

Draft Meeting Minutes
CABA Connected Home Council (CHC) Meeting
Tuesday, July 19, 2016, 12 NOON – 1:30 PM (ET) via Webinar

CHC Chair, Yann Kulp (Schneider Electric)
CHC Vice-Chair, Larry Ehlinger (Pella Corporation)

Present:

BC Hydro, Tim Mosley
Belimo Americas, Lisa Hickey
CABA, Andrew Glennie
CABA, Brenda Williamson
CABA, Ron Zimmer
Canadian Institute of Plumbing and Heating (CIPH), Matt Wiesenfeld
Canadian Printable Electronics Industry Association (CPEIA), Leo Valiquette
CSA Group, Ana Restovic
ELECTRO-FEDERATION Canada, Bill Bryans
Garal Bravetek, S.A., Jim Hrastovcak
Harbor Research, Inc., Alex Glaser
Horizon Technologies Inc., Ludo Bertsch
Intel Corporation, Dileep Paruchuri
Intermatic, Inc., Barb Farrah
Intermatic, Inc., Edward Lang
Hydro-Québec, Marie-Andrée
Johnson Controls Inc., Francisco Mesicek
KEF Business Visioning, Ken Fairbanks
Ken Wacks Associates, Ken Wacks
LumenCache, Inc., Derek Cowburn
Navigant Research, Paige Leuschner
Panasonic Corporation, Don Stevens
Panasonic Corporation, Russell Pope
Pella Corporation, Larry Ehlinger
Philips, Meg Smith
Philips, Kars-Michiel Lenssen
Schneider Electric, Brian Tolliver
Schneider Electric, Lucia Guevara
Schneider Electric, Yann Kulp
Somfy Systems, Inc., Tom Shearer
Southwire Company, LLC, Dave Watson
Support.com, Susan Cohen
Sustainable Resources Management Inc., David Katz
TelNet Management Consulting, Inc., Fawzi Behmann
W.B. Cross Co. Limited, David Cross
Weil-McLain Canada, John Goshulak

1. Call to Order - Greg Walker (CABA)

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

2. Call to Order, Welcome and Introduction - Yann Kulp (Schneider Electric)

CHC Chairman, Yann Kulp (Schneider Electric) welcomed everyone and introduced: CHC Vice-Chair Larry Ehlinger (Pella Corporation), CHC White Paper Sub-Committee Chair, Derek Cowburn (Lumen Cache, Inc.), Edward Lang (Intermatic, Inc.) and Alex Glaser (Harbor Research, Inc.). Yann also outlined the role of the CHC and alerted everyone that the meeting was being recorded and will be made available to the industry.

3. Administrative - Yann Kulp (Schneider Electric)

3.1 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 David Katz (Sustainable Resources Management Inc.) and the motion was seconded by Barb Farrah (Intermatic, Inc.). Unopposed motion passed.

3.2 Announcement that Melissa Simpler (Affinegy) has stepped down as CHC Vice-Chair

Yann Kulp (Schneider Electric) mentioned that Melissa Simpler (Affinegy) has stepped down as the CHC Vice-Chair and thanked her for her great efforts with the council over the years. Ron Zimmer (CABA) also thanked Melissa for her great work with the council and noted that she took over as the interim CHC Chair on several occasions. Ron also noted that Melissa has been a long time participant of the CHC and CABA and she remains active in the industry.

3.3 Call for a new CHC Vice-Chair volunteer

Yann Kulp (Schneider Electric) outlined the role of a CHC Vice-Chair and how rewarding the position can be. Larry Ehlinger (Pella Corporation) also commented on how rewarding this position has been for both Yann and himself. A call was made for a new CHC Vice-Chair volunteer. If you are

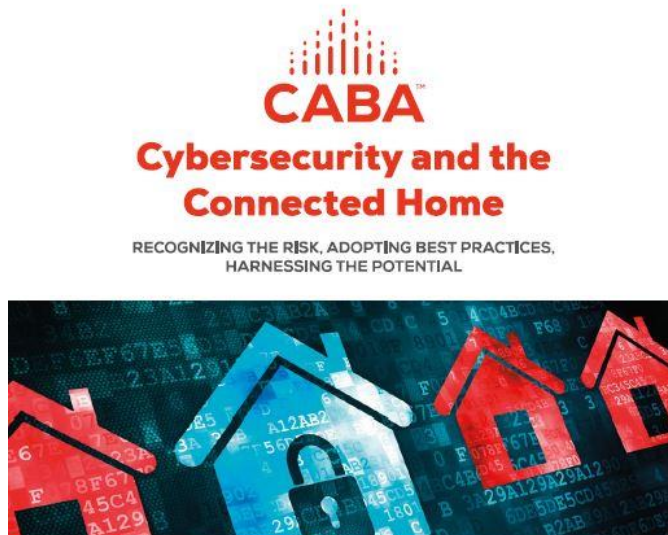
interested in being considered for this CHC Vice-Chair position please contact CABA Research Director, Greg Walker at walker@caba.org.

4. Research Update - Larry Ehlinger (Pella Corporation)

4.1 “Cybersecurity and the Connected Home” Update - Larry Ehlinger (Pella Corporation)

Larry Ehlinger (Pella Corporation) gave a brief overview of the \$150,000 US CABA 2015 Landmark Research Project. The embargo period for this research ends September 16, 2016. At this point, it will be available for sale to CABA members for \$4,900 US, and for more information please contact CABA. The Executive Summary is available to CABA members and can be downloaded at: <http://www.caba.org/member-research-library>.

Eleven (11) CABA members funded this research:



CABA AND THE FOLLOWING CABA MEMBERS FUNDED THIS RESEARCH:

EMERALD FUNDERS



DIAMOND FUNDERS



4.2 “Connected Multi-Dwelling Units (MDUs) and IoT” Update - Larry Ehlinger (Pella Corporation)

Larry Ehlinger (Pella Corporation) gave a brief overview of this \$150,000 US CABA 2016 Landmark Research Project. CABA and the CHC are actively

seeking funders for this research. To receive this research and become a funder, please contact the CABA Research Director, Greg Walker at walker@caba.org. The full prospectus and a recorded webinar explaining the project can be found at: <http://www.caba.org/CABA/Research/MDU-IOT.aspx>.

Twelve (12) CABA members are currently funding this research:



5. “Connected Multi-Dwelling Units (MDUs) and IoT” Discussion with key connected home industry leaders (20 - 30 minute) - Edward Lang (Intermatic, Inc.), Alex Glaser (Harbor Research, Inc.), Yann Kulp (Schneider Electric)

Edward Lang (Intermatic, Inc.) gave a 10 minute presentation on the vacation rental and MDU markets.

Alex Glaser (Harbor Research, Inc.) gave a 10 minute presentation on the MDU market.

Yann Kulp (Schneider Electric) led a 20 minute open discussion with the CHC on MDUs. Yann commented that rental door lock rekeying is a massive expense to property owners and managers and in many cases staff are literally driving around with key cutting machines to service rental units. The new remote locking and unlocking of doors via the smart phone is a huge cost savings for this group.

Derek Cowburn (Lumen Cache, Inc.) commented that MDUs are a perfect application for DC microgrids. Alex Glaser (Harbor Research, Inc.) added that the new CABA “Connected Multi-Dwelling Units and the Internet of Things” research will be able to drill down into the specific infrastructures in the MDU space like DC microgrids.

David Katz (Sustainable Resources Management Inc.) explained how important it is to add new technologies to new government funded public housing developments.

Ken Wacks (Ken Wacks Associates) asked Alex Glaser (Harbor Research, Inc.) if he was saying there was a more mature market for the organized security and safety business in the MDU management business compared to trying to sell directly to the consumer. Alex said the buying behavior was different for the MDU manager compared to the individual consumer. Alex also mentioned its important to examine the differences between the greenfield vs retrofit.

Derek Cowburn (Lumen Cache, Inc.) asked the research team to examine which organizations are the most helpful in addressing the issue of multiple communication protocols in the MDU space.

Don Stevens (Panasonic Corporation) explained one of the main reasons they joined this CABA research is because they see a large opportunity to package solutions in both new builds and retrofits. An example he gave was solar power shared among the residents of an MDU complex.

Ron Zimmer (CABA) noted that the MDU market is one of the best markets to bundle large amounts of products and services.

Ken Wacks (Ken Wacks Associates) mentioned that Harbor Research could share the secondary research they uncover with the CABA Information Council (CIC) so it can be added to the CABA Research Library.

Yann Kulp (Schneider Electric) mentioned that Schneider Electric sees the MDU market as very diverse with many different dynamics. He added that the MDU market is very large with lots of revenue potential.

6. White Paper Sub-Committee 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 10-30 pages in length. These papers are written and distributed free of charge to inform the industry. In order for the papers to be approved by the CHC White Paper Sub-Committee (WPSC), they must contain significant technical material of relevance to CHC members – it must not contain marketing material or 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, CABA Twitter Feed, CABA LinkedIn Group 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 CABA White Papers can be found at:
<http://www.caba.org/White-Papers>.

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.

6.1 “Printable Electronics and Connected Homes” Recently Completed

Authors:

Cooledge Lighting Inc. - Michael Tischler
Schneider Electric - Cécile Venet
National Research Centre of Canada - Ajit Pardasani
Sustainable Resources Management Consultant - David Katz

Working Group:

Canadian Printable Electronics Industry Association (CPEIA) - Peter Kallai
Cooledge Lighting Inc. - Michael Tischler
Schneider Electric - Cécile Venet
National Research Centre of Canada - Ajit Pardasani
Sustainable Resources Management Consultant - David Katz
National Research Centre of Canada - Gaozhi (George) Xiao,
Canadian Printable Electronics Industry Association (CPEIA) - Leo Valiquette
CABA - Greg Walker

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

6.2 “Smart Sleep & Health”

Working Group

Machina Research - Andy Castonguay
Independent - Brittany Hack
Independent - Carole Wiedmeyer
Hanley Wood - Craig Webb
IEEE - Fawzi Behmann
Philips- Kars-Michiel Lenssen
Principal of Lighting Wizards - Stan Walerczyk
Founder & Senior Editor, Modern Health Talk - Wayne Caswell

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

6.3 “The 4K Revolution”

Working Group

HDBaseT Alliance - Tzahi Madgar

6.4 “Academic Training for the Connected Home and Intelligent Buildings Industries”

Working Group

Texas A&M University - Morad Atif

Algonquin College - Blerim Qela

Automation Federation - Dean Ford

Bedrock Learning, Inc. - Helen Heneveld

DSN Energy, Construction, and Utilities - Len Pettis

ESPA (The Electronic Systems Professional Alliance) - Jeff Gardner

George Brown College - Leo Salemi

Lambton College - Mehdi Sheikhzadeh

Rio Hondo Community College District - Bruce Noble

Robert H. Lane and Associates Inc. - Robert Lane

Seneca College - William Humber

Siemens Industry, Inc. - Steve Hoiberg

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

6.5 Call for new CHC White Paper topics and volunteers

All previously completed CHC White Papers can be downloaded at:

www.caba.org/chc.

7. New Business - Ron Zimmer (CABA)

7.1 New CABA Teaming Program

Ron Zimmer (CABA) announced that CABA is planning to launch a new CABA Teaming Program. This program will bring together organizations to do collaborative R&D to address a specific industry question which needs to be answered. CABA has successfully done collaborative R&D projects like this in the past, for example “Laundry Time”, which was funded by Hewlett-Packard, Microsoft Corporation, Panasonic Corporation, Procter & Gamble and Whirlpool Corporation. CABA and the CHC are actively seeking interested organizations to contact CABA Research Director, Greg Walker at walker@caba.org.

Yann Kulp (Schneider Electric) commented on how important it is to pilot new ideas and this CABA Teaming Program is a great way to do this.

David Katz (Sustainable Resources Management Inc.) mentioned that this CABA Teaming Program would be ideally suited for the Building Intelligence Quotient (BIQ) 2.0.

7.2 Call for other new CHC business

Ron Zimmer (CABA) made a call for new business and no new business was proposed.

8. Announcements - Larry Ehlinger (Pella Corporation)

8.1 New Intelligent Building & Connected Home Pavilion Presented by CABA at Greenbuild International Conference and Expo, Oct 5 - 6, 2016, Los Angeles, CA

Larry Ehlinger (Pella Corporation) talked about the new Intelligent Building & Connected Home Pavilion, which will be presented by CABA. If you are a new or existing exhibitor to Greenbuild and would like to join this high traffic pavilion please contact Greenbuild at info@greenbuildexpo.com. More information on the pavilion can be found at:

<https://greenbuildexpo.com/Attendee/Expohall/Pavilions>.

CABA also has passes (\$150 Value) for Greenbuild 2016 if CHC members request them.

8.2 New CABA Forum name, “CABA Intelligent Buildings & Connected Home Forum”

Larry Ehlinger (Pella Corporation) mentioned that CABA plans to change the name of the CABA “Intelligent Buildings & Digital Home” Forum to the CABA “Intelligent Buildings & Connected Home” Forum in the future.

8.3 Next CHC Meeting

The next CHC meeting will be held in late October 2016.

9. Adjournment (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/CHC>.

Regards,

Greg Walker
CABA Research Director
Continental Automated Buildings Association (CABA)

Email: walker@caba.org
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Website: <http://www.caba.org>