Strategies for Security and Smart Home

19-20 Nov 2019
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PROGRAM GUIDE

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Welcome to CONNECTIONSTM 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 CONNECTIONSTM 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 CONNECTIONSTM 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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**TUESDAY, 19 NOVEMBER**

9:30

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**Integrated Smart Services: Key Drivers for Telcos**

Deutsche Telekom AG

Thomas Rockmann, Vice President, Consumer IoT

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11:30

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**The 5 Levels of Smart Home**

SnapAV

Charlie Kindel, Chief Product and Technology Officer

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16:00

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**Data Privacy Challenges in the Smart World: Every Click Matters**

CUJO AI

Santeri Kangas, Chief Technology Officer

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**WEDNESDAY, 20 NOVEMBER**

9:15

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**Telco Perspectives: Future Vision of the Smart Home**

Orange

Jean-Pierre Combe, Director Smart Home Innovation
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
          Gabriel Wetzel, CEO, Robert Bosch Smart Home GmbH
          Arsham Hatambeiki, SVP Product & Technology, Universal Electronics Inc.
          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

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 Luftin, 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 CONNECTIONSTM 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 CONNECTIONSTM
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

**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

**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

**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.

**SPEAKERS**
- Razvan Todor, Director, Connected Home Security, Bitdefender

**MODERATOR**
Chris O’Dell, Research Analyst, Parks Associates

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 Barel, Director Business Development, ULE Alliance
- Stephen Eyre, VP Calix Partner Ecosystem, Calix

**MODERATOR**
Dina Abdelrazik, Senior Analyst, Parks Associates

17:30  **Reception**
Sponsored by Parks Associates
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

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 2Q 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

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

Consumer Analytics

Quantified Consumer
- Consumer Demand for Smart Energy Solutions 2Q 2020

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

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
- 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

* Denotes cross-category deliverable | Schedule subject to change
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

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

Support Services

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

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
12:00  Networking Lunch  
Sponsored by CONNECTIONSTM Summit

13:00  Driving Incremental Revenue through Value-Added Services
This brief research presentation highlights ways that value-added services like energy, health, and support services can drive incremental revenue. It highlights partnerships in the industry enabling innovative offerings to consumers and providing value-added services.

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

13:15  Energy Management Solutions: Unlocking Value
A smart home where multiple devices are controlled in coordination maximizes energy savings and gives consumers new insights into the efficiency and operation of their home devices. With electric vehicles, battery storage systems, and residential solar gaining momentum, combined with the growth of zero energy homes and the higher number of connected devices entering the home, the opportunity for these solutions to work together in a holistic home energy management system is needed. Speakers in this session present the multiple product categories active in the home and how crossover use cases can lead to new and valuable energy management scenarios.

SPEAKERS  Håkan Ludvigson, CEO, Eliq  
Tom Veli, Professional Services Manager, PassivSystems

MODERATOR  Chris O’Dell, Research Analyst, Parks Associates

13:45  Insurance and Smart Home Products
Home insurance carriers can leverage the IoT and smart home to engage consumers, secure new revenue growth, and defend against emerging threats. This session examines trends in the US and EU and outlines successful business strategies for insurers entering the smart home market.

SPEAKERS  Aurelien Couderc, International Business Development Manager - Smart Home & Utilities, Allianz Partners  
David Smart, Business Development Director, EMEA, Roost Labs

Kimmo Ruotioistenmäki, CEO, Cozify Oy  
David Vigor, Business Development, Yonomi

Nick Rutter, Chief Product Officer, FireAngel Safety  

Technology Group PLC

MODERATOR  Kevin Meagher, European Associate, Parks Associates

14:45  Networking Break  
Sponsored by Consumer Analytics

15:00  Partnering for Success: Next Stage of Growth
Companies in the smart home space have made great strides over the past few years in deploying new smart home and security products. This session addresses execution of partnerships and the value of companies coming together to provide an integrated, cohesive offering to consumers.

SPEAKERS  Karen Faughnan, Senior Manager - Consumer Propositions, On Demand Content & GTM, Virgin Media  
Joep van Eijden, European Smart Home Business Development Director, Silicon Labs

Stephen Goldstein, SVP, Business Development & Partnerships, Cirrent

MODERATOR  Dina Abdelrazik, Senior Analyst, Parks Associates

16:00  Investing in the Smart Home: Future Tech
Acquisitions, mergers, and strategic investments have been an important driver within the smart home industry over the past two years. In this session, venture capital and investment experts discuss the leading areas of investment within the smart home industry, identifying priorities among investors and future investments within emerging technology like blockchain and AI.

SPEAKER  Samir Ahmad, Investment Manager, KPN Ventures  
Anton Arts, Managing Partner, SET Ventures

MODERATOR  Kevin Meagher, European Associate, Parks Associates

16:45  Closing Comments
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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

EVENT
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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](http://www.aylanetworks.com)

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Wi-Charge is the leader in long-range wireless power. Our goal is to enable automatic charging, from a distance, of phones, IoT and other smart devices. Our patented infrared wireless power technology can safely deliver several watts of power to client devices at room-sized distances and beyond. This unique way of wire-free energy delivery allows the deployment of new smart devices without the mobility constraints of power cables and without the power constraints of batteries. Wi-Charge award-winning products are used by forward-thinking vendors to create new experiences for smart homes and businesses. [www.wi-charge.com](http://www.wi-charge.com)

MMB Networks delivers the Internet to the Things. Recently named in Deloitte’s 2018 Technology Fast 50 | 500 lists, MMB is accelerating the growth of the Internet of Things. By enabling customers to rapidly bring connected products and services to market, MMB delivers easy access to new market opportunities through industry-leading interoperability. MMB Networks offers a full suite of IoT hardware and software products, all built around our core embedded networking software platform — RapidConnect. RapidConnect is an embedded application that automates connectivity and dramatically reduces time-to-market. Built on years of product development and deployment experience, RapidConnect provides our customers with robust, real-world networking with interoperability across major IoT platforms, protocols, and devices. [www.mmbnetworks.com](http://www.mmbnetworks.com)

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Engaging the Consumer
February 17-19, 2020—Austin, TX

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May 19-21, 2020—San Francisco, CA

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September 1-3, 2020—San Diego, CA

**CONNECTIONS™ Europe:** Strategies for Security and Smart Home
November 2020—Amsterdam, The Netherlands

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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**

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

**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
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 • Wondrwall
11:30 Keynote - The 5 Levels of Smart Home
Charlie Kindel, Chief Product and
Technology Officer, SnapAV
12:00 Networking Lunch
Sponsored by CONNECTIONSTM
13:00 Home Connectivity: Smart Home and CE:
Converging Ecosystems
A Thom, creators of Homey • CommScope • Samsung
14:00 Ensuring a Premium Home Network and
Wi-Fi Experience
Air Ties 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 • Omnomatic 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 CONNECTIONSTM Summit
13:00 Driving Incremental Revenue through
Value-Added Services
Eliq • PassivSystems
13:15 Energy Management Solutions: Unlocking Value
Elig • 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

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