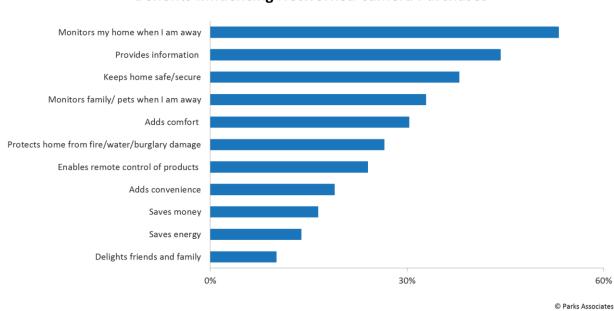
SMART PRODUCT ARKET ASSESSMENTS

Networked Cameras

Q4 2020



Benefits Influencing Networked Camera Purchases

Consumer Analytics Team



Yilan Jiang, Director



Keshav Jaiswal, **Consumer Insights** Analyst II

60%

Xiaofan Tan, Consumer Insights Analyst I



Sharon Jiang, Intern

Industry Analyst



Patrice Samuels, Senior Analyst

Smart Product Market Assessments provide a comprehensive and deep analysis of a single smart product market. Parks Associates analysts identify key market drivers and barriers and assesses market growth via topline market forecasts. This research includes consumer data for each product, including trending data across years and deep dive questions on product usage, pain points, and preferences.

Networked Cameras Market Assessment addresses the following major questions.

1) How big is the networked camera market in the U.S. currently and what is the market's projected growth over the next 5 years?

2) What is driving market growth? What barriers exist to growth?

3) Who are the key players and what does the video doorbell landscape look like?

4) What features and factors influence consumers' purchasing decisions?

5) What are the key elements impacting the user experience?

Number of Slides: 82



SMART PRODUCT MARKET ASSESSMENTS

Networked Cameras

Q4 2020

CONTENTS

Smart Product Market Assessments

Survey Methodology

Definitions

Executive Summary

- Industry Insight
- Networked Camera Ownership
- Networked Camera: Channel Purchase Location (2015 - 2019)
- Smart Security & Safety Devices: Self-Installation
- Networked Camera: Replacement Cycle
- Networked Camera: Importance of AI Capabilities
- Preferred Pricing Model for AI Capabilities
- Networked Camera* Ownership by Security System Ownership Groups

Market Landscape

- Brand of Networked Camera Owned
- Key Players to Note
- 2020 Product Releases and Announcements
- Latest Networked Camera Models and Pricing
- Feature Comparison of Select Networked Camera Competitors
- Market Drivers
- Market Barriers
- Assumptions Impacting Year-end Sales
 Outcomes
- Forecast Methodology for Smart Devices
- US Forecast Standalone Networked Cameras - Annual Unit Sales (#M)

- US Forecast Standalone Networked Cameras - Annual Sales Revenue at Enduser Value (\$M)
- US Forecast All-in-one Camera Systems -Annual Unit Sales (#M)
- US Forecast All-in-one Camera Systems -Annual Sales Revenue at End-user Value (\$M)

Market Awareness, Perception and Adoption

- Smart Home Device Ownership
- Networked Camera Ownership
- Top 5 Smart Home Device Adoption
- Networked Camera: Familiarity, Perceived Value, and Affordability
- Demographic Breakdown of Networked Camera Owners
- Housing Profile of Networked Camera
 Owners

Purchases

- Networked Camera Purchases
- Networked Camera: Average Selling Price
- Networked Camera: Channel Purchase Location (2015 2019)

Buyer Journey

- Buyer Journey Stages
- Networked Camera: Replacement Cycle
- Benefits Influencing Networked Camera Purchases
- Triggers for Purchasing Networked Camera
- Purchase Process of Networked Camera
- Actions Taken Prior Purchase of a Networked Camera
- Purchase Timeline for Networked Camera
- Attitude on Networked Camera Purchase



SMART PRODUCT MARKET ASSESSMENTS

Networked Cameras

Q4 2020

Purchase Intention

- Networked Camera: Purchase Intention
- Networked Camera: Preferred Purchase Channels
- Smart Home Device Purchase Inhibitors
- Smart Home Device Purchase Incentives
- Purchase Price Threshold for Smart Home Devices

Device Installation and Technical Support

- Smart Security & Safety Devices: Self-Installation (2018 - 2019)
- Smart Home Device Setup Method
- Smart Home Devices: Difficulty with Setup by Device
- Future Setup Preference for Networked Camera
- Smart Home Devices: Technical Problems Experienced
- Networked Camera: Technical Problems Experienced
- Resolution of Technical Problems by Device

User Experience and Services

- · Networked Camera: Control Method
- Networked Camera: Area of Installation
- Networked Camera: Area/Person Monitored
- Networked Camera: Method of Video Storage
- Networked Camera: Access to Free Video Storage
- Networked Camera: Monthly Fee for Video Storage
- · Networked Camera: Must Have Features
- Networked Camera: Preferred Type of Recording

- Networked Camera: Importance of AI Capabilities
- Preferred Pricing Model for AI Capabilities
- Interest in Smart Delivery Services by Networked Camera Ownership
- Smart Access Control Device Ownership by Networked Camera Ownership
- Preferred Smart Delivery Service Solution by Networked Camera Ownership
- Change in Use of Networked Camera Due to COVID-19 Crisis
- Increased Interest in Smart Home Solutions Due to COVID-19 Crisis by Networked Camera Ownership

Networked Cameras and Security Systems

- Networked Camera Ownership by Security System Ownership Groups
- Incentives That May Reduce Professional Monitoring Churn Rate
- · Preferred Security System Features
- Networked Camera Purchase Intention by Security System Ownership
- · Security-Related Incidents

Appendix

SMART PRODUCT MARKET ASSESSMENTS

Networked Cameras

Q4 2020

ATTRIBUTION

Parks Associates 5080 Spectrum Drive Suite 1000W Addison, TX 75001 parksassociates.com sales@parksassociates.com PHONE 972.490.1113 Toll free 800.727.5711

Published by Parks Associates

© 2021 Parks Associates | Addison, Texas 75001

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.

