell. And we can choose exactly which rooms what volume want to do that.

00:22:58 Adam Portnoy

Okay. So there's the front gate in door gate for just the door, then there's the door right. Uh,

00:23:08 Adam Zell

But you mentioned. Is there any system out there right now at the door? No one would ever be getting to this point. Yeah, the two N that's there right outside this door is fine, but I don't know what's on the street side.

00:23:26 Matthew Roller

No, it's all mechanical with auto strike here so we can get this to work. This is great for staff.

00:23:33 Adam Portnoy

But like what is the point of no, this is so I don't need a key. Go for you. Or anybody. Anyway, this door shed. If you want to go for a run, you don't want to carry anything. Yeah, I this would be great if we can get this going. Yep.

00:23:45 Adam Zell

Yeah, the two N product is a very good product. We use it all the time.

00:23:49 Matthew Roller

The previous owner actually had a thumbprint reader here as well.

00:23:52 Bridget Cahill

I said I didn't think you were going to want that one again. You just said you love thumbprints. You know how many user controls? I think I said that's his worst nightmare So.

00:24:03 Matthew Roller

Like this gets ripped out, Yeah, I don't know why it's redundant. I think that the latest owner put that in because he didn't want to deal with this. I met him, I talked to him on the phone a couple of times when he bought it. And he just He was a crypto tech guy. He seemed to. I think he was also a bit paranoid, so he only wanted stuff that he had control over. Yeah And, he ripped out a better lighting control

system and put a cheaper like prosumer version in. He took out our incredibly, you know, our great enterprise.

00:24:31 Bridget Cahill

Grade network and.

00:24:32 Matthew Roller

Put something yeah prosumer in there. And so it's.

00:24:35 Bridget Cahill

Yeah, get rid of that. Because you can see this already from this.

00:24:42 Adam Portnoy

Yeah, and all the cameras that are outside are all working.

00:24:44 Matthew Roller

Yeah, and this has a camera built into it as well. So you're okay.

00:24:50 Adam Portnoy

And then yeah,

00:24:51 Bridget Cahill

There's something up there.

00:24:52 Larry Solis

Right? There's something here right? Can we use the existing cameras into something else?

00:24:58 Bridget Cahill

I got a long email about the four seasons from Collins with a bunch of updates.

00:25:02 Adam Zell

Is there a two N out here?

00:25:07 Bridget Cahill

Yeah, I don't know what that is.

00:25:09 Adam Zell

So this is all, I believe this is also two ends. This has power.

00:25:16 Adam Zell

So This here would tie into either one of them. But when you ring this from control four, you can buzz it to let someone get in with a strike. That would be great. So this strike is fine, assuming all the wiring is still in place, then it's all going to integrate. Is this a two end piece?

00:25:33 Adam Portnoy

Don't I need somebody? A keypad here, too, like if someone's trying to get into this,

like if I'm, if I'm trying to no,

00:25:40 Matthew Roller

He swapped this out too. Yeah, let's we can put a two in back on here with a keypad.

00:25:43 Adam Portnoy

So it looks just like that. Yes, yeah.

00:25:46 Matthew Roller

I don't know what brand. They they really require retina read.

00:25:52 Adam Portnoy

This is great. I knew the last guy was nuts. No,

00:25:56 Matthew Roller

But the hardware is here. This is this is simple to fix, and this will be so this will be a keypad.

00:26:01 Adam Portnoy

So someone, if I like the cleaning. Yeah, now they can. Yeah, they can use a keypad to get in. Keypad to get in. And we can set the keypad.

00:26:11 Adam Zell

To only work at certain hours. Yeah, it's perfect schedules from 9:00 a. m. to noon on Mondays. A lot of people coming here and away and it won't work. And you can take a code away in seconds if anyone has to. Yep This looks like it was wired for a camera Yeah,

00:26:25 Matthew Roller

There was a camera there Um But,

00:26:28 Adam Portnoy

You're going to put the keypad with the camera You'll have Well. There's.

00:26:32 Matthew Roller

The keypad unfortunately doesn't have a lot of like good AI features. We can record it, but I think for what your location is and the scenario you're in, Let's look at cameras that have an easy way for you to reconcile any events like a person was here, a vehicle, a license plate where you're not searching through hours of video. You're just looking for key events that the AI has already picked out for you.

00:26:57 Adam Zell

This camera is who's at the door when they're buzzing it. It's not a, Security camera plus the angle is kind of lousy.

00:27:05 Matthew Roller

There's a thirty degree angle we can put on that one tilted off. Yeah,

00:27:09 Bridget Cahill

This is like the only place you don't currently have a camera because all the other ones you can see, but there's not one.

00:27:14 Adam Portnoy

And there are no cameras in the house now.

00:27:17 Bridget Cahill

No, that was on my list like are you going to add those?

00:27:20 Matthew Roller

Do you want cameras in the house or couple? Okay,

00:27:22 Bridget Cahill

Cause you usually do that yourself so that we don't have access to them, but do you want them?

00:27:27 Matthew Roller

But we're wired for that. The uh Don and I worked most, Yes. They, they had kids. And at that point, there was like twelve ring cameras throughout the house. And we already wired it. So I know, I have a good idea on the ceiling about where I already have a wire hanging there, and we can set up a camera system. That's you only you have control over.

00:27:45 Bridget Cahill

He has Google Nest at his home in the condos, so you can flip between the properties. Yeah. So I feel like you should add that here too.

00:27:51 Adam Portnoy

That would be nice.

00:27:52 Matthew Roller

We can replicate that without a problem.

00:27:53 Adam Portnoy

Yep, that would be good too. All right, So we're going to fix this That's.

00:27:56 Adam Zell

A good thing. We got all this here. So.

00:27:58 Adam Portnoy

Yeah, you have all the wiring all over the place. You just got to set it up.

00:28:00 Matthew Roller

It's a structure,

00:28:01 Adam Portnoy

You got good bones for technology. Okay, and then the gates are not sure,

hopefully you can get that integrated. And.

00:28:12 Adam Zell

This must have a pressure sensor to open the gate? Because when you pulled in here that opened.

00:28:17 Larry Solis

Yes, it picks up when there's a vehicle or when there isn't vehicle.

00:28:21 Adam Portnoy

Exiting is easy; these things open up easily. If you get a car near it? It's pulling in? It's pulling in the the buttons in the car don't work.

00:28:31 Bridget Cahill

Yeah. It's an app, iSmartGate.

00:28:33 Adam Portnoy

The only way I can open it is I have to like when I came here, I had to stop there, open the app. Yeah. Move the gate over.

00:28:41 Adam Zell

Huge pain. Huge pain, yeah.

00:28:42 Matthew Roller

Yeah, yeah, yeah. I've got a really good gate uh company who can help you out here. But, you don't want to record unless you have your own.

00:28:50 Larry Solis

No no no no we're. No why? I just made work what was here for the meantime, Yeah, that's all.

00:28:57 Matthew Roller

I'll get I'll get you hooked up with Paul, and we'll get clickers working for, especially for this gate, because this is going to be the one you use. Yeah, yeah. And that's that's more of a visitor's gate. That's, why we put the calls how it was set up originally when we put it that way as a visitor's gate. That's why the call stations there not over here.

00:29:12 Bridget Cahill

Can you look at that? Does that pertain to that one? Do you want to keep that? What sets say I have Richard, There is a call system like the visitor walkie talkie thing here.

00:29:19 Larry Solis

There is a good stack out here. We should So. Let me ask, you can can can this get connected to control four like? That's still cool.

00:29:27 Adam Portnoy

Yeah, you want clicker on your car?

00:29:30 Larry Solis

Oh, not even on control. You can do both. Yeah, I think Larry, I drive again. I got to push the phone. Yeah, yeah, yeah. So, just a clicker But. You also want some.

00:29:38 Adam Zell

For guests though, because not everyone will have the clicker?

00:29:44 Larry Solis

Yeah, I think you need to have one. Why wouldn't have people just parked out here, and so Larry gets three tickets already You get tickets That's the only reason I park in your driveway because I'm getting tickets Thank you No neighbors. This is your key Thank you.

00:29:57 Larry Solis

Is it residential only? I think sticker. You need a permit on that side. This side they don't even allow.

00:30:04 Matthew Roller

And then beg you if we ask for forgiveness later, we can move it out to there, that way they can call without having to get out of their vehicle.

00:30:13 Bridget Cahill

So someone could drive up and hit a button, and then he would have to use an control four app on it?

00:30:17 Matthew Roller

Yeah, or staff could have a code to get in. That would be perfect. But, that one will probably go on clicker, make up mother family entrance. This would be more the staff and visitor entrance for with.

00:30:28 Bridget Cahill

I Imagine packages is going to be a big one too under this sign. You just.

00:30:32 Adam Zell

Throw them over the fence.

00:30:34 Bridget Cahill

I think you get a lot of packages. We do.

00:30:37 Adam Portnoy

I don't know how they'll deal with the packages. Is there package?

00:30:44 Larry Solis

What's that big hole right there? No, this is just. Because that sign just says"

packages through the gate." And this is the key for the mailbox.

00:30:52 Adam Zell

So they would just toss them over the fence?

00:30:56 Bridget Cahill

No, I think you would give like Amazon. We have this at the apartments we manage. Like Amazon has their own code to open just the gate, and then they would leave them inside. Yeah,

00:31:04 Adam Zell

We do that with the vestibules and like Beacon Hill.

00:31:07 Bridget Cahill

We give like FedEx, Ups There's four of them that have a code That's just so That's what we'll do.

00:31:12 Adam Portnoy

We'll give them a code.

00:31:14 Bridget Cahill

Yeah, Cause then you can always deactivate it, or you can And you'll be able to see them on a camera Yeah.

00:31:19 Adam Zell

I have the same thing for my house at My FedEx You just log in and put your four digit code And. Then they can just. The driver sees it when they're pulling up to your house, but no random person at FedEx can see the code.

00:31:32 Bridget Cahill

We do that at all our residential like apartment buildings, and it works pretty well. Yeah okay. I think we got a solution for all here. Yes. Would be nice.

00:31:41 Matthew Roller

If you could move back though. I think there was an ordinance,

00:31:45 Adam Zell

But couldn't hope no one.

00:31:48 Matthew Roller

Usually they have to get one fine. Then just forget about it,

00:31:50 Adam Zell

Yeah pay your fee and then you're good. Equivalent of a permit fee.

00:32:07 Adam Zell

So In terms of patching, so say we remove this doorbell and there's a hole there,

you guys would handle the the patching side things. I don't know about you guys but. Austin, we don't have a paint plaster crew on staff. So yeah,

00:32:25 Speaker 6

Yeah, we're good on that,

00:32:26 Adam Zell

Especially when you need level five everywhere. It's not not easy.

00:32:29 Matthew Roller

Larry I think I'm gonna like working with you. It's like a yacht if I get a yacht with a really good chief engineer I. Don't mind going to work on it. If you have a terrible chief engineer I do not want to touch it. Oh, you're in the mid training, and you have no idea what you're doing. Yeah,

00:32:43 Adam Zell

Should we look at the kitchen? Yeah, No, We want to talk about lighting too. That was a big one, yes and lighting and shades after.

00:32:53 Adam Portnoy

Like, I don't mind having these as long as it's all working. Like these pads.

00:33:01 Matthew Roller

We have to get a good HVAC vendor. This is nothing to do with Control 4. This is purely your. And it's not really working either. Like your bedroom has control for this one, so you have to come down here,

00:33:14 Larry Solis

Which is crazy. So, let me ask you a question.: Can you provide me with a list of everything that's compatible with Control 4? And then I will just run with it on my side to replace these Linux stats. At the end of the day, it's a DX system, So I could control it with whatever you tell me to control it, and then you could bring it into Control 4. Okay. Yeah, we'll coordinate.

00:33:35 Matthew Roller

We'll do everything within reason to get the Hvac into Control 4.

00:33:39 Adam Zell

Then in theory, if you want to reduce the number of things on your walls, this could be a small Control 4 screen. So you'd have Hvac control camera.

00:33:48 Adam Portnoy

Can you put a Nest thermostat?

00:33:51 Adam Zell

You could, if you want just a dumb thermostat. Yeah,

00:33:54 Matthew Roller

The thing is I don't think it's compatible with the air handler. That's why we have this weird loading screen. We're going to have to figure something out. But in most cases, We just do a small temperature sensor about the size of a quarter that's recessed and painted;. It disappears. And, then we put the thermostat where the air handler is at as a backup because they really need to go there and change temperatures when things fail or plug in. Then we have again like the Control Four pack here. Hello!

00:34:23 Matthew Roller

Hi. Hi.

00:34:25 Adam Portnoy

This is my wife, the real decision maker.

00:34:28 Speaker 6

Thank you. Hi, I'm Matthew. Hey, nice to meet you too. Adam. Hey, Nice to meet you too You too All right?

00:34:37 Adam Portnoy

So well, let me Let me put it this way. I think for the temperature. You were just talking before Matthew that it's only thing control for I think we actually like having something. And if we can just control it.

00:34:53 Matthew Roller

So That's what it is right now. We need to, we got to get the correct HVAC contractor out here before we need to do.

00:34:59 Adam Portnoy

I mean, we could probably live with this if that's all we got, but I'll.

00:35:05 Matthew Roller

Want to research for a second. One works with Nest, Then I think we could just put it on Nest if it works with Nest and I can put it just in Control Four or something like that. No problem. It's this is a little more proprietary so nothing So.

00:35:22 Adam Portnoy

Yes, everything integrated in Control4 is great, But we also want to be able to use and live in the house with just a key. Go the door, go the wall, adjust the temperature. Go the wall, adjust lights. Go the wall. Hopefully adjust shades but maybe I don't know if we'll have something like that. Right? You want the ability to just. Like just open the door with a key, turn up temperature or whatever you want. Right? Simple. Simple. No, you can, But he wants to also wants to integrate it into control, four like system that will tie everything together. We're going to have a front door and also the gate door like that. You'll have a key, but you can also have a key

passcode like in Boston. So, if you want to send somebody, they can just punch the code, both the front and the gate.

00:36:20 Adam Portnoy

And then the door, and they get it. All right, but there'll be just a regular twenty two. And then there'll be a regular thermostat in the zones, and but it'll also be connected to control four.

00:36:31 Matthew Roller

Yeah, so you have both options.

00:36:35 Adam Portnoy

Why, don't we go back to the TV in the living room for a second? Sure. Just review it. So like I was gonna just real quick. They're gonna. They're gonna drop. This is gonna go here. We gotta move this over because it can't be there. It's gonna be in the middle. Why cause it's at its angle? And so it looks like the whole thing is. The whole thing ends up shifting.

00:36:53 Matthew Roller

It's wrong, and everything is a little distorted. You notice a little distortion?

00:37:02 Larry Solis

That's where the room ends. That's exactly the room ends there.'s going to be hard in the middle of it, Probably going to have to build a something out.

00:37:10 Matthew Roller

We can box it out and I definitely want to talk your designer about their furniture plans, et cetera and make sure we can. Make the technology work within the space you're creating so that we blend it better.

00:37:25 Speaker 6

I mean, I was going to keep it as it is, assuming it works. Do, you not want to test it and see how it looks like before you change anything?

00:37:35 Adam Portnoy

No, no. I don't need a drop- down on this side. You're, the one who wanted to leave if you're putting a big TV on that side.

00:37:46 Speaker 6

Then I'll just make it work as it is. I would not move it.

00:37:49 Bridget Cahill

Because that sounds like a lot of work to me. Well, you need to get new stuff anyway because the screen is layered.

00:37:55 Adam Portnoy

Half the speakers aren't working either. It's not like just. Okay. So either we move it

and make it all work, or I bring that.

00:38:09 Bridget Cahill

Maybe show her this TV setup?

00:38:11 Adam Portnoy

Show her what this is going.

00:38:12 Bridget Cahill

To look like because maybe you won't want the projector originally.

00:38:16 Adam Portnoy

Matthew worked for three owners. He put most of the technology in the house. Three owners and two owners were on the last guy. He wanted to go over there every day. So.

00:38:31 Adam Zell

Our plan for here, take a look, let me look over here, it's the lighting is a little bit better. So on this wall, It's called a video wall and you're essentially taking these tiles and they click together and they make a TV. And. Screen of any size that you want, and then you can wrap that wall in wood, custom frame, whatever you want. So you get a very, very bright screen. So with all this sunlight, it'll actually be able to see it. Then the other benefit is when you turn it off, it can be displaying artwork. Right. This wood here- You've seen this one before? Yes, exactly.

00:39:09 Matthew Roller

So, we do the same way like so he's showing like the wood slats. So if you were doing like an architectural detail here. We could blend it into it, Or we could put a frame around it and have like an art piece show up. I see. So either mimic the surrounding material, yeah, Or be like a beautiful art piece or whatever you want on there while it's not being used as a TV.

00:39:30 Bridget Cahill

There is a showroom you can go to.

00:39:32 Adam Zell

To see in Fort Lauderdale, right? Yeah, Fort Lauderdale and Norwood. So wherever you are. No, I am good. Okay. And, then the nice part is you would just say how big you want it, and you make this any size. It's not like going to a store and you have to get that size. You would pick what you wanted here. It's very. Yeah, Luckily, it's durable, but it's uh very bright. So that's the benefit is, yeah.

00:40:03 Speaker 6

Yeah. Yeah.

00:40:04 Adam Zell

This is a lot of sun. You don't want to be living in the dark just to watch TV, So I

would do that.

00:40:10 Speaker 6

Okay, sounds good.

00:40:12 Matthew Roller

And the good news is you've already moved to this wall, which takes away some of the direct light that would come in to where this was before. Where was what before? The television was there before. Interesting. But yeah, but then that you have once you get past like eleven or so, that wall it's got shade and has shade. Regardless of how bright or or how dark it is, you can have a very lovely experience there. And it's it's a great wow factor.

00:40:40 Bridget Cahill

Amazing, okay, awesome. Do you still want a projector in addition to this I? Just want the projector to work,

00:40:49 Speaker 6

But I doesn't have to work perfectly well,

00:40:52 Adam Portnoy

Why would I'm never going to use it if it's at an angle I'm not going to watch TV there? So what was it before.

00:41:00 Matthew Roller

When you were away? Before they had three TVs on that wall. There was no cubby system. It was like one large eighty five inch TV, and two like thirty two inch TVs above it, and that was like the sit around watch sports section. Yeah. So did they last time put in the projector? Yes, I wasn't involved in that because then that projector would be centered or. There must have been a reason they couldn't just center it again. She just didn't want to put the energy into it, I guess she didn't want to do it. But if you're never going to use it, I don't.

00:41:32 Matthew Roller

Well, I so here's the thing. I think this room. This is actually good for like a cozy, like sit around watching movies as a family kind of room. This is good for like.

00:41:56 Larry Solis

Is There a video source? Um, Apple TV is all I have found so far. Sometimes it works, sometimes it doesn't.

00:42:24 Larry Solis

So, This is the furthest I got and then I try to switch the input and the projector just turns off.

00:42:31 Larry Solis

So I don't know if you want to take. Oh, we're at the pilot here. So you're saying it

stops here? And how is the picture? But.

00:42:50 Adam Zell

Not even the shape.

00:42:52 Matthew Roller

Yeah, I saw a little HDMI one right here with three little dots. Yeah, it's here now. See it? Oh yeah, so it's all locked up now.

00:44:20 Speaker 6

Oh.

00:45:13 Speaker 6

So, I think the lectures are on paper. I think they're still soft. And if you look, there's less this is less pronounced here than it is here.

00:46:53 Adam Zell

We're currently talking about the projector. I mean, based on the design of the room, what else you're doing,

00:46:59 Matthew Roller

I could easily position a little box uh on the ceiling and conceal it. You won't even notice it. And we can be dead center and we'll have everything we're trying to accomplish.

00:47:12 Speaker 6

In other words, You're saying it's not you're not going to.

00:47:14 Bridget Cahill

See it's going to be a minimal thing. You have that in your house now? You have that in the ceiling?

00:47:19 Adam Zell

It'd be pretty much hidden.

00:47:20 Matthew Roller

And I mean, if we really want, we could do a lift in here as well. I don't, I'd have to go, we have to check. We're going to have to check really how much ceiling space we have. That's always another option. That way at least it's hidden away when you're not using it.

00:47:33 Adam Portnoy

All right, so let's just try to do something. Okay Like whatever lift or show us what it's going to look like like give us like, is it going to be a box outside right there?

00:47:45 Matthew Roller

Yeah that that that's the easiest way a lift would be option. Number two But,

00:47:49 Adam Portnoy

You don't know what's above you?

00:47:52 Larry Solis

Well, There's not much room because this is the deck. Yeah, So there's not much. You know,

00:47:56 Bridget Cahill

Do you have a picture of what the box would look like? Like how big it is? Maybe just look at that.

00:48:01 Matthew Roller

It really is just going to be drywall. So it's going to look like any other part of this. It's just going to be, but we'll we'll uh we'll get dimensions, and we can do a kind of like an ideal mock- up of what it's going to look like.

00:48:11 Adam Zell

It'd be a soffit of like if you saw an H VAC soffit, then you could finish it with anything you wanted. You could trim it out.

00:48:19 Larry Solis

And, then these screens, they have limited adjustments. So you won't see this black bar or yeah,

00:48:24 Matthew Roller

We can lift a little bit. They they did a pretty good job of trying to make sure that when you sat down your head's in the bottom third, which is how we always calculate it.

00:48:32 Speaker 6

But once you watch TV, you wouldn't even see anything around it because your focus there.

00:48:37 Matthew Roller

Yes. Uh the only thing about bringing the screen lower is how how far how far close you can get to it before you start putting your head into the screen.

00:48:50 Speaker 6

Yeah, you don't want to bring it down. This is a light piece, right? Yeah, it's a light piece.

00:48:57 Adam Portnoy

Okay. All right, Matthew can sketch this in. Sure. All right, kitchen. So they're going to design on that wall the lights go down here? Yeah It's shelf lighting almost like I said before, yeah yeah okay, all right, uh.

00:49:22 Adam Zell

So TV in here, do we want to keep it or move it? Do you want to keep it, right? Is it working?

00:49:31 Bridget Cahill

You mean get a new one but keep the location. Yeah. But you want to keep one in the kitchen. It's working, right?

00:49:39 Adam Portnoy

We're going to get a new TV and put it there. The location works. They can run power and television. Okay.

00:49:47 Adam Zell

Yeah, as long as the power is working, you can put any TV you want, Assuming the sizing is normal, and it looks like a forty two inch.

00:49:55 Adam Portnoy

It's not expensive. That's like a couple hundred dollars.

00:50:02 Speaker 6

It's just fairly old.

00:50:10 Adam Portnoy

I guess we're going to keep it for TV purposes. Yeah, But the only question you got to answer is, do you want to keep it?

00:50:17 Adam Zell

Yeah, okay, see that? Keep it or pass on it?

00:50:22 Speaker 6

It's A good thing in the morning. You have a bomb, though. That might be the one you want to watch more. It's a good spot for your TV,

00:50:36 Matthew Roller

Yeah. Also, these iPads are all this new minis, the new sleeves and chargers, and you'll have the Control Four app all the time.

00:50:49 Matthew Roller

From that, like cool, you always have that right here available. Um, I suggest we create an iCloud account for this house, like twenty nine and one flamingo at gmail dot com. And that'll be the iCloud ID. That way, you'll hold us from yeah, yeah. And you never worry about your your picture or text syncing accidentally into an iPad in the house or whoever checks out. So do you want something on a wall?

00:51:13 Adam Portnoy

Yeah we're okay with that. Yeah it really sounds good. So should weum.

00:51:27 Matthew Roller

Well, I think the shades speak for themselves. Looking at them, they've seen better days. It's Hunter Douglas.

00:51:49 Matthew Roller

We like stuff as reliable as much as possible because we're going to call. But also,

00:51:55 Speaker 6

I have Hunter Douglas for ears; they're amazing.

00:51:58 Matthew Roller

The other thing is just how will they integrate around this house? So it's twofold. Number one, When you come in and press a button on the front door, or you are in your bedroom, she'll have control shades with Hunter Douglas. I have a barrier to entry to make that occur which it becomes, And it becomes a reliability issue. And even with timers from Control 4, et cetera, it becomes a reliability issue. They're 75, 80% reliable. I want something 95 plus. 95 plus is the new threshold.

00:52:31 Speaker 6

What happens now?

00:52:34 Adam Zell

Some of the batteries might be dead, right? That's one of the issues. Let me try something here. So, one of the challenges with Hunter is you hit shades close and almost every time it works, but not every time. That's the biggest problem. So if you're not here and you think you're closing the shades, maybe you did not. Lutron is 99% that's actually going to happen. That's why we prefer it.

00:52:59 Matthew Roller

See how that one barely. Well now it started. Yeah The other thing is this with Lutron I can tell it, " Hey every morning because of the morning, sun I want this to come down 33%. It doesn't have to come all the way down." I don't have to say open, close, stop. I don't have to watch it and hit stop where I want it. I can literally tell the percentage to come down every day at a certain time, and it'll do that. So, that's helpful if you're trying to protect furniture or just make the environment more suitable during each time of day, like breakfast or evening when you're trying to get western exposure sun from, you know, washing your hair in the mirror.

00:53:36 Adam Portnoy

So how do you control all there's all shades this whole house? Like how does it control? How would you is it controlled on a pad? There's no right now.

00:53:48 Matthew Roller

There are some individual shades, but.

00:53:54 Adam Zell

That doesn't control all of them. It's however it was programmed. So you.

00:54:02 Speaker 6

Guys really don't like this hunter, right? You would rather have something else?

00:54:11 Adam Portnoy

That's fine. I just need all the shades. I think, You know, the way we're going to have to. I'm thinking about usability. Like all the. I want to be able to use a key to get in the house. I want to be able to set the temperature by going up the wall. I want to be able to turn lights on and off at the wall, But I don't believe we're going to be able to do that at the wall for shades. Could we do Lutron? Not a problem.

00:54:37 Speaker 6

You can do it at the wall? At the wall, yeah. But, you could have another button when you got like a light switch here. And so. We'll end up doing is we'll have a.

00:54:48 Matthew Roller

I'm sure you have this in Boston, but a keypad at all the main entrances.