Choosing the right Kona Folding Arm Awning

Does the customer have an outdoor area with limited or no shade solutions?

NO → Although the customer may look likely they have the perfect shade solution, now is your opportunity to delve into whether this is the best option for their home. Information that could help convert a sale include; Age of current product, colour co-ordination, how efficient is the shading solution etc

YES ↓

Is there the ability to install a folding arm awning in the outdoor area?

NO → Establish other shading solutions that may be fit for purpose

YES ↓

Determine the best Kona solution for your customer

Is the space where the awning will be going a smaller width then 2500mm?

YES → **Kona Cross-Over** is your best solution

The ingenious cross-over system allows the awning to fit where no other option can. This awning was specifically designed for large projections within narrow spaces

NO ↓

Will the area have bi-fold doors that open out or restricted fixing space above the door?

YES → **Kona Rise** is your best solution

This awning extends horizontally from the building before utilising a pitch at the elbow joins to enhance shading opportunities and provides extra clearance for bi-fold doors that open out

NO ↓

Match customer requirement with one of the following Kona options

Kona Classic

With a proven design combined with European quality componentry available at an opening price point

Kona Design

This awning is a stylish option with a designer finish. With no noticeable screws and a modern bracket, the Design model is a step up from the Classic model

Kona Semi-Cassette

This awning is the top option for anyone wanting an awning that is semi-enclosed adding protection from dust, rain and the outdoor elements. This mixed with automation, ensures customer satisfaction with easy operation

Now that you have found the best awning solution for your customer, its time to look at what added accessories can be added to the awning to further enhance their outdoor shading solutions. **(Not available with all models or Kona Semi-Cassette)**

Roller Valance - Drops from the front bar to enhance shade control with afternoon sun
Pitch control - Customer can manually adjust pitch of awning as required (come as a pair)
Telescopic Arm - Stabilises awning to extend resistance against wind (come as a pair but can be ordered as a single item)
Rain Hood - Stylish option to improve fabric protection from the elements

Options available for each of the following models:

Kona Classic
Pitch Control
Telescopic Arm
Rain Hood

Kona Cross-Over
Roller Valance
Telescopic Arm
Rain Hood

Kona Design
Roller Valance
Pitch Control
Telescopic Arm
Rain Hood

Does your customer want the ultimate convenience and peace of mind of automation?

YES ↓

Choose Motor and Operation
RTS - Awning controlled via Remote Control
WT - Awning controlled via Home Automation or Wall Switch
(See Pricing Page AWN1 for WT Options and AWN2 for RTS Options)
(Establish motor side of the awning Left or Right facing where the awning will be installed)

RTS ↓

Choose your Control Option
- Remote Control
- Somfy Connexoon
(See Pricing Page AWN3 & AWN4 for more details)

Choose your Weather Solution
- Eolis 3D Wirefree RTS Motion Sensor
- Eolis RTS Wind Sensor
- Soliris Sun/Wind Sensor RTS
(See Pricing Page AWN2 for more details)

WT ↓

Choose your Control Option
- Inis Uno 1 Channel WT Wall Switch
- Inis Duo 2 Channel WT Wall Switch
Note: WT Wall Switch not necessarily needed if being connected to Home Automation
(See Pricing Page AWN1 for more details)

Choose your Weather Solution
- Eolis Wind Sensor WT
- Soliris Sun/Wind Sensor WT
(See Pricing Page AWN1 for more details)

If you have reached this stage, then awning selection has been completed

NO ↓

Establish crank side of awning *(Left or Right facing where the awning will be installed)* and handle length based on position of awning and height of user

If you have reached this stage and your customer is not wanting automation, then awning selection has been completed