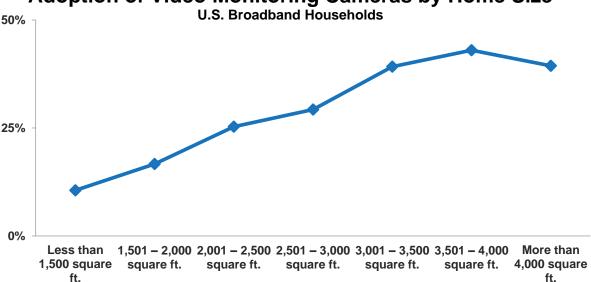


# Consumer Adoption and Use of IP Cameras

SERVICE: CONNECTED HOME SYSTEMS AND SERVICES

3Q 2016

# **Adoption of Video Monitoring Cameras by Home Size**



© Parks Associates

### **SYNOPSIS**

This **360 View Update** provides an overview of the market for IP/networked cameras, tracks their rising popularity, and uncovers the trends driving growth in this product category. It profiles current owners and their video storage abilities as well as consumers planning to buy an IP camera in order to identify the target households for this market and which features and use cases are resonating. It lists the top brands and analyzes the role of security and retail channels in driving product sales and future intentions. The research also features concept testing to determine the most desirable networked security camera based on the presence of specified attributes.

#### **ANALYST INSIGHT**

"Increased consumer awareness and interest in networked security cameras owes much to price and product improvements, smartphones, and security providers, which offer smart home adjacencies such as IP cameras with their core offerings. These providers report that IP cameras are the most sought-after option for a householder acquiring a security system."

— Brad Russell, Research Analyst, Parks Associates

Number of Slides: 69

Consumer Analytics Team



Yilan Jiang, Manager of Consumer Research



David Mitchel, Research Analyst



Katherine Li, Researcher

#### **Industry Analysts**



Tom Kerber, Director, Research, Home Controls & Energy



Barbara Kraus, Director, Research





# Consumer Adoption and Use of IP Cameras

SERVICE: CONNECTED HOME SYSTEMS AND SERVICES

3Q 2016

# **CONTENTS**

# **Industry Insight**

Features on Selected IP Cameras 1Q 2016

## **Key Findings**

#### Recommendations

#### **All Video Cameras**

- · Video Monitoring Camera Ownership
- Adoption of Video Monitoring Cameras by Home Size (Q4/15)

# **Network Security Cameras**

- Networked Camera Adoption Rate
- IP Cameras: Stand Alone Device vs. System Purchases (4Q 2015)
- Networked Camera: Device Purchases
- Networked Cameras: Top Five Brands Purchased in Year (2014 - 2015)
- Average Selling Price of a Networked Camera (2014 - 2015)
- Networked Cameras: Type of Retailer (2014 - 2015)
- Networked Camera: Retailer Purchased From (Q4/15)
- Networked Cameras: Stand-alone Devices vs. Home Systems (2014 - 2015)
- % of Stand-alone Networked Cameras That Are Self-Installed vs. Professionally Installed (2014 - 2015)
- IP Camera Owner Demographics (Q4/15)
- Agreement with "I worry about the physical security of my family and home." (4Q 2015)

# **Video Storage**

 Networked Cameras: Viewing and Recording Capabilities (2014 - 2015)

- Recording/Viewing Capabilities of Networked Security Cameras by Age (Q4/15)
- Networked Cameras: Viewing and Recording Capabilities by Brand (Q4/15)
- Networked Cameras: Method of Storing Video Recordings (2014 - 2015)
- Networked Cameras: Method of Storing Video Recordings by Most Recently Purchased Brand (Q4/15)
- Networked Cameras: Payment of Storage Fees (2014 - 2015)
- Payment of Storage Fees for Recorded Video by Age (Q4/15)
- Networked Cameras: Payment of Storage Fees by Most Recently Purchased Brand (Q4/15)
- Networked Cameras: Average Monthly Payment of Storage Fees by Brand

#### Intentions to Purchase

- Networked Camera: Purchase Intention (2014 - 2015)
- Relationship of Attitudes to Intent to Purchase Networked Security Camera (Q4/15)

# **Concept Testing (Conjoint Analysis)**

- Importance of Networked Security Camera Features (Q4/15)
- Importance of Networked Security Camera Attributes by Utility Scores (Q4/15)
- Price Sensitivity of Recurring Fee (Q4/15)
- Market Share of 3 Product Models (Q4/15)
- Market Share of 2 Product Models (Q4/15)
- Price Sensitivity of Camera Upfront Cost
- Consumer Choices of Camera Upfront Cost
- Market share of the three product models by importance of networked security camera features.





# Consumer Adoption and Use of IP Cameras

SERVICE: CONNECTED HOME SYSTEMS AND SERVICES

3Q 2016

## **ATTRIBUTES**

**Parks Associates** 

15950 N. Dallas Pkwy Suite 575 Dallas TX 75248 parksassociates.com sales@parksassociates.com PHONE 972.490.1113 Toll free 800.727.5711 FAX 972.490.1133

Authored by Barbara Kraus, Yilan Jiang, Tom Kerber, David Mitchel, and Katherine Li Executive Editor: Jennifer Kent

Published by Parks Associates

© 2016 Parks Associates | Dallas, Texas 75248

All rights reserved. No part of this book may be reproduced, in any form or by any means, without permission in writing from the publisher.

Printed in the United States of America.

## **DISCLAIMER**

Parks Associates has made every reasonable effort to ensure that all information in this report is correct. We assume no responsibility for any inadvertent errors.

