

The Internet of Things and the Sustainable World

Richard Peterson
VP of Global Sales

Industry Overview

- 58% of people in the US own smartphones and over half of those users regularly engage with downloaded apps (Highlights of the Pew Internet Project's research related to mobile technology)
- The Connected Home Market is estimated to hit \$16.5 billion dollars in 2015, and growing to \$44 billion by 2017, (according to wireless industry group GSMA)
- Increasing competition dependent on less reliable technology that wont scale
 - Cable/Telco
 - Home security
 - New quick to market products
- Key challenges to consumer adoption include:
 - Demystify the Internet of things (IoT)
 - Making technology devices easy to use
 - Increasing consumer awareness
 - Creating confidence in the space and brand
 - What's in it for me?

- Questions for the industry, and what are consumers going to be expecting?
 - Number of connected devices?
 - How will they Scale without issues?
 - How will they be connected?
 - How will they integrate?
 - How will they be managed?
 - What can I connect?
 - How will they benefit?

Ultimately:

How will we change peoples habits without changing their lifestyle?

How will they change peoples habits without changing their lifestyle?

- Convenience
 - Automation of manual tasks, improved ease of use
 - “Scene” control – devices interacting peer to peer
 - Bio-mation – voice, gesture, biometric triggers, true occupancy sensing, facial and other recognition
- Safety
 - “Peace of mind” – feeling connected with what is important to you
 - Awareness of issues real-time – Leak detected alert, door open / close
 - Presence detection
 - Never come home to a dark house
 - Log data / tracking – cloud data aggregation of neighborhood issues
- Financial/Energy savings
 - Utility conservation
 - Electricity - peak demand load shedding, time of use offsetting
 - Water – on-demand irrigation, leak detection
 - Vampire power
 - Kid factor
 - Insurance company discounts – risk mitigation

Residential Case Studies



\$15mm Beverly Hills house, Crestron controller, 120 switches, 40 keypads



Cornell University solar decathlon home.



60,000 SF Aspen home – 500 (of 2,000 planned) INSTEON nodes installed - owner also has INSTEON in primary home

Commercial Case Studies

Market: <100,000 SF, Office / Hotel / Heavy User



British Embassy, Washington DC



Hockey Rink – Heavy Electric User



Menlo Park: 18 Office Buildings, 200+ Thermostats, 9 Central Controllers and hundreds of other nodes

Questions?

Thank you for your time

Rich Peterson

rp@insteon.com

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