



## CABA'S CONNECTED HOME COUNCIL

**Connected Home Council (CHC) Meeting Minutes**  
**Tuesday, February 12, 2013**  
**1 PM – 2:30 PM ET, Teleconference**  
**DRAFT MINUTES**

**Meeting Participants:**

Scott Burnett, IBM (Chair)  
Melissa Simpler, Affinegy (Vice-Chair)  
Bill Ablondi, Strategy Analytics  
John Antonchick, NCN Associates  
Rich Bira, Fibaro Home Intelligence  
Wayne Caswell, Mhealth Talk  
Ted Connell, IBM  
Bob Dahlberg, Arrayent  
Ryan Egly, Schneider Electric  
Larry Ehlinger, Pella Corporation  
Amr El-Shimi, Comcast Cable  
Tim Enwall, Mobiplug  
Ken Fairbanks, Duchossois Industries Inc.  
Anne Ferguson, Alarm.com  
David Foote, Hitachi Communications  
Robin Ford, Global Cache, Inc.  
Ken Gallinger, CABA  
George Grimes, CABA  
John Hall, CABA  
Steve Harvey, Strategy Analytics  
Helen Heneveld, Bedrock Learning  
George Jang, Pacific Gas and Electric Company  
Tom Kerber, Parks Associates  
Martin Kienzle, IBM  
Grant Kroeger, Qualcomm Incorporated  
Robert LeFort, Silicon Labs  
Mike Lehman, Zanthus Corporation  
Anthony Lui, CSA Group  
Lori Matthies, IBM  
Jim McAward, Honeywell International, Inc.  
Kyle McNamara, Verizon  
Kevin Meagher, Lowe's  
Vinod Neelakanatan, Schneider Electric  
Maurice Okawaki, Frost & Sullivan  
Jason Paris, Parks Associates  
Paul Pishal, Hitachi Communications  
Barry Rogers, SecurTek Monitoring Solutions  
Duncan Sensenich, Verizon  
Olya Singer, Pacific Gas and Electric Company  
Mark Trayer, Samsung Telecommunications America, LLC  
Ken Wacks, Ken Wacks Associates  
Mark Walters, Z-Wave Alliance  
Doug Wicks, Zanthus Corporation  
Randy Wilson, Gefen, LCC  
Rob Woollam, TELUS Communications Company  
Lauren Younger, Pie Digital, Inc.  
Ron Zimmer, CABA

## **1. Welcome and Introductions - Scott Burnett, IBM, CHC Chair**

CHC Chair, Scott Burnett, of IBM, welcomed everyone to the teleconference meeting. IBM provided the webinar and teleconference meeting capabilities, which will be used for future CHC meetings. The list of attendees was provided by the teleconference webinar set-up.

## **2. Motion – To Accept the CHC Meeting Minutes of October 12, 2012 – MOTION CARRIED**

The CHC meeting minutes of October 12, 2012 at Qualcomm Incorporated in La Jolla, CA, were discussed and accepted. The minutes can be found at:

<http://docs.caba.org/documents/minutes/CHC-Draft-Meeting-Minutes-October12-2012.pdf>

## **3. Motion – To Appoint Melissa Simpler, CEO, Affinegy, Vice-Chair of the CHC - Scott Burnett from IBM, Chair of the CHC – MOTION CARRIED**

CHC Chair, Scott Burnett of IBM, presented a motion to appoint Melissa Simpler, CEO, Affinegy as the new Vice-Chair of the CHC. MOTION - moved by Maurice Okawaki, seconded by Wayne Caswell "That Melissa Simpler, of Affinegy, be appointed as the new CABA Connected Home Council Vice-Chair". Melissa then thanked all attendees, and welcomed everyone to the meeting. Melissa went on to outline how Affinegy participates in the Connected Home market and how this would assist her in assuming the Vice-Chair of the CHC. Melissa was pleased that the CHC was quite active and growing in membership, and encouraged continued participation of the current membership and those involved in the Connected Home space.

## **4. CABA Smart Grid Sub-Committee Working Group Update – John Hall, CABA Research Director**

The Smart Grid Working Group was formed to better understand the feasibility and timing of large-scale deployment of Smart Grids, and who the primary beneficiaries may be. Therefore, discussion often encompasses the benefits and constraints for end-use consumers, moving through the value chain - from smart home OEMs, to the capacity and distribution capabilities of utilities and energy producers. Many Working Group members have frequently reported on Smart Grid related conferences, posted insightful articles and research, and organized special webinars and presentations of Smart Grid enabled homes.

CABA Research Director, John Hall, thanked outgoing Sub-Committee Chair, Brain Stephenson of TE Connectivity for his great work in founding and leading the Working Group. John went on to inform the Council that the Smart Grid Working Group was currently seeking a volunteer to assume the Chair, and that those who had an interest in assuming the Chair, or join the Working Group, could contact him at [Hall@CABA.org](mailto:Hall@CABA.org). All presentations and minutes of the Smart Grid Working Group Sub-Committee can be found at: <http://www.caba.org/connected-home-council>.

## **5. CABA CHC White Papers Sub-Committee Update – Sub-Committee Chair, Ken Fairbanks, Duchossois Industries Inc. and John Hall, CABA Research Director**

CHC White Papers Sub-Committee Chair, Ken Fairbanks of Duchossois Industries Inc. provided the Council with the overall background, purpose and structure of the Sub-Committee. The purpose of the CHC White Papers Sub-Committee is to get feedback and suggestions from the CHC membership regarding the identification of relevant "hot button" issues in the Connected Homes market for new "CHC White Papers" and analysis that would be timely and of value to members and their organizations. Ken encouraged attendees to actively participate in Sub-Committee White Paper development as "Subject Matter Experts" (SMEs), alongside volunteer research consultancies – which lead each working group and author the final white papers. CHC members were encouraged to recommend new white paper topics at any time to CABA Research Director, John Hall ([Hall@CABA.org](mailto:Hall@CABA.org)).

John Hall, CABA Research Director, reported on the recent progress of the Sub-Committee and the new white papers that had been proposed. Michael Lehman, President, Zanthus Corporation addressed the Council regarding the development of “The Role of Cloud Technology in the Connected Home” white paper, which Zanthus will be leading. Lisa Arrowsmith, Associate Director, IHS/IMS Research has indicated to the Council and Sub-Committee, that IHS/IMS Research will be undertaking a new white paper for the Sub-Committee regarding “Smart Home Applications and Systems Types”, which will highlight home automation and “managed home” services deployed by Telcos, with input from the recent HIS, “The Smart Home 2012” research study. All CHC attendees were encouraged to become members of the Working Group teams to develop these white papers in conjunction with Zanthus Corporation and IHS/IMS Research. The complete CHC White Papers Sub-Committee update presentation can be found at: <http://docs.caba.org/documents/minutes/CHC-White-Papers-Initiative-Presentation-Oct12-2012.ppt>.

## **6. CABA Research Program Update – John Hall, CABA Research Director**

- **“Impact of Smart Grid on Connected Homes 2012” Landmark Research**

CABA Research Director, John Hall, updated the Council on the disposition of the 2012 CHC Landmark Research project. In 2012, CABA conducted the Impact of Smart Grid on Connected Homes Landmark Research study with the objective of greatly improving the understanding of residential Smart Grid development and deployment. CABA commissioned Frost & Sullivan, an independent market research and consulting firm, to conduct this 2012 landmark research study on behalf of the twenty-seven (27) project sponsors. The final study webinar presentation took place at Qualcomm Incorporated in San Diego, CA on October 10, 2012. At this time, it was approved that the final study reports, presentations and executive summary package were complete and finalized.

The Impact of Smart Grid on Connected Homes Executive Summary package can be found in the CABA Members Research library at: <http://docs.caba.org/documents/IS/IS-2012-109.pdf>, or by simply typing in “(IS-2012-109) Impact of Smart Grid on Connected Homes 2012 Study: Executive Summary” into the library Google search engine. If you require your library pass codes, please contact Tony Disipio at: [Disipio@CABA.org](mailto:Disipio@CABA.org), and he will send them to you. The research was embargoed until February 10, 2013, and is now available for purchase by CABA members and industry participants - in the CABA eStore. Companies enquiring for details and pricing can contact George Grimes, CABA’s Business Development Manager, at [Grimes@CABA.org](mailto:Grimes@CABA.org) or 613.686.1814 x226.

- **“Monetization Modeling of Connected Homes 2013” Landmark Research**

CABA Research Director, John Hall, updated the Council on the development of the 2013 CHC Landmark Research project, “Monetization Modeling of Connected Homes”. The overall purpose of this collaborative Landmark Research is to greatly improve the understanding and development of effective connected home solution monetization and models that optimize revenue potential, provide operational efficiencies through the value-chain, are adaptable, and can be more structured for use throughout the ecosystem.

In a competitive bidding process, the study Steering Committee RFP Team consisting of study sponsors IBM, Pella Corporation, Qualcomm Incorporated, Schneider Electric and Verizon selected IHS/IMS Research to conduct the study. Subsequently, a project webinar, attended by over fifty organizations, was given for CABA members and other interested parties, to learn more about the specific details of the project. All study materials including the study Prospectus, PowerPoint slides and a recording of the webinar can found at: <http://www.caba.org/research/projects/connected-home-monetization>.

It was noted that in addition to the study sponsorship levels of Ruby (\$15K), Emerald (\$10K) and Diamond (\$5K) – study sponsors may add either additional questions or sections for their own

use or for sharing with other study sponsors. Low-cost pricing can be worked out in conjunction with the research vendor. Should you have any questions or other considerations regarding the “Monetization Modeling of Connected Homes” 2013 Landmark Research, please do not hesitate to contact CABA Business Development Manager, George Grimes at [Grimes@CABA.org](mailto:Grimes@CABA.org), or at 613.686.1814 ext. 226.

**7. CABA Digital Home Forum and CHC Meeting, Wednesday, April 24, 2013, Toronto, ON, Canada (Hosted by Hydro One Networks) – Ron Zimmer, CABA President & CEO**

CABA President & CEO, Ron Zimmer, provided an update on the CABA Digital Home Forum and CHC Meeting to be held Wednesday, April 24, 2013, Toronto, ON, Canada - hosted by Hydro One Networks. Development of the final Digital Home Forum agenda is near completion, with the recruitment of research presenters, panelists and session moderators. Several participants and attendees have already confirmed attendance and participation at the Forum. Both the Forum and subsequent face-to-face CHC meeting will be held at the Pantages Hotel, Toronto Centre Toronto, ON, Canada. The detailed Forum agenda, registration and other information can be found at: <http://www.caba.org/caba-forum>. The Digital Home Forum promises to be an engaging event for attendees, with presentations and panel sessions covering the “IBM Global Technology Outlook, 2013”, “Obstacles and Opportunities in the Connected Home: An Industry Perspective”, “Connectivity Management in the Connected Home and Beyond” and a Plenary Keynote by Hydro One Networks entitled “Navigating Uncharted Waters – Hydro One’s Smart Grid Voyage”. For more details on the CABA Digital Home Forum, please contact CABA Business Development Manager, George Grimes at [Grimes@CABA.org](mailto:Grimes@CABA.org), or at 613.686.1814 ext. 226.

**8. “IRIS” – The New Smart Home from Lowe’s – Presentation by Kevin Meagher, Vice President and General Manager, Smart Home Business Unit, Lowe’s ( [http://www.lowes.com/cd\\_What+Is+Iris\\_695688710](http://www.lowes.com/cd_What+Is+Iris_695688710) )**

Kevin Meagher, Vice President and General Manager, Smart Home Business Unit, Lowe’s, gave an overview of Lowe’s new Smart Home platform, “IRIS”. As we move towards a time when everything in the home will be IP addressable and networked - this is the ‘Internet of Things’. Lowe’s views this as a growth opportunity and has developed a cloud-based platform called Iris to enable customers to remotely monitor and control their home. Lowe’s aim to take a leading role in the smart home is modeled on focusing on the consumer, providing a single UI to integrate, connecting everything in the store, supporting open standards, providing a platform for their vendors, delivering great customer support and delivering integrated solutions. The end goal for IRIS is make it simple, affordable and scalable for both consumers and Lowe’s vendors. The IRIS platform is seen as a “disruptive” business model in the Connected Home Market, as it features very affordable pricing, with some services offered free via “apps”. The product portfolio for the platform is extensive, featuring interoperability for home monitoring, home automation, vehicles, appliances, energy management and elder care, to name a few. The IRIS platform is simple to install and offers comprehensive services with product bundles, to enhance the consumer experience. The complete presentation by Lowe’s can be found at: <http://docs.caba.org/documents/IRIS-Lowes-Feb12-2013.pptx>.

**9. “Monetizing the Connected Home” – Presentation by Melissa Simpler, CEO, Affinegy**

Melissa Simpler, CEO of Affinegy gave an overview of Affinegy – a network management and service enablement software for the “Internet of All Things” in the Smart Buildings and Smart Homes Market. Affinegy offers installation, self-care, support, management and operator systems into the connected home. Melissa went on to provide growth projections for connected devices through 2020 and how the “connected consumer” will be able to interact with multiple devices, moving forward. Citing recent research studies, consumer preferences were revealed for various applications in areas such as sports, entertainment, travel, education and connected television.

Given consumer preferences, from a monetization perspective, it was noted that traditional monetization models will soon be challenged by new models emerging in the market. The complete presentation by Affinegy can found at: <http://docs.caba.org/documents/Affinegy-Feb12-2013.pptx>.

## 10. Other CHC Business - Scott Burnett, IBM, CHC Chair

CHC Chair, Scott Burnett, opened the meeting to any new business for the Council. Scott suggested meeting format improvements to increase discussion and participation at future CHC meetings by limiting the number of agenda items and presentations for each meeting - so as to provide more focus and in-depth discussion of featured meeting topics. Scott closed the meeting by reiterating the objective that the CHC take an enhanced and proactive leadership position in the industry by involvement with other relevant organizations – to add value and learning in the Connected Home market.

## 11. Next Meeting

It was carried that the next CHC meeting be hosted by Hydro One Networks at the Pantages Hotel, Toronto Centre, Toronto, ON, Canada on Wednesday, April 24, 2013 as a face-to-face meeting with remote participation for non-attendees. The meeting will take place from 4:15 – 5:00 ET, in conjunction with the CABA Digital Home Forum – on the same date and at the same venue.

## 12. Meeting Adjournment

The meeting was adjourned at 2:35 PM ET.

### Other news items:

1. Information on CABA Councils, Terms of Reference and CHC meeting minutes are posted at: <http://www.caba.org/councils/index.html>.
2. For any CABA CHC member or non-member that wishes to participate in any of the CHC Advisory Boards, Task Forces or Working Groups, please contact Ken Gallinger, CABA Marketing Director, ([Gallinger@CABA.org](mailto:Gallinger@CABA.org)) or the CABA office.
3. The CHC meeting is open to all CABA members.

Also, if you wish to access the CABA Research Library, please e-mail Tony Disipio: [Disipio@CABA.org](mailto:Disipio@CABA.org) and he will forward your new passwords.

## **CABA's Connected Home Council (CHC) Meeting Sponsorship Opportunity**

If you are interested in sponsoring a CABA Connected Home Council (CHC) Meeting, please contact:

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