

## The Evolving Market For Streaming Media Devices

By Barbara Kraus, Director, Research, Parks Associates 2Q 2014

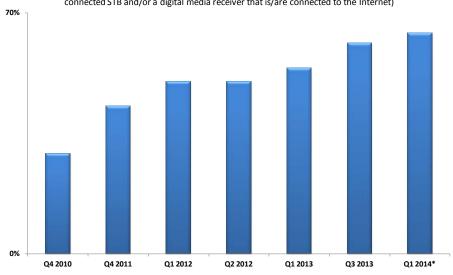
#### **Synopsis**

#### This report tracks the rapidly evolving market for alternative set-top box devices, such as Apple TV and Roku, which threaten set-top boxes provisioned by pay-TV providers. As devices adopt pay-TV apps (e.g., Roku features a Time Warner Cable app), the pay-TV industry must consider that the video user experience and interface may be controlled by a third party. This report includes a five-year unit forecast as well as evolutionary points.

#### Households with Internet-connected CE

#### U.S. Households with Internet-Connected CE (2010-2014)

(U.S. broadband households with a connected smart TV, connected Blu-ray player, connected game console, connected STB and/or a digital media receiver that is/are connected to the Internet)



<sup>\*</sup> Note: Google Chromecast Dongle was included to Q1 2014 results. © Parks Associates

Publish Date: 2Q 14

"Streaming media devices enjoyed robust growth in 2013, signaling not only an increase in broadband household OTT streaming but the success of business models offering the latest innovations at a low price," said Barbara Kraus, director, research, Parks Associates.

#### **Contents**

#### The Bottom Line

#### 1.0 Report Summary

- 1.1 Purpose of the Report
- 1.2 Data Sources

#### 2.0 Streaming Media Devices

#### 3.0 Consumer Adoption and Usage

- 3.1 Internet-to-TV Connections
- 3.2 Connected TV Device Penetration
- 3.3 Connected TV Device Usage
- 3.4 Pay-TV Subscription Penetration

#### 4.0 The Current State of the Industry

- 4.1 Streaming Media Device Brand Sales
- 4.2 Streaming Media Device Brand Usage

#### 5.0 Industry Trends and Innovation

- 5.1 Dual-Purpose STBs
  - 5.1.1 Pay-TV Apps on Streaming Devices
  - 5.1.2 Discovery and Interface Software
  - 5.1.3 IPTV STBs
  - 5.1.4 The Pay-TV Perspective



### The Evolving Market For Streaming Media Devices

By Barbara Kraus, Director, Research, Parks Associates 2Q 2014

5.2 TV Software

5.3 4K/UHD

5.4 Winning in the Marketplace

5.4.1 Consumer Adoption

5.4.2 Business Strategies

#### 6.0 Streaming Media Device Forecast

6.1 Methodology

6.2 Global Forecast

#### 7.0 Implications

#### Index

#### **Figures**

U.S. Households with Internet-Connected CE

U.S. Households with Internet-Connected CE by Age Group

Home Entertainment Product Adoption

Percent of BB HH Connecting CE Devices to the Internet

Most Frequently Used Connected CE Device

Percent of Device Connected to the Internet

Total Numbers of Connected CE Devices in Use

Reasons for Using a Connected CE Device More than Others

Reasons for Using a Connected CE Device More than Others by Device Category

Video Content Watched on Most Used Connected CE Device

Percentage of Broadband Households with a Pay-TV Service Subscription

Pay TV Subscription Trends (2010 - 2014)

Examples of Industry Players and Products

2013 Purchases of Streaming Media Devices by Brand

Percent of Purchase Trends for Roku and Apple TV

Why Roku Outsells Apple in the U.S.

2013 Purchases of Streaming Media Devices by Brand, Including Google Chromecast

Reasons for Using a Streaming Media Device Brand

Brand of Streaming Media Device Used Most Often

Google Chromecast Usage

Time Warner Cable App on Roku Device

Fan TV Interface with TWC Programming

Potential Android TV Interface

Service Differentiation Elements

Streaming Media Device Features Comparison

2013 Online Sales for the Top 14 E-Commerce Retailers

Streaming Media Device Forecast Methodology

Global Streaming Media Device Unit Sales Forecast

Regional Streaming Media Device Unit Sales Forecast

Regional Streaming Media Device Unit Sales Growth Trends Forecast

U.S. Streaming Media Device Unit Sales Forecast

U.S. Streaming Media Device BB HH Penetration Forecast

© 2014 Parks Associates. All rights reserved.



# **The Evolving Market For Streaming Media Devices**

By Barbara Kraus, Director, Research, Parks Associates 2Q 2014

Attributes	
Parks Associates	Authored by Barbara Kraus
15950 N. Dallas Pkwy	Executive Editor: Tricia Parks
Suite 575	Published by Parks Associates
Dallas, TX 75248	
	© June 2014 Parks Associates
800.727.5711 toll free	Dallas, Texas 75230
972.490.1113 phone	
972.490.1133 fax	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.
parksassociates.com	
sales@	Printed in the United States of America.
parksassociates.com	
	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.