WORKSHOP # 4
CONCLUSIONS & PROPOSALS

“THE APPLICATION OF STANDARDS COVERING SMART HOMES, CONNECTED AND ELMech TECHNOLOGIES”
Explore the market issues:
• Many product standards to comply with
• Standards relate to products not connected systems
• Rate of change of technology is accelerating – need to ensure that standards keep up
• Low cost market entrants, questionable performance/safety

AGREE – is this a major issue for ARGE?

Review current standardisation status:
• What standards are in place?
• What standards are under development?
• Do we know what national associations are planning?
• Are there good examples of national initiatives?

AGREE – is our industry in shape?

Workshop output:
• Establish if this is an industry issue that ARGE needs to engage with
• Key opportunities where ARGE can take action
• What do we think that ARGE could achieve?
• How should we organise ourselves
## Technology Driving Change

<table>
<thead>
<tr>
<th></th>
<th>2003</th>
<th>2010</th>
<th>2015</th>
<th>2020</th>
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</thead>
<tbody>
<tr>
<td><img src="image.png" alt="Image of a connected device" /> World Population</td>
<td>6.3 billion</td>
<td>6.8 billion</td>
<td>7.2 billion</td>
<td>7.6 billion</td>
</tr>
<tr>
<td>Connected Devices</td>
<td>500 million</td>
<td>12.5 billion</td>
<td>25 billion</td>
<td>50 billion</td>
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</tbody>
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Mobile Internet and Internet of Things

Convenience, functionality, data driving change

Software, data and service lead the market

New devices appearing constantly!
Our Market Landscape Will Change

Need to embrace change or miss out

€5 billion 2014

€26 billion by 2019
The Role of Hardware Manufacturers is Changing

- Technology and marketing co’s lead
- Market driven by data content and software
- Hardware manufs lose influence
- Hardware manufs. relegated to component supplier
Share of Smart Home Market

2014

- Security: 29%
- Lighting: 6%
- Energy Management: 9%
- Entertainment: 5%
- Heating, ventilating, air conditioning: 5%

2020

- Security: 56%
- Lighting: 26%
- Energy Management: 4%
- Entertainment: 4%
- Heating, ventilating, air conditioning: 2%

We know that security is valued by consumers

OPPORTUNITY – make SECURITY part of home systems

Source: EU Samsung product innovation team research 2015

We know that security is valued by consumers

OPPORTUNITY – make SECURITY part of home systems

Source: EU Samsung product innovation team research 2015
Scope of Home System Standard

- We need to consider the following system elements:
  - Mechanical performance
  - Electrical performance (wired)
  - Data performance
  - Data communication performance, wired, wireless or cloud transfer
  - Installation, deployment

- These elements treated in isolation currently

- We would create a system standard – embracing all key components
Focus for ARGE

- A Credential
- B Reading unit
- C Control unit
- D Lock unit

Signal protection
- Separate
- Integrated

Distance
- Direct < 0.5 m
- Close < 10 m
- Distance > 10 m

Contact
- Remote
- Cloud

- Security
  - Electric & data attacks
  - Electric & data manipulation

- Information and guide
  - Installation
  - Performance mode
Project Approach.....

ARGE work group
Scope of project
Define phasing
Define deliverables
Project resourcing

....Roll Out The Security Agenda: