

# **Support Services for the Connected Home**

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By Patrice Samuels, Senior Analyst, Parks Associates

#### **Synopsis Devices in Households** As the connected home Total Average Number of Connected Devices Per U.S. Broadband Households ecosystem continues to grow and the technical Average number of connected heath devices complexity of 12.0 Average number of connected smart home devices broadband households Average number of connected CE devices increase, the technical support needs of consumers change. This report examines consumer support needs for new and 6.0 emerging connected devices along with the various approaches to problem solving among consumers. It also details support service trends and forecasts 2015 2016 2017 2018 the revenue opportunity © Parks Associates for premium technical support services.

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"Consumer support needs to evolve with the addition of complex connected devices, the number and types of problems encountered with these devices, and attitudes towards self-support versus the use of professional resources for problem solving," said Patrice Samuels, Senior Analyst, Parks Associates.

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Average Number of Connected Devices per U.S. BB HH (2015 – 2018)

Computing and Entertainment Device Adoption

Number of Connected Health Devices Owned (2013 - 2018)

**Smart Home Device Adoption** 

CE Device: Number of Technical Problems Experienced (Q1/18)

Device Problems Computing, Entertainment, and Emerging Devices (2018) Smart Home Device: Number of Technical Problems Experienced (Q1/18)

Smart Home Devices: Technical Problems (Q1/18)

Problems Setting Up Devices by Smart Home Device (2015 - 2018)

Problems Setting up Devices by Smart Home Device, Cont'd (2015 - 2018)

CE Device: Actions Taken After Experiencing Problems (Q1/18)

Smart Home Device: Actions Taken After Experiencing Technical Problems (Q1/18)

CE Device: Payment for Professional Support (2014 - 2018)

Smart Home Device: Payment for Professional Support (2015 - 2018) CE Device: Subscription Technical Support Service Adoption (2012 - 2018)

Service Offerings From Consumer Technology Brands Market Share for Technical Support Subscriptions (Q1/18)

Best Buy Smart Home Support Services Verizon Smart Home Support Services

Independent Provider - Premium Smart Home Support Services

Amazon - Premium Smart Home Support Services

Network Monitoring Providers - Premium Smart Home Support Services

**Smart Home Support Providers** 

Forecast Methodology - Setup and Installation Services

Total Revenue - Setup and Installation Services

Forecast Methodology - One-time Support Services

Total Revenue - One-time Support Services

Forecast Methodology - Subscription Support Services

Total Revenue - Subscription Support Services

Total Revenue - Consumer Premium Technical Support Services

## **List of Companies**

Amazon Lenovo

Angie's List / Home Advisor Level Up Your Home

Apple Linksys



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Asus AT&T Avast

AVG Axius

B8ta Stores Best Buy Blink

CenturyLink Comodo

Cox Communications

CSS Corp CUJO Dell ecobee Eero

Enjoy Frontier Google

Google Assistant

Handy HelloTech Hive HP LogicNets McAfee

Microsoft Minim NETGEAR

Norton/Symantec
Office Depot

OneVision Resources OnProcess Technologies

Porch.com

Puls

Radialpoint Ring Samsung

SimpliSafe Siri Staples Support.com

Takl

TaskRabbit
Thermostats
Trusource Labs

Verizon Vivint

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