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PROGRAM GUIDE



EVENT



BREAK



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Strategies for Security and Smart Home

Welcome to CONNECTIONS™ Europe

European consumers have new and familiar channels available for smart home solutions, and integrations with voice control have quickly expanded in response to positive interest among consumers. While purchase intentions are high across most product categories, smart home adoption has remained flat for the past 12 months in most regions. Households with connected devices are adding more to their homes, but the market is not adding new adopters at a significant rate.

Turning interest into adoption is the key challenge we face moving forward and a key focus of the 14th annual **CONNECTIONS™ Europe**. In our 30+ years of consumer research Parks Associates has tracked the gap between consumer intentions and actual purchase behavior:

In the UK, 27% of broadband households report high intentions to buy at least one smart home device (not including smart speakers) in the next 12 months, compared to 12% of broadband households that actually purchased a smart home device in the past 12 months.

In the US, 31% report high intentions to purchase a smart home device (not including smart speakers/smart display) in the next 12 months, a number which has stayed consistent over the past six months. By comparison, 17% of US broadband households purchased at least one smart home device in the past 12 months.

Closing that gap between intention and actual purchases is a formidable but exciting challenge for the smart home and security markets, and it will require innovations in technology, channel strategies, and business models. At CONNECTIONS™ Europe, we will explore the leading ideas, and the consumer research behind them, which will move these markets to the mainstream

Thank you to our sponsors, who make this great event possible:


Program Guide: Alarm.com

Event: Bitdefender, Plume, ULE Alliance, Universal Electronics, Verimatrix, Yale

Break: Ayla Networks, Wi-Charge

Coffee: MMB Networks

Sincerely,



Tricia Parks
Founder and CEO
Parks Associates



Elizabeth Parks
President
Parks Associates

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OTT, Pay TV, and Digital Media

Future of Video: OTT, Pay TV, and Digital Media

December 9-11, 2019 –
Marina del Rey, CA

CONNECTIONS SUMMIT

CONNECTIONS™ Summit at CES

January 7, 2020 – Las Vegas, NV

SMART ENERGY SUMMIT engaging the consumer

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February 17-19, 2020 – Austin, TX

CONNECTIONS

CONNECTIONS™: The Premier Connected Home Conference

May 19-21, 2020 – San Francisco, CA

CONNECTED HEALTH SUMMIT

Connected Health Summit: Independent Living and Wellness

September 1-3, 2020 – San Diego, CA

Strategies for Security and Smart Home

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Parks Associates Newsletters

Parks Associates produces six e-newsletters on a monthly basis.



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TUESDAY, 19 NOVEMBER

9:30



Integrated Smart Services: Key Drivers for Telcos

Deutsche Telekom AG

Thomas Rockmann, Vice President, Consumer IoT



11:30



The 5 Levels of Smart Home

SnapAV

Charlie Kindel, Chief Product and Technology Officer



16:00



Data Privacy Challenges in the Smart World: Every Click Matters

CUJO AI

Santeri Kangas, Chief Technology Officer



WEDNESDAY, 20 NOVEMBER

9:15



Telco Perspectives: Future Vision of the Smart Home

Orange

Jean-Pierre Combe, Director Smart Home Innovation



AGENDA

TUESDAY, 19 NOVEMBER

Next Stages of Smart Home Development

8:00 Registration & Networking Breakfast

8:15 Welcome and Opening Comments

The smart home market is accelerating as more consumers discover the value of connected products. The technology is challenging traditional industries like home security, but it also creates opportunities for new channels and business models. This research presentation provides insight into smart home adoption trends, channel preferences, and new use cases, all helping to expand interest and adoption for these solutions.

PRESENTER Elizabeth Parks, President, Parks Associates

8:30 Evolution of the Smart Home: Gaining Traction

Connected products and ecosystems have taken a variety of approaches to expand value ranging from proprietary platforms, to tightly curated partnerships, to open platforms courting thousands of developers. This opening session featuring leading players addresses the next 6-12 months of development in the smart home and new consumer engagement strategies.

SPEAKERS Bernd Grohmann, Executive Vice President, eQ-3
Arsham Hatambeiki, SVP Product & Technology,
Universal Electronics Inc.

Gabriel Wetzels, CEO, Robert Bosch Smart Home GmbH
Brecht Wyseur, Kudelski IoT Security, NAGRA

Mario Moura, Managing Director EMEA, Resideo

MODERATOR Brad Russell, Research Director, Connected Home, Parks Associates

9:30 Keynote - Integrated Smart Services: Key Drivers for Telcos



Thomas Rockman, Vice President, Consumer IoT, Deutsche Telekom AG

As consumers look for smart and integrated products, telcos need to launch new services to cater for those needs and to secure their place in a fast-growing market. In this presentation, DT gives an outlook on how it will address this market by providing insight into drivers and inhibitors for purchasing smart home products, strategic partnerships advancing telco services, and the challenges to move to mass-market deployments.



10:00 Networking Break

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WI-CHARGE
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10:30 Smart Home Platforms: Enabling Solutions and Expanding Value

This interactive panel session addresses how companies can leverage platforms to deploy new products and services that can add value to their core offerings. It explores key issues of reliability, interoperability, product and service ecosystem development, user experience, security, and data protection.

SPEAKERS Matthieu de Broca, International Business Development
Director, Overkiz, a subsidiary of the Somfy Group
Mark Lufkin, Chief Commercial Officer, Wondrwall
Daniel Moneta, Co-Founder, CMO & EVP Corporate
Development, MMB Networks

Arjen Noorbergen, Founder and CEO, Olisto

Larry Poon, Co-founder and COO, IMONT Technologies
Limited

Prashanth Shetty, Chief Marketing Officer, Ayla Networks

MODERATOR Dina Abdelrazik, Senior Analyst, Parks Associates

11:30 Keynote - The 5 Levels of Smart Home



Charlie Kindel, Chief Product and Technology Officer, SnapAV

Together is better. Join Charlie Kindel, Chief Product & Technology Officer, SnapAV, as he imagines a 5-Level taxonomy to converge a cooperative vision for the smart home market at CONNECTIONS™ Europe 2019. Charlie discusses what's at stake in the residential automation market and how leadership today can drive the opportunities of tomorrow by better understanding how the collective "we" can all work together to advance the user experience and distinguish between smart homes, and truly smart homes.



12:00 Networking Lunch

Sponsored by CONNECTIONS™

CONNECTIONS

13:00 Home Connectivity: Smart Home and CE: Converging Ecosystems

Connectivity and the smart home are forcing convergence between historically separate industries, creating new opportunities for differentiation and competitive advantage. Smart products such as thermostats, networked cameras, and lighting are entering homes, some as independent products, some as smart home systems. Smart TVs, DVRs, set-top boxes, and other entertainment products are now mainstream. This presentation panel addresses strategies to achieve a unified experience in the home for consumers between smart home and connected entertainment products and services.

SPEAKERS Victor Berrios, Director, Connected Home IoT Products, Universal Electronics
Cornel Ciocirlan, CTO EMEA & VP Product Management, Commscope

Ralf Elias, VP, IoT/Global Business Development & Partnerships, Samsung
Stefan Witkamp, Founder & Commercial Director, Athom, creators of Homey

MODERATOR Kevin Meagher, European Associate, Parks Associates

14:00 Ensuring a Premium Home Network and Wi-Fi Experience

Wi-Fi penetration is nearing saturation levels. In the US, 81% of households use in-home Wi-Fi. Issues relating to connectivity and speed are the most common technical issues consumers encounter with home network routers. This session addresses what solutions are emerging to ensure stable connectivity in the home, as well as security for data.

SPEAKERS Alex Qi, Co-Founder & CEO, Mercku Inc.
Niall Robinson, VP Business Development, Plume
Susan Silveira, Director, Business Development, Wi-Fi Alliance

Bart Vercaemmen, VP and GM of Software Product Line, AirTies Wireless Networks

MODERATOR Brad Russell, Research Director, Connected Home, Parks Associates

14:45 Networking Break

Sponsored by Ayla Networks



15:15 Providing Data Security and Privacy Protection to Consumers at Home

By their nature, connected devices pose a risk to consumers' privacy. This session addresses current attitudes around data privacy as well as how companies collect and manage their data, with speakers offering insights on the best solutions and strategies to communicate these practices to consumers.

SPEAKERS Tom Gaffney, Principal Consultant, F-Secure
Steve Oetegenn, Chief Operating Officer, Verimatrix
Jim Phillipoff, Head of Business Development, Media & Entertainment, Irdeto

Razvan Todor, Director, Connected Home Security, Bitdefender

MODERATOR Chris O'Dell, Research Analyst, Parks Associates

16:00 Keynote - Data Privacy Challenges in the Smart World: Every Click Matters



Santeri Kangas, Chief Technology Officer, CUJO AI



The world is getting smarter and more accessible. In it, every click matters. Each new device and service creates a new data privacy challenge. Privacy is a crucial concern for telecoms and consumers. User data protection should be seamless and run silently in the background while securing every click and each device. This presentation addresses how we move towards a human-centric data economy.

16:30 Expanding the Role of Service Providers in the Smart Home

Service providers possess distinct advantages in selling and delivering devices and services to consumers. This session explores the unique position of service providers, including broadband, insurance, utilities, and security providers, in the smart home ecosystem and presents strategies to capitalize on consumers' needs regarding connected devices in the home.

SPEAKERS Avi Barei, Director Business Development, ULE Alliance
Stephen Eyre, VP Calix Partner Ecosystem, Calix

Anne Ferguson, Vice President, Marketing, Alarm.com
Mitch Klein, Executive Director, Z-Wave Alliance

MODERATOR Dina Abdelrazik, Senior Analyst, Parks Associates

17:30 Reception

Sponsored by Parks Associates



ROOM LOCATIONS

SALON A, B, C
Main Session

STUDIOS 3-7
Exhibit/Break Room

MIDTOWN GRILL RESTAURANT
Lunch

Smart Home: Security, Health, Energy

Residential Security

Industry Reports

- Security Adjacencies: Building on Peace of Mind Value Props 1Q 2021
- Residential Security: State of the Market 2Q 2020
- Residential Security: Alternative Sales Channels 3Q 2020
- Shifting Builder Perspectives on Home Security 1Q 2020
- 3G Sunset Challenges and Opportunities 1Q 2020
- Competition in Residential Security 4Q 2019
- Residential Security: Go-To-Market Strategies 4Q 2019
- Home Security: Market Sizing and Forecasts 4Q 2019
- Residential Security Dealers: Trends and Disruption 3Q 2019
- Battle for the Front Door: The Access Control Ecosystem 2Q 2019

Channel Research

- Security Dealer Survey (Annual)

Market Tracker

- DIY Home Security Tracker

Technology Market Assessments

- AI-Powered Security: Predictive, Proactive and Personalized 3Q 2020

Energy Management

Industry Reports

- Energy Management at Scale: Communities and MDUs 4Q 2020
- Clean Energy Trends: Electric Vehicles, Batteries, and Solar 2Q 2020

Digital Living Forecasts

- Smart Thermostats

Wellness & Independent Living

Industry Reports

- Smart Home, Healthy Home: Water, Air, and Sleep 3Q 2020
- Consumer Tech in Healthcare: Entry of the Tech Giants 2Q 2020
- Enabling Independence: Connected Solutions for Seniors and Caregivers 4Q 2019
- Smart Home Platforms for Health 2Q 2019

Consumer Analytics

Quantified Consumer

- Security Customer Acquisition, Retention, and RMR 4Q 2020
- Safe Enough: Consumer Attitudes toward Alternative Security Solutions 2Q 2020
- Security Consumer Segments, Personas, and Journeys 2Q 2020
- Security and Smart Home in Canada 2Q 2020
- Residential Security: Consumer Insights 2020 1Q 2020

360 View

- Consumer Trends and Disruption in Home Security 2Q 2019

360 Deep Dives

- DIY Disruption: Smart Products and Home Security 4Q 2019
- Smart Home: Adding Value Through Monitoring Services 4Q 2019
- The Artificially Intelligent Home 2Q 2019
- Pricing Strategies for Residential Security 1Q 2019

Digital Living Forecasts

- Home Security
- IP Cameras
- Residential Security in Europe*
- Smart Door Locks
- Video Doorbells

Consumer Analytics

Quantified Consumer

- Consumer Demand for Smart Energy Solutions 2Q 2020

360 Views

- Energy Management, Smart Home, and Utilities 1Q 2019

Consumer Analytics

Quantified Consumer

- Telehealth at Home: Use Cases and Business Models 4Q 2020
- Independent Living: Serving Aging and Chronically Ill 3Q 2020
- Health, Wellness, and Wearables 3Q 2020

360 Views

- Independent Living: Senior and Caregiver Perspectives 3Q 2019
- Connected Health at Home: Wellness and Fitness 3Q 2019

360 Deep Dives

- Virtual Care and Remote Monitoring: Connected Health at Home 4Q 2019

Smart Home Products, Devices, & Services

Industry Reports

- Convergence in the Connected Home: Smart Home and Entertainment 4Q 2020
- Breaking Smart Home Barriers: Why Consumers Don't Buy 2Q 2020
- Smart Major Appliances: Adoption and Trends 2Q 2020
- Context is King: Smart Home Video and Audio Analytic 1Q 2020
- IoT: Generating Revenue with Professional Monitoring 4Q 2019
- Insurance and the Smart Home: Applications and New Programs 4Q 2019
- Connected Home Services: Updating Modern Lifestyles 4Q 2019
- Smart Home by Design: Builders and Housing Innovations 4Q 2019
- Trends in Smart Home Data Security and Privacy 4Q 2019
- Smart Home: Multi-dwelling Unit Opportunities 3Q 2019
- Smart Home Adjacencies: Building the Ecosystem 2Q 2019
- Opportunities for LPWAN in the Consumer IoT 2Q 2019
- Race to Control the Smart Home Ecosystem: Attracting Partners 1Q 2019
- Technology Convergence and the Smart Home 1Q 2019
- Strategies for Integrating Voice in the Smart Home 1Q 2019

Channel Research

- MDUs, Home Builders, and Smart Home Technology 4Q 2019

Digital Living Forecasts

- Smart Garage Door Openers
- Smart Home Controllers
- Smart Lighting
- Smart Smoke Detectors
- Smart Sprinkler Controllers
- Smart Water Leak Detectors

Market Tracker

- Smart Home Tracker

Technology Market Assessments

- AI at the Smart Home Edge 3Q 2020

Support Services

Industry Reports

- Smart Home Solutions: Designing with Support in Mind 4Q 2020
- Onboarding and Technical Support for the Connected Home 4Q 2019

Consumer Analytics

Quantified Consumer

- Active Living and the Smart Home: Serving Boomers 4Q 2020
- Voice or Touch? Matching Use Cases with User Interfaces 3Q 2020
- Smart Home Strategy: Capturing the Value-Conscious Consumer 2Q 2020
- Digital Parenting for the IoT Generation 2Q 2020
- Smart Home Buyer Journey and User Experience 2020 1Q 2020

360 Views

- Smart Home Products and Services 2Q 2019

360 Deep Dives

- Transforming Home Insurance and Creating Consumer Value 4Q 2019
- Winning Opportunities in the Smart Home 4Q 2019
- Evaluating Service Opportunities in the Smart Home 4Q 2019
- The Smart Home: A Room by Room Analysis 4Q 2019
- Consumer Privacy: My Smart Home, My Castle 2Q 2019
- My Next Home: Demand for Smart Homes and Smart Apartments 2Q 2019
- Crossing the Chasm: Smart Home Products and Services 1Q 2019
- Smart Home Ecosystems: Driving the Smart Home Forward 1Q 2019

Smart Product Market Assessments

2020

- Network Cameras
- Smart Door Locks
- Smart Lighting
- Smart Safety Devices: Fire and Water
- Smart Thermostats
- Video Doorbells

2019

- Audio Devices
- Video Door Bells
- Smart Thermostats
- Smart Speakers and Smart Displays
- IP Cameras

Consumer Analytics

Quantified Consumer

- The Customer Journey for Connected Home Support 3Q 2020

360 View

- Supporting the Connected Consumer 4Q 2019

WEDNESDAY, 20 NOVEMBER

Engaging Consumers: Smart Home, Security, Health, and Energy Solutions

8:00 Registration and Breakfast

8:15 Welcome: Building Consumer Engagement

A connected home creates new ways to engage with consumers. Consumer engagement strategies for smart home products and systems continue to develop across multiple channels, including home builders, insurance, and traditional service providers. This opening presentation addresses key trends from Parks Associates research.

PRESENTER Brad Russell, Research Director, Connected Home, Parks Associates

8:30 Smart Home and Security: US vs. Europe

To date, security and peace of mind have been the leading consumer driver of smart home products and services. Self-installed security solutions have the potential to significantly lower the cost of security, create new monitoring use cases, and, in doing so, expand the market beyond the early stages. In the US, 22% of homes have professional monitored security so residential security is a huge business but in Europe, the average across the region is less than 4%. This session highlights key differences between the US and EU markets, including drivers and barriers for smart home and security products and services.

SPEAKERS David Ross Lindholm, Product Manager Residential Electronics, Yale EMEA, ASSA ABLOY Group
Hans Overgaard, Managing Partner, Danalock

David Rimmer, Director Business Development - Europe, Alarm.com
Rafi Zauer, Head of Marketing, Essence

MODERATOR Kevin Meagher, European Associate, Parks Associates

9:15 Keynote - Telco Perspectives: Future Vision of the Smart Home



Jean-Pierre Combe, Director Smart Home Innovation, Orange

Orange has launched several smart home and security offers over the last years and gained critical understanding of the customer journey, impact of partnerships, importance of interoperability issues, and the influence of voice controls on the connected home. This presentation addresses key findings, the evolution of telcos in providing smart home services to consumers, and the role of value-added services to move towards mass-market adoption.



9:45 Networking Break

Sponsored by Smart Energy Summit



10:15 Installation and Support: Expanding the Smart Home

Consumer onboarding experiences with connected home products and systems are critical to reducing product return rates and increasing brand loyalty. This session examines DIY and Do it For Me (DIFM) approaches to simplifying the smart home experience for consumers and the ripple effect on support business models when initial setup is transparent to the end user. Speakers share strategies to deliver support to connected consumers and how to monetize product and service reliability.

SPEAKERS Edwin Aartman, Sales Manager Benelux, Germany & Austria, Netatmo
Yuval Boger, Chief Marketing Officer, Wi-Charge
Bas Driessen, Founder/Owner, Omnimatic BV

Rishi Lodhia, Managing Director EMEA, Eagle Eye Networks
John Maguire, Chief Product Officer, Sweepr

MODERATOR Dina Abdelrazik, Senior Analyst, Parks Associates

11:00 Role of Voice in the Smart Home

Voice has made a sizeable impact in the smart home and connected CE spaces with the success of smart speakers and personal assistants. The challenge is now to extend these capabilities to other systems throughout the home, establish the role of voice alongside other interfaces in the home, and ensure these innovations are attracting new households into the smart home ecosystem. This presentation highlights the changes voice has made on the smart home concept and its appeal to smart home households versus other consumers.

PRESENTER Chris O'Dell, Research Analyst, Parks Associates

11:15 Connected Health Platforms and Independent Living Solutions

Extending a smart home platform to support connected health and telecare applications and services is a natural pathway forward for many smart home platform providers. This session addresses how sensors, wearables, wellness solutions, connected fitness, and medical devices offer new growth opportunities for the smart home industry.

SPEAKERS Paul Berney, CMO, Anthropos Digital Care
Oskar Lampel, Partner Manager, Skyresponse AB

Gweltas Radenac, IoT Program Director, Groupe HBF
John Valiton, Chief Executive Officer, Reemo Health

MODERATOR Dina Abdelrazik, Senior Analyst, Parks Associates

Strategies for Security and Smart Home

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PROGRAM GUIDE



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EVENT



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Bitdefender is a global cybersecurity and antivirus software leader protecting over 500 million systems in more than 150 countries. Since 2001, Bitdefender innovation has consistently delivered award-winning security products and threat intelligence for people, homes, businesses and their devices, networks and cloud services. Today, Bitdefender is also the provider-of-choice, used in over 38% of the world's security solutions. Recognized by industry, respected by vendors and evangelized by our customers, Bitdefender is the cybersecurity company you can trust and rely on. www.bitdefender.com



Plume

Plume is the creator of the world's first Smart Home Service platform. As the only open and hardware-agnostic solution, Plume enables immediate delivery of services at a massive scale. Plume's rapidly expanding services bundle which includes Plume Adaptive WiFi™, HomePass®, and AI Security™ is managed by the Plume Cloud, a data- and AI-driven cloud controller currently running the largest software-defined network in the world. Plume leverages OpenSync™, an open-source framework which integrates into a broad set of silicon & platform SDKs for connection to the Plume Cloud. www.plume.com



The **ULE Alliance** promotes the ULE technology as a leading infrastructure and standard for home wireless networks. The ULE technology is truly secure, enables long range, very easy to install and maintain, stable wireless networking solutions for homes, buildings and campuses. The Alliance assists its members in developing IoT solutions that build on ULE's technological superiority and market benefits and has 140+ members, with promoter members: DECT Forum, DSP Group, and VTech Telecommunications Ltd., and contributor member companies: Arcadyan, AVM, Crow, Deutsche Telekom, DEKRA, Dialog Semiconductor, Gigaset, Howdens, Intel, Jazz Hipster, Ooma, Panasonic, RTX, Sercomm, and SGW Global. www.ulealliance.org



Universal Electronics Inc. (NASDAQ: UEIC) is the worldwide leader in universal control and sensing technologies for the smart home. Its broad portfolio of patents includes QuickSet® software that utilizes the world's most complete knowledge graph to detect and interact with thousands of entertainment and smart home devices. The company designs, develops, and manufactures innovative products that are used by the world's leading brands in the audio, video, subscription broadcasting, connected home, home energy management, and mobile device markets. UEI's many first-to-market innovations have helped transform the home entertainment control, home security, and home energy management and sensing industries. www.uei.com



Verimatrix (Euronext Paris – VMX) is a global provider of security and analytics solutions that protect devices, services and applications across multiple markets. Many of the world's largest service providers and leading innovators trust Verimatrix to protect systems that people depend on every day for mobile apps, entertainment, banking, healthcare, communications and transportation. Verimatrix offers easy-to-use software solutions, cloud services and silicon IP that provide unparalleled security and business intelligence. Proud to empower and protect its customers for more than two decades, Verimatrix serves IoT software developers, device makers, semiconductor manufacturers, service providers and content distributors. www.verimatrix.com

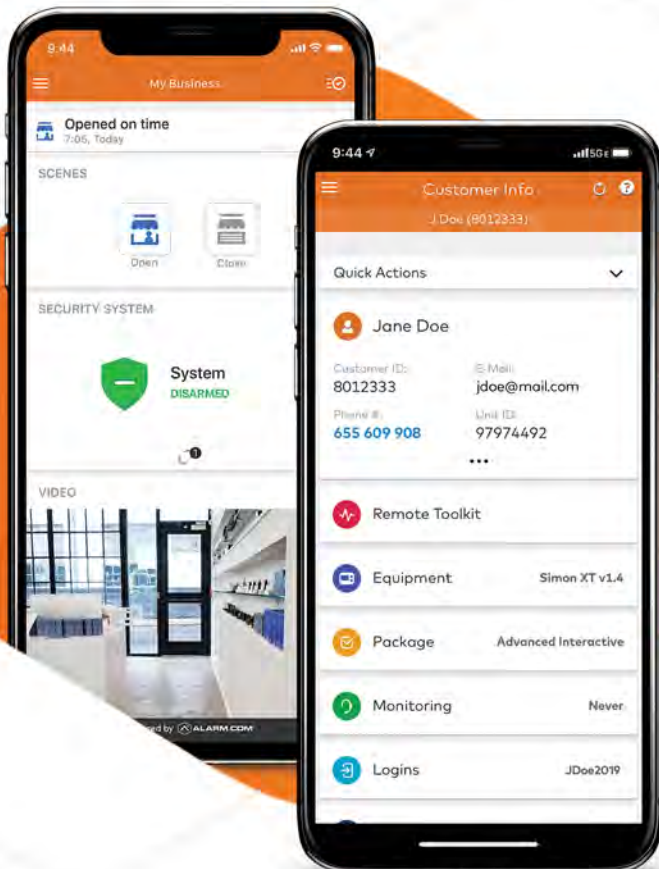


Yale is the leading brand in locks we have been making locks since 1840 we have millions of product combinations globally ranging from mechanical locks, smart products like alarms, indoor and outdoor cameras to door solutions to connected smart locks We sell to millions of consumers and businesses in more than 125 countries. Our smart locks are modular, so we can work with a number of different ecosystems Just swap out the wireless module and our locks will work with trusted Partners like the Google Assistant, Amazon Alexa and will open doors to opportunities in short holiday rental home services like delivery, home care and any professional services. www.yalelock.com

BREAK



Ayla Networks is IoT platform-as-a-service company, a leading provider of edge connectivity, device management and application enablement for the Internet of Things (IoT). Ayla enables the world's largest companies, including makers of smart home devices as well as commercial equipment, to connect any device, on any cloud, to any application. By leveraging the Ayla IoT™ platform, customers are able to quickly productize future-proofed, secure, connected products, while making device data usable for ongoing analytic insights and support for advanced business applications. Many of the world's leading brands including Best Buy, Kenmore, Hamilton Beach, Fujitsu, Shark Ninja and De'Longhi run on Ayla IoT. www.aylanetworks.com



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COFFEE



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REASONS TO ATTEND

INSIGHTS from the leading analyst team covering connected devices, entertainment services, the Internet of Things, and the smart home

THE ONLY INDUSTRY EVENTS THAT CONNECT the Internet of Things and the connected home **with decades of consumer research and industry expertise**

NETWORKING with top smart home, service, security, and entertainment companies

FORWARD-THINKING SESSIONS on future trends and business opportunities for all players in the connected home ecosystem

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January 7, 2020—Las Vegas, NV

Smart Energy Summit: Engaging the Consumer

February 17-19, 2020—Austin, TX

CONNECTIONS™: The Premier Connected Home Conference

May 19-21, 2020—San Francisco, CA

Connected Health Summit: Independent Living & Wellness

September 1-3, 2020—San Diego, CA

CONNECTIONS™ Europe: Strategies for Security and Smart Home

November 2020—Amsterdam, The Netherlands

www.parksassociates.com | eli.lund@parksassociates.com | 972.490.1113

The 2020 CONNECTIONS™ Summit features panels examining successful consumer-focused strategies in designing and deploying IoT, smart home, and connected CE and health solutions.

Agenda

- 9:00 AM** Smart Home Platforms: Creating New Experiences
- 10:00 AM** Privacy and Security: Protecting Consumers
- 11:00 AM** Disruption in Home Security: Smart Home Convergence
- 12:15 PM** Independent Living and Wellness: Smart Home Tech
- 1:15 PM** Home Networks: Wi-Fi, 5G, and Mesh
- 2:00 PM** Energy Management Solutions: Smart Home Crossover
- 3:15 PM** Installation and Support: Next-Gen Smart Home Services
- 4:15 PM** Distribution: Builders, Broadband, Security, Retail, and Insurance
- 5:30 PM** Networking Reception

Reasons to Attend

Learn about emerging business strategies, consumer trends, and new partnerships

Network with over 500 top executives in IoT and the smart home

Meet with the Parks Associates analyst team and hear consumer trends, industry analysis, and market projections

Gain exposure to crossover opportunities with new industries serving the connected home

Hear case studies and monetization strategies for connected devices, value-added services, and new user interfaces

Register Today!

www.connectionssummit.com

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PROGRAM GUIDE



EVENT






SPECIAL PROMO



AGENDA-AT-A-GLANCE

TUESDAY, 19 NOVEMBER

Next Stages of Smart Home Development

- 8:00** Registration & Breakfast
- 8:15** Welcome and Opening Comments
- 8:30** **Evolution of the Smart Home: Gaining Traction**
eQ-3 • NAGRA • Resideo • Robert Bosch Smart Home GmbH • Universal Electronics Inc.
- 9:30** **Keynote - Integrated Smart Services: Key Drivers for Telcos**
Thomas Rockmann, Vice President, Consumer IoT, Deutsche Telekom AG 
- 10:00** **Networking Break**
Sponsored by Wi-Charge 
- 10:30** **Smart Home Platforms: Enabling Solutions and Expanding Value**
Ayla Networks • IMONT Technologies Limited
MMB Networks • Olisto • Overkiz • Wonderwall
- 11:30** **Keynote - The 5 Levels of Smart Home**
Charlie Kindel, Chief Product and Technology Officer, SnapAV 
- 12:00** **Networking Lunch**
Sponsored by CONNECTIONS™ 
- 13:00** **Home Connectivity: Smart Home and CE: Converging Ecosystems**
Athom, creators of Homey • Commscope • Samsung
- 14:00** **Ensuring a Premium Home Network and Wi-Fi Experience**
AirTies Wireless Networks. • Mercku Inc. • Plume
Wi-Fi Alliance
- 14:45** **Networking Break**
Sponsored by Ayla Networks 
- 15:15** **Providing Data Security and Privacy Protection to Consumers at Home**
Bitdefender • F-Secure • Irdeto • Verimatrix
- 16:00** **Keynote - Data Privacy Challenges in the Smart World: Every Click Matters**
Santeri Kangas, Chief Technology Officer, CUJO AI 
- 16:30** **Expanding the Role of Service Providers in the Smart Home**
Alarm.com • Calix • ULE Alliance • Z-Wave Alliance
- 17:30** **Reception**
Sponsored by Parks Associates 

WEDNESDAY, 20 NOVEMBER

Engaging Consumers: Smart Home, Security, Health, and Energy Solutions

- 8:00** Registration & Breakfast
- 8:15** **Welcome: Building Consumer Engagement**
- 8:30** **Smart Home and Security: US vs. Europe**
Alarm.com • Danalock • Essence
Yale EMEA, ASSA ABLOY Group
- 9:15** **Keynote - Telco Perspectives: Future Vision of the Smart Home**
Jean-Pierre Combe, Director Smart Home Innovation, Orange 
- 9:45** **Networking Break**
Sponsored by Smart Energy Summit 
- 10:15** **Installation and Support: Expanding the Smart Home**
Eagle Eye Networks • Netatmo • Omnimatic BV
SweepR • Wi-Charge
- 11:00** **Role of Voice in the Smart Home**
- 11:15** **Connected Health Platforms and Independent Living Solutions**
Anthropos Digital Care • Groupe HBF • Reemo Health
Skyresponse AB
- 12:00** **Networking Lunch**
Sponsored by CONNECTIONS™ Summit 
- 13:00** **Driving Incremental Revenue through Value-Added Services**
- 13:15** **Energy Management Solutions: Unlocking Value**
Eliq • PassivSystems
- 13:45** **Insurance and Smart Home Products**
Allianz Partners • Cozify Oy • FireAngel Safety
Technology Group PLC • Roost Labs • Yonomi
- 14:45** **Networking Break**
Sponsored by Consumer Analytics 
- 15:00** **Partnering for Success: Next Stage of Growth**
Cirrent • Silicon Labs • Virgin Media
- 16:00** **Investing in the Smart Home: Future Tech**
KPN Ventures • SET Ventures
- 16:45** **Closing Comments**

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ROOM LOCATIONS

SALON A, B, C
Main Session

STUDIOS 3-7
Exhibit/Break Room

MIDTOWN GRILL RESTAURANT
Lunch