

Connected Home Council (CHC): Meeting Minutes
Conference Call
Tuesday December 1, 2010
1 PM – 2 PM ET

Meeting Participants:

Michael Clay, Verizon Wireless (Chairman)
Joe Andrulis, AMX
Paul Barnett, iShow
Raymond Chan, SNC Lavalin
Lance DeLaura, Sempra Energy
David Edwards, Zanthus Corporation
Ken Gallinger, CABA
Jerry Gouge, Ingersoll Rand
Chris Grant, American Power Conversion Corporation
George Grimes, CABA
John Hall, CABA
Mitchell Klein, Universal Remote Control
Michael Lehman, Zanthus Corporation
Michael Marks, Unidentified
Tricia Parks, Parks & Associates
David Pedigo, CEDIA
Carol Priefert, Microsoft Corporation
Stuart Sikes, Parks & Associates
Ron Zimmer, CABA

1. Welcome and Introductions

Michael Clay, CHC Chairman, welcomed everyone to the call and proceeded with a roll call of meeting attendees. He indicated that this meeting was important, as he would be reporting on key CHC activities during the December 9, 2010 CABA Board of Directors meeting.

2. Proposed “State of the Connected Home Market” Landmark Research Overview

John Hall, CABA Research Director, provided the historical background of the State of the Connected Home Market research study from 2003-2008. As per the findings of the CABA Membership Survey for Connected Home Landmark research, the study is to be done again in 2011 with the Zanthus Corporation, who has conducted the research since 2005. Michael Lehman, President of Zanthus, and David Edwards were introduced to provide a brief of the study for the CHC. Michael Lehman took the Council through the basic study background, study objectives, methodology, proposed study segments, deliverables and estimated timing. It was noted that Smart Grid initiatives as related to the Connected Home would be included in the 2011 research. The detailed Zanthus research proposal can be viewed and downloaded at <http://www.caba.org/connected-home-council/minutes>.

3. The NextGen Connected Home Experience Opportunity, 2011

Paul Barnett, President of iShow, thanked CABA on collaboration in the NextGen Home Experience and updated the Council that the NextGen Home has been confirmed for IBS 2011 in Orlando in January. It is expected that 60,000 modelers and builders will in attendance at the IBS, where iShow will be awarding Leviton first place prize for lighting renovations on upgrades to Smart Homes. iShow will be introducing new products in the NextGen Home and doing PR and outreach on the home, in Orlando. This year, iShow is honoring military veterans by awarding the NextGen Home to a veteran of the Iraq campaign. Ron Zimmer, CABA President and CEO, invited all CHC and CABA members to attend the IBS 2011 and visit the NextGen Home exhibit.

4. CABA Digital Home Forums

Ken Gallinger, Marketing Director of CABA, updated the Council that CABA is currently planning Digital Home Forums for February and June 2011. Discussions to host the 2011 Forums are underway with Intel and 3M as potential sponsors. Past sponsors of the Digital Home Forums include Microsoft, Whirlpool, and Best Buy. The Forums usually comprise a complete one-day Forum hosted by sponsoring CABA member organizations. Forums highlight multiple member research sponsors and feature multiple speakers and presenters on the Digital Home ecosystem. There are planned presentations and discussion of leading edge CABA Connected Home research initiatives, with detailed research findings, executive summaries and highlights. Future research project ideation sessions are planned and moderated round tables and expert panel discussions of developments in the Connected Home will be featured. Finally, it was reported that the CABA reception at the CES in Las Vegas in January would be firmed up within the week.

Note: Following the meeting, 3M confirmed that they would host the next CABA Digital Home Forum on Thursday, February 17, 2011 at the 3M Center in St. Paul, Minnesota.

5. CABA Research Program Update

John Hall, CABA Research Director delivered an update of the research projects completed, underway and under development. The full CABA Research Program Update can be found at <http://www.caba.org/connected-home-council/minutes>. The status of projects is as follows.

- Intelligent Buildings Roadmap 2011 – Frost & Sullivan will deliver the final report to the project Steering Committee on December 3.
- Energy as a Managed Service 2011 – POCO Labs will deliver preliminary findings to the Steering Committee by mid-December, with the draft final report scheduled for review December 27. Final presentation details are being finalized for the second week of January.
- Aging in Place – The webinar for the study was presented by Strategyn on November 19. Ingersoll Rand and TELUS have already committed to the project. Jerry Gouge, of Ingersoll Rand, spoke about the background, relevance and expected outcomes of the research project. It is anticipated that the Aging in Place research project will be fully subscribed by mid-December. All relevant presentation and project information can be viewed and downloaded at <http://www.caba.org/research/projects/aging-in-place>. To become involved in this research project, please contact John Hall, CABA's Research Director at 613.686.1814 x227 or at hall@caba.org.
- State of the Connected Home Market 2011 – As reported earlier, Zanthus will once again undertake the research in early 2011. Microsoft and Ingersoll Rand are committed to study and will serve as project champions. Carole Priefert, of Microsoft, spoke to the past and future value of this Landmark research study. A key feature of the 2011 study will be the inclusion of a new component examining consumer perceptions and understanding of Connected Home Smart Grid initiatives. The study prospectus is currently under development and will be made available to interested member organizations upon completion.
- Research Projects Under Development
 - A Holistic Exploration of the Next Generation Digital Family
 - Home Area Networks (HANs) and Smart Grid Development
 - Intelligent Buildings and Smart Grid Development

6. Open Discussion – Future CHC and Member Initiatives

Ron Zimmer, CABA President and CEO, led a discussion of current attendee initiatives and the potential direction and future initiatives of the CHC. Discussion included some the following topics:

- Addressing standardization of communications protocols across platforms within the Connected Home
- Smart Grid metering and demand-response issues in the residential sector
- CABA and CHC outreach to CEA TechHome with other associations
- Focus on Energy Management Systems and HEM's in the Connected Home
- Focus and reporting on emerging trends in the Connected Homes space for future CHC meetings

7. Meeting wrap-up and adjournment – Chairman, Michael Clay

Next meeting of the CHC – TBD, Spring 2011.