

Connected Home Council Meeting—Draft Minutes

October 6, 2005

9.00 am - 10.30 am

Mandalay Bay Resort and Casino

Meeting Objectives:

- Discuss the purpose and direction of the Connected Home Roadmap research project.
- Connected@Home Conference & Expo feedback from delegates and sponsors.

Note: Full presentation made by Gerry Meade is available through the CABA Presentations page (<http://www.caba.org/links/presentations.cfm>).

Attendees:

Benatovich, Todd	CompUSA (Vice Chair)
Borsuk, Mark	The Real Estate Transformation Group
Chase, Bill	Global Inventures/ZigBee Alliance
Dern, David	CABA
Hartland, Ernie	Leviton Manufacturing (Chair)
Meade, Gerry	CABA
Morrow, Jack	Leviton Manufacturing (Chair)
Millaire, Guy	CABA
Moriyama, Ken	Leviton Manufacturing (Chair)
Sridharan, Tim	Renasas Technology
Striker, Ryan	Control Products Inc.
Trieb, Jean-Pierre	LEGRAND

1. Gerry Meade outlined the **fundamental objectives of the project**:
 - a. To identify the mass-market applications driving the connected home.
 - b. To identify the technologies required to enable/support these applications.
 - c. To mobilize stakeholders resulting in higher awareness.
 - d. To study the procurement process of connected home applications/products.
2. Gerry Meade then outlined other **specifics of the project**, including:
 - a. Needs being addressed, application areas, deliverables, industry benefits, funding companies, project management (steering committee), project schedule and introduced the selected contractor (Ipsos-Reid)

3. Discussion

- a. What results do you want to come out of this project? Comments varied and are summarized as:
 1. Recommendation on a single industry standard (either agreed upon or mandated).
 2. Low cost and standardized specification for gateway.
 3. Designation of the in-home control point.
 4. Killer application(s).
 - Application is not as important as how they will communicate with each other.
 5. A lot of research has already been done in this sector and nothing has changed. CABA needs to ensure that we are not “beating a dead horse” with this report.
 6. Builders don’t care about this type of report. Retailers are still competing and not working with builders.
 7. MDUs are a growing space and populated by “plugged-in” consumers. The REIT perspective should be included in the report.
 8. Builder’s sales people must know how to sell technology
 - Homeowner does not trust the builder to sell technology; the contractor should do it.
 9. Channel must be addressed in the report.
 10. Builder should play a key role in the technology suite offered in the home.
 11. Direct value of connected home products must be very clear.
 12. Roll out should be a staged approach; every contractor needs to include a base home package and build out from there.
 13. How do you educate everyone in the chain?
 14. Needs to have either a standardized communications layer or present the application and the builders will create the infrastructure to support the application.

4. Connected@Home 2005 Conference & Expo Feedback

- a. General comments include:
 1. Don’t collocate with another show floor.
 2. Too many speakers in too little time. Consider 1 or 2 speakers for in-depth presentations/discussions.
 3. Having the various other events collocated with Connected@Home (ZigBee, 1394ta, MoCA, IHA) made for a good audience with diverse interests.
 4. Traffic was light because the floor was open during sessions.
 5. Future collocations need to be based on what our channels are (NEMA, InfoComm, etc...).

5. Wrap Up

- a. Ken Moriyama thanked all the participants for their frank views. The meeting was then adjourned.