



CABA Connected Home Council (CHC) Meeting Minutes

Tuesday, September 10, 2019
12 NOON – 1:30 PM (ET) via Webinar

CHC Executive:

CHC Chair - Alarm.com, Roy Perry
CHC Vice-Chair - ABB Inc., Obiorah Ike
CHC Vice-Chair - TELUS, Danny Sran

Present:

Acuity Brands, Inc., Jeff Spencer
Alarm.com, Inc., Roy Perry
American Family Insurance, Greg Geib
ASE Smart Energy, Antoine Karam
BC Hydro, Timothy Mosley
Bedrock Learning, Inc., Helen Heneveld
CABA, Andrew Glennie
CABA, Conrad McCallum
CABA, Greg Walker
CABA, Ron Zimmer
CABA, Sashien Godakandae
Consortium for Energy Efficiency (CEE), Alice Rosenberg
DynaQuip Controls Corporation, Ted Stahl
EAS Consulting, Kevin Meagher
Ei Electronics US, Inc., Barry Donahoe
Frost & Sullivan, Roberta Gamble
Gulf Mechanical Contractors LLC., Mark Prohaska
Horizon Technologies Inc., Ludo Bertsch
Intermatic Inc., Kimberly Durkot
IoT Canada, Rene Breyel
Jasco Products Company, David Aguilar
Ken Wacks Associates, Ken Wacks
Lawrence Berkeley National Laboratory (LBNL), Armando Casillas
MW Consulting Corp, Michael Wiebe
Nextech Energy Systems, LLC, Vincent Jenels

Origen FM Services Inc., Wayne Collins
Panasonic Corporation, Frank Cirillo
PointCentral, Jamey King
Resideo Technologies, Inc., David Kaufman
RetroLux, Jacob Papka
Sustainable Resources Management Inc., David Katz
TELUS, Chris Pettypiece
TELUS, Danny Sran

1. **Agenda** - Greg Walker (CABA)

Greg Walker (CABA) thanked everyone for attending, outlined the agenda and alerted everyone that the meeting was being recorded and will be made available to the industry.

2. **Call to Order, Welcome and Introduction, about the CHC** - Roy Perry (Alarm.com)

CHC Chair Roy Perry (Alarm.com) welcomed everyone and introduced: CHC Vice-Chair Obiorah Ike (ABB Inc.), CHC Vice-Chair Danny Sran (TELUS), CHC White Paper Sub-Committee Chair Ken Wacks (Ken Wacks Associates) and Keynote Speaker Kevin Meagher (EAS Consulting). Roy Perry (Alarm.com) also outlined the role of the CHC.

3. **Administrative** - Roy Perry (Alarm.com)

3.1 **Motion to approve Past CHC Minutes**

Roy Perry (Alarm.com) informed everyone that the meeting minutes from the May 28, 2019 CHC meeting were circulated and were posted on the CABA website in the CHC section: [CLICK HERE](#). In addition, the CHC terms of reference, members and recorded presentations are also found [HERE](#).

Motion to approve the May 28, 2019 CHC minutes was moved by Roberta Gamble (Frost & Sullivan) and the motion was seconded by Ken Wacks (Ken Wacks Associates). Unopposed motion carried.

4. **Keynote Presentation “Realizing the Vision of the Smart Home” (30 min)** - Danny Sran (TELUS), Kevin Meagher (EAS Consulting)



Kevin Meagher
Managing Director
EAS Consulting

EASConsulting

Abstract: In the B2B space, the IoT market is well advanced. The majority of new commercial buildings are 'smart'; systems are integrated to make them safer, more energy efficient, easier to manage, and the cost of operation is significantly reduced. However, the B2C channels are lagging when it comes to exploiting the IoT. The tech giants, Amazon, Microsoft, Google and Apple have all thrown their hat into the ring but the players are struggling to adapt to the tidal wave of change as the technology used so successfully in commercial IoT applications spills into the consumer space. This presentation looks at the challenges in B2C and explores how these can be overcome to realize the vision of the smart home.

Danny Sran (TELUS) introduced Kevin Meagher (EAS Consulting) and outlined his experience. Kevin gave a 30 minute presentation on "Realizing the Vision of the Smart Home". [CLICK HERE](#) to access the recorded presentation and PowerPoint slides.

5. Research Update

5.2 "Smart Home as a Service" 2019 CHC Landmark Research - Greg Walker (CABA)





LANDMARK RESEARCH PROJECT



Greg Walker (CABA) gave a brief overview of this 2019 CHC Landmark Research Project, “Smart Home as a Service”. CABA and the CHC are still actively seeking funders for this research. Only the funders will receive the full \$150,000 of research. To receive this research and become a funder, please contact Greg Walker (CABA) at walker@caba.org. [CLICK HERE](#) for the full research prospectus and webinar recording explaining the project.

Seventeen (17) CABA members have already joined this research project:



6. White Paper Sub-Committee Update - Ken Wacks (Ken Wacks Associates)

An overview was given of the IBC White Paper review process, completed IBC White Papers and papers in progress. IBC 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 inform the industry. In order for the papers to be approved by the IBC White Paper Sub-Committee (WPSC), they must have significant technical material of relevance to IBC members – it must not contain marketing material or promote an agenda. Any CABA member can and is encouraged to bring forward a one (1) 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 IBC 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 IBC White Paper terms of reference, previous IBC White Papers and additional information, please go to: www.caba.org/chc. All completed CABA White Papers, and those under development, can be found at: www.caba.org/whitepapers.

If you or someone that you know would like to join one (1) or more of the following White Paper Working Groups or recommend a new White Paper, please contact Greg Walker (CABA) at walker@caba.org

CHC White Paper Sub-Committee (WPSC)

Ken Wacks Associates, Ken Wacks (Chair)
Consultant, Brittany Hack
Frost & Sullivan, Konkana Khaund
Harbor Research, Inc., Alex Glaser
Ken Wacks Associates, Ken Wacks
LumenCache, Inc., Derek Cowburn
National Research Council Canada (NRC), Heather Knudsen

6.1 Recently Completed

“IoT cyber Security Guidelines, Standards and Verification Systems”

Ken Wacks (Ken Wacks Associates) gave an overview of this paper.

Working Group

BC Hydro (Chair)
Agelight Digital Trust Advisory Group
ARC Advisory Group
ArcoLogix LLC
Automation Standards Compliance Institute
CANASA (Canadian Security Association)
Compass Intelligence, LLC
Consultant
Control4
CopperTree Analytics Inc.
CSA Group
Domotz
eMcRey
EXP

George Brown College
Honeywell International Inc.
Johnson Controls Inc.
Ken Wacks Associates
LonMark International
National Electrical Manufacturers Association (NEMA)
RYCOM Corporation
Sustainable Resources Management Inc.
Syska Hennessy Group
TC9, Inc
The Siemon Company

6.2 In Progress

“Power over Ethernet (PoE) & Digital Electricity (DE) in Commercial and Multiple Dwelling Residential Buildings”

Ken Wacks (Ken Wacks Associates) gave an overview of this paper.
Somfy Systems, Inc. (Chair)
Contemporary Controls Systems, Inc.
LumenCache, Inc.
National Electrical Manufacturers Association (NEMA)
National Research Council Canada (NRC)
Public Services and Procurement Canada
Renesas Electronics America Inc.
Southwire Company, LLC
UL LLC

“The Ethics of AI and the IoT Connected Home”

Ken Wacks (Ken Wacks Associates) gave an overview of this paper.
ArcoLogix LLC (Chair)
George Brown College
Hydro One Networks Inc.
Sustainable Resources Management Inc.

“Human Centric Lighting: Non-Energy Benefits of Lighting and its Smart Controls”

Ken Wacks (Ken Wacks Associates) gave an overview of this paper.
Human Centric Lighting Society (Chair)
ArcoLogix LLC
UL LLC

“The Evolution of Integrating LiFi Technology into Smart Lighting and Control Systems for the Intelligent Building”

Ken Wacks (Ken Wacks Associates) gave an overview of this paper.
Wharton County Junior College (Chair)
Acuity Brands, Inc.

ArcoLogix LLC
Control4
National Electrical Manufacturers Association (NEMA)
Telecommunications Industry Association (TIA)

7. **New Business** – Roberta Gamble (Frost & Sullivan), Alice Rosenberg (Consortium for Energy Efficiency, CEE), Roy Perry (Alarm.com)

7.1 Frost & Sullivan Research Opportunity - Roberta Gamble (Frost & Sullivan)

Roberta Gamble (Frost & Sullivan) gave an overview of a research opportunity for CABA members. Frost & Sullivan is providing a new complimentary marketing benchmark survey and analysis for CABA members. This survey is targeted towards marketing budget holders to help them understand 1) If their own marketing trends are on par with the market, and 2) If they are conducting the right activities vis-a-vis their challenges and successes.

The survey takes about 20 minutes to complete. Both the survey and the resulting 25+ page customized analysis are free. Frost & Sullivan will provide one (1) per company and it gives you a chance to see how over a dozen of your strategies, such as paid vs. unpaid social media, digital or non-digital marketing, events, account-based marketing, and even your overall stacks up to other companies. Frost & Sullivan is also providing high-level recommendations, based on the outcomes.

Please contact Roberta Gamble (Frost & Sullivan) at roberta.gamble@frost.com if you would like to take advantage of this opportunity.

7.2 “Lighting & Homes for Tomorrow” Competition – Alice Rosenberg (Consortium for Energy Efficiency, CEE),

Alice Rosenberg (Consortium for Energy Efficiency, CEE) gave an update of this important competition in the lighting space and informed the Council that it is expanding to include not only lighting systems, but all connected home technologies. The Lighting for Tomorrow competition provides manufacturers the opportunity to push the industry forward by introducing high-quality and innovative designs, contribute to the greater energy efficiency movement, and gain exposure for their brands and products among industry leaders and consumers alike. In particular, the exceptional products identified by the judging panel are heavily promoted by Lighting for Tomorrow for a full calendar year. The competition is typically launched at the International Lighting Market in Dallas. The 2015-2017 competitions sought LED and OLED fixtures, LED replacement lamps, LED retrofit kits, and lighting control devices. Lighting for

Tomorrow is organized by the American Lighting Association (ALA), the Consortium for Energy Efficiency (CEE) and UL. The competition was created in 2002 to recognize the best decorative, energy efficient lighting fixtures in the market. Since its inception, Lighting for Tomorrow has encouraged manufacturers to develop well designed, energy efficient lighting products with a specific goal of increasing the availability and market adoption of ENERGY STAR® certified residential lighting products. [CLICK HERE](#) for more information.

7.3 New Business - Roy Perry (Alarm.com)

Roy Perry (Alarm.com) made a call for new business such as: future CHC Guest/Keynote presentation topics and speakers, new CHC White Papers, new research projects and meeting ideas, etc. He also indicated that the next CHC meeting will be held late November or early December 2019, 2019, with details to be forwarded in the near future.

8. Announcements – Ron Zimmer (CABA)

Ron Zimmer (CABA) gave an overview of past and current industry events in the connected home space.

8.1 Past Events:

- [Internet of Things World, May 13-16, Santa Clara, CA](#)
- [CONNECTIONS, May 21-23, San Francisco, CA](#)

8.2 Upcoming Events:

- [CEDIA Expo, Sept 10-14, Denver, CO](#)
- [SCTE-ISBE Cable Tec Expo, Sept 30-Oct 3, New Orleans, LA](#)
- [Greenbuild, Nov 19-20, Atlanta, GA](#)

9. Adjournment (1:30 PM ET) - Roy Perry (Alarm.com)

[Next CHC Meeting, late November / early December](#)

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CABA CHC meetings are open to CABA Members and invited guests, and everyone is encouraged to participate. [CLICK HERE](#) for more info on the CHC, past minutes, participants and terms of reference. Any CABA Member that attended as a guest will be added to the CHC, unless they notify the CABA office by September 30, 2019 that their name should not be added. Non-CABA members that attended this meeting as a guest, should contact Greg Walker, CABA Research Director, to indicate if they wish to join the CHC or CABA. [CLICK HERE](#) for more information on the 24 CABA Benefits.

Regards,

Greg Walker
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Website: <http://www.caba.org>

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