Draft Meeting Minutes
CABA Connected Home Council (CHC) Meeting
Wednesday, January 20, 2016
12 Noon - 1:30 PM (ET) via Webinar

CHC Chair, Yann Kulp (Schneider Electric)
CHC Vice-Chair, Melissa Simpler (Affinegy, Inc.)
CHC Vice-Chair, Larry Ehlinger (Pella Corporation)

Present:

ABB Inc., Camilo Delgado
Affinegy, Inc., Melissa Simpler
Alarm.com, Roy Perry
Bedrock Learning, Inc., Helen Heneveld
Belimo Americas, Ella Iszczyszyn
Business Infrastructure Services, Thomas Irpan
CABA, Andrew Glennie
CABA, Noranda Haasper
CABA, Ron Zimmer
Copper Development Association Inc., David Brender
CPEIA, Leo Valiquette
CSA Group, Ana Restovic
Delta Energy & Environment Ltd, Arthur Jouannic
EMerge Alliance, Brian Patterson
Enbridge Gas Distribution, Inc., Suzette Mills
Frost & Sullivan, Konkana Khaund
Frost & Sullivan, Maurice Okawaki
Horizon Technologies Inc., Ludo Bertsch
Intermatic, Inc., Tom Cook
KEF Business Visioning, Ken Fairbanks
Ken Wacks Associates, Ken Wacks
Lumen Cache, Inc., Derek Cowburn
Machina Research, Andy Castonguay
National Research Council, Daniel Booth
National Research Council, Paige Leuschner
Panasonic Corporation, Don Stevens
Pella Corporation, Larry Ehlinger
Robert Bosch LLC, Alex Kim
Robert Bosch LLC, Estella Woo
Schneider Electric, Yann Kulp
Secure Communications & Control Experts, Daniel Ehrenreich
Support.com, Susan Cohen
Sustainable Resources Management Inc., David Katz

1. **Call to Order** - Greg Walker (CABA)

CABA Research Director, Greg Walker (CABA) thanked everyone for attending, made a roll call and outlined the agenda.

2. **Welcome and Introduction** - Yann Kulp (Schneider Electric)

CHC Chairman, Yann Kulp (Schneider Electric) welcomed everyone and introduced: CHC White Paper Sub-Committee Chair, Derek Cowburn (Lumen Cache, Inc.), CHC Vice-Chair, Melissa Simpler (Affinegy, Inc.) and Daniel Booth (National Research Council). Yann also outlined the role of the CHC and alerted everyone that the meeting will be recorded and made available to the industry.

3. **Administrative** - Yann Kulp (Schneider Electric)

3.1 Announcement of Larry Ehlinger (Pella Corporation) being elected as a new CHC Vice-Chair - Yann Kulp (Schneider Electric)

Yann Kulp (Schneider Electric) announced Larry Ehlinger (Pella Corporation) as a new CHC Vice-Chair and commented that he will be great addition to the team.

3.2 Motion to approve Past CHC Minutes - Yann Kulp (Schneider Electric)

Yann Kulp (Schneider Electric) informed everyone that the meeting minutes from the October, 2015, CHC meeting were circulated and were posted on the CABA website in the CHC section: http://www.caba.org/chc.

Motion to approve the October, 2015 CHC minutes was moved by Melissa Simpler (Affinegy, Inc.), the motion was seconded by Maurice Okawaki (Frost & Sullivan). Unopposed motion passed.

4. **Research Update** - Larry Ehlinger (Pella Corporation)

4.1 "Cybersecurity and the Connected Home" Landmark Research - Larry Ehlinger (Pella Corporation)

A brief overview of this $150,000 USD research project was given. This "Cybersecurity and the Connected Home" research project is being conducted by Frost & Sullivan. CABA, Frost & Sullivan and the CHC are actively seeking additional funders for this project and a request for funders was made. The full

prospectus and additional information can be found at:
http://www.caba.org/homecybersecurity/.

Eleven (11) CABA members are currently funding this project:

4.2 Vote results and selection of "Connected Multi-Dwelling Units (MDUs) and IoT" as the next CHC Landmark Research - Larry Ehlinger (Pella Corporation)

Larry Ehlinger (Pella Corporation) led the discussion on the next CHC Landmark research project that CABA should undertake in 2016. Larry announced that "Connected Multi-Dwelling Units (MDUs) and IoT" was selected by the CHC Executive Committee after learning that it was the top choice in a CABA members survey.

Motion to approve "Connected Multi-Dwelling Units (MDUs) and IoT" as the next CABA CHC Landmark research project for 2016 was moved by Derek Cowburn (Lumen Cache, Inc.), the motion was seconded by David Katz (Sustainable Resources Management Inc.). Unopposed motion passed.

5. **CHC White Paper Sub-Committee (WPSC) Update** - Derek Cowburn (Lumen Cache, Inc.)

An overview was given of the CHC White Paper review process, completed CHC white papers, and papers in progress. CHC white papers are secondary literature review articles that are approximately 10-20 pages in length. These papers are written and distributed free of charge to educate the industry. In order for the papers to be approved by the CHC White Paper Sub-Committee (WPSC), they must be applicable to the CHC, not marketing material, and not promote an agenda. Any CABA member can, and is encouraged to, bring forward a 1-2 paragraph white paper proposal to the WPSC. If needed, CABA will secure a writer and/or a working group for the paper. All completed and approved CHC white papers are placed in the CABA Public Library, Members Library, CABA NewsBrief, and promoted at industry events. To view the CHC white paper terms of reference, previous CHC white papers and additional information, please go to: http://www.caba.org/CHC.

All completed CHC White Papers can be found at: http://www.caba.org/CHC.

If you or someone that you know would like to join one (1) or more of the following white paper working groups, please contact Greg Walker (CABA) at walker@caba.org.

5.1 "Smart Sleep and Health"
Wayne Caswell   Modern Health Talk (Author)
Andy Castonguay   Machina Research
Brittany Hack   Independent
Carole Wiedmeyer Independent
Craig Webb   Hanley Wood
Fawzi Behmann   IEEE
Stan Walerczyk   Principal of Lighting Wizards

Derek Cowburn (Lumen Cache, Inc.) gave an overview of this paper.

5.2 "Printable Electronics and Connected Homes"
Leo Valiquette   CPEIA
Peter Kallai   CPEIA
Ajit Pardasani   NRC
Cecile Venet   Schneider Electric
David Katz   Sustainable Resources Management
Florence Delange   Schneider Electric
Florent Lefèvre   L'Université du Québec à Montréal (UQAM)
George Xiao   NRC
Kirk Hutton   Tangio Printed Electronics

Derek Cowburn (Lumen Cache, Inc.) gave an overview of this paper. Leo Valiquette (CPEIA) mentioned that the final draft will be completed in about two (2) weeks.

5.3 Call for CHC White Paper Sub-Committee Volunteers and new CHC White Paper Topics

Derek Cowburn (Lumen Cache, Inc.) made a call for CHC White Paper Sub-Committee Volunteer(s).

Susan Cohen (Support.com) proposed a white paper topic on customer adoption and returns, issues related to installation and support.

Roy Perry (Alarm.com) proposed a topic on supportability. He mentioned that supportability is just as important as interoperability in driving the market forward.

Yann Kulp (Schneider Electric) proposed a white paper topic on the emergence of speech to control home automation systems.

6. **CES (Consumer Electronics Show Overview Discussion from a Connected Home Perspective (20 min)** - Yann Kulp (Schneider Electric)

Yann Kulp (Schneider Electric) led the general discussion on new and interesting connected home products from the CES Show. Yann mentioned that Schneider Electric sent 12 individuals to the show and it was a great event. Yann mentioned four (4) key takeaways from the event: 1) The first mover in a category has the strongest staying power, 2) Speech control is becoming very important, 3) The channel of how a product is sold is critical, including access to the market and access to the customer, and 4) there is a dramatic increase in the number of start-ups in the space.

Ken Wacks (Ken Wacks Associates) talked about the size (3,800+ exhibiters) and layout of the event. Ken noted the presence of an increasing number of start-ups in recent years. Ken noted consumer privacy was addressed for the first time and he mentioned TV technologies, like quantum dots and high dynamic range (HDR).

Melissa Simpler (Affinegy, Inc.) noted the Samsung announcement that all their smart TV and smart refrigerators will be incorporating smart hubs. She also noted the presence of Amazon and the Echo platform solutions.

Ron Zimmer (CABA) commented on the many great side events, including the CONNECTIONS Summit and an event focusing on cybersecurity and privacy.

Roy Perry (Alarm.com) noted concierge services of professional monitoring organizations that use a central station.

Derek Cowburn (Lumen Cache, Inc.) talked about the waves and crashes of the home automation industry over the years. He commented on the problem of the lack of reliability in products, specifically those originating from China.

David Katz (Sustainable Resources Management Inc.) mentioned the strong presence of electric and connected cars at CES this year.

Alex Kim (Robert Bosch LLC) had a question to the group about the impact and market size of DIY vs. professional installation solutions. Roy Perry (Alarm.com) responded that there is and will likely be a mix of both in the connected home space.

Yann Kulp (Schneider Electric) thanked all those who participated and announced that the entire recorded discussion will be posted at: http://www.caba.org/chc.

7. **New Business** - Melissa Simpler (Affinegy, Inc.), Daniel Booth (National Research Council)

7.1 Canadian Centre for Housing Technology (CCHT) (10 min) - Daniel Booth (National Research Council)

Daniel Booth (National Research Council) discussed the new multi-family research facility that will be built at the National Research Council. CABA members can participate to test or place "connected devices" in this new facility. More information about this facility can be found at: http://www.ccht-cctr.gc.ca/eng/index.html

7.2 Other New CHC Business

No new business provided.

8. **Announcements** - Yann Kulp (Schneider Electric), Ron Zimmer (CABA), Leo Valiquette (CPEIA)

8.1 Canadian Printable Electronics Industry Association (CPEIA) National PE Program

Leo Valiquette (CPEIA) gave an overview of the CPEIA National PE Program which will take place April 19-20, Sheridon College, Toronto, ON. For more information on this event and other CPEIA events can be found at: http://cpeia-acei.ca/

8.2 Upcoming Event: CABA Intelligent Buildings & Digital Home Forum, April 26-28, 2016, San Diego, CA

Ron Zimmer (CABA) announced this event will take place April 26-28, 2016, San Diego, CA. CABA would be delighted to have your organization consider moderating, speaking, sponsoring or registering at the forthcoming CABA Intelligent Buildings & Digital Home Forum. The event will in San Diego and at the same time as LIGHTFAIR International. For more details on this marketing and educational opportunity can be found at: http://caba.org/forum.

8.3 New CABA Branding

Yann Kulp (Schneider Electric) announced and commented on the process of creating the new CABA brand.

8.4 NEXT CHC MEETING – Roundtable at CABA Forum, April 27, 2016

For a complete list of industry events, please see: http://www.caba.org/industry-events.

   9. <u>Adjournment</u> (1:30 PM ET) - Yann Kulp (Schneider Electric)

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CABA CHC meetings are open to CABA members and invited guests, and everyone is encouraged to participate. More info on the CHC, past minutes, participants and terms of reference can be found at: http://www.caba.org/connected-home-council.

Regards,

Greg Walker
CABA Research Director
Continental Automated Buildings Association (CABA)
Email: walker@caba.org
Phone: 613.686.1814 x227
Website: http://www.caba.org