

European Smart Homes 2018

5th & 6th September - London, UK



Showcasing Smart Home Benefits to Drive Market Expansion

KEY TOPICS INCLUDE:

- Retailer's perspective on the evolution of the smart homes market
- Changing the consumer mindset
- Case studies of successful promotional campaigns
- Utility suppliers reaction to the smart home market developments
- Evolution of platforms supporting the smart home
- Personal data and security of information
- Smart home extensions
- Property developers response to home automation

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ALEX CHIRIKISHVILI

+48 616 46 7027 or alex@acieu.net



European Smart Homes 2018

London, United Kingdom

5th – 6th
September
2018

Is Europe a slow market for Smart Homes? How to overcome the early adopters and start focusing on the mass consumer market? What are the upcoming opportunities in the energy, utilities, retail and connected home supply chain markets? These are the key questions that needs to be answered by the industry.

Join ACI's European Smart Homes 2018 taking place on 5th & 6th September in London, UK to hear answers to these and other important questions within the smart homes market.

In 2017, the European "Smart Home" market has grown dramatically and is expected to increase 14.5% between 2017 and 2022. According to Gartner, it is expected that a typical family home could contain more than 500 smart devices in five years' time. Today not only products but also services – mainly the user experience – are really important for the consumers in order to cover their principal concerns.

Key Topics for Discussion:

- Retailer's perspective on the evolution of the smart homes market
- Utility supplier's reaction to the smart home market development
- Retailer's perspective on the evolution of the smart homes market
- Evolution of platforms supporting the smart home
- Personal data and security of information
- Smart home extensions
- Property developers response to home automation

Speaking Opportunities:

If you would like to be considered as a speaker for the event with a 30-45 minute presentation, please submit an abstract for consideration to:

Angel Mudure

Conference Producer

Tel: +44(0)20 3141 0621

Email: amudure@acieu.net

Who Will Attend:

Senior representatives from telecom, electricity, water and gas providers, manufacturers of smart devices, platform and application developers, property developers, custom integrators and installers, retailers and distribution outlets, advertising and marketing agencies, design consultants, market analysts and insurance providers.

Why You Should Attend:

- Hear from high profile speakers sharing their knowledge and expertise
- Discover the latest innovations facilitating development and interaction with intelligent devices in the connected home
- Network with industry leaders from across the entire value chain and maximising opportunities in the smart home market



Networking at European Smart Homes 2017

Opportunities to Meet your Target Audience:



For information on available sponsorship and commercial opportunities, please contact Alex Chrikishvili:

Tel: +48 616 46 7027 or

Email: alex@acieu.net

Registration is Simple:

If you would like to register for this event or wish to find out more information, you can contact Dimitri Pavlyk by using any of the following methods:

 +44 (0)203 141 0627

 dpavlyk@acieu.net

 <http://www.acieu.net>

 Postal Address:
ACI Europe, 10 Gough Square, EC4A 3DE, London, UK

DAY 1

Wednesday 5th September 2018

08:00 REGISTRATION & COFFEE

08:45 CHAIRMAN'S OPENING REMARKS

Richard Blackburn
Business Development Manager
Worcester Bosch

09:00 CONFERENCE PRESENTATION

Smart Homes – a retailer's perspective

- Opportunities and challenges in smart appliances
- The role of open innovation in driving smart homes innovation
- A case study on collaborative R&D and innovation



Ana Machado Silva
Senior Project Manager R&D+i
Sonae

09:40 CONFERENCE PRESENTATION

Smart home extensions

- Electric vehicles and E-mobility. Analysing the impact on the connected home and the supply of electricity
- Virtual assistants and artificial intelligence. How do they work and what are the potential benefits?



Matthew Evans
Executive Director, SmarterUK &
Internet of Things Programme
techUK

10:20 CONFERENCE PRESENTATION

Case studies of successful promotional campaigns

- Identifying and targeting distinct consumer groups
- Optimal advertising tools and marketing strategies for specific product categories
- Analysing the promotional campaign's performance and the corrective measures needed to further boost sales

Nominated representative
Senior Executive
B2 Group

10:50 MORNING REFRESHMENTS

SESSION ONE

11:20

Changing the consumer mind set

Smarter Home from Electric Ireland: Early Lessons Learned

- Understanding what is important to customers, perceived and actual
- Critical success factors, internal & external
- Driving adoption
- What's next



Elaine Robinson
Smarter Home Manager
Electric Ireland

11:50

Presentation title to be confirmed

Adrian Baschnonga
Associate Director
Ernst & Young

12:20

PANEL Q&A

12:35

CONFERENCE PRESENTATION

Bosch IoT Update

- Smart Living and future connectivity
- Proliferation of services in the future industry

Richard Blackburn
Business Development Manager
Worcester Bosch

13:15

LUNCH

14:15

CONFERENCE PRESENTATION

The revision of the Energy Performance of Buildings Directive: an opportunity to drive and score Smart Buildings

- The EPBD revision introduced new provisions to drive the digitalisation and electrification of buildings, in particular minimum requirements for the installation of Building Automation and Control Systems and charging points/ducting infrastructure for electric vehicles;
- The EPBD review also opens to the definition of a common EU scheme to score how smart a building is, which shall be developed by December 2019. The definition of the so-called "Smart Readiness Indicator" will be a challenging opportunity to recognise the multiple benefits of smart buildings as active flexible players in the smart grid
- The identification and classification of services, functionalities, domains and impact criteria which will base the methodology to score Smart Buildings is an ongoing process: innovative business sectors must be constantly consulted to reflect technological progress and new business models



Michael Villa
Senior Policy Adviser
SmartEn

14:55

CONFERENCE PRESENTATION

Energy and the Smart Home - Some practical insights

- Energy efficiency in the home – What role for smart home technology?
- Lighting and Climate automation – The good, the bad, and the ugly
- Smart metering and load balancing – The saga continues
- Efficiency improvements analysis



Dr Karam Z Karam
Director
Idratek Ltd

15:35

CONFERENCE PRESENTATION

Time of use tariffs – the smart home enabler

Mark Meyrick
Head of Smart Grids
Ecotricity

16:15

AFTERNOON REFRESHMENTS

SESSION TWO

Evolution of platforms supporting the connected home

- Analysing the role of various platforms and apps in the smart home context
- Customer feedback on the use of applications that operate products and improvements needed to facilitate control of the connected appliances
- Setting standards to enhance communication between different categories of products

16:45

Bringing Smart Home to the Mass Market

- Cross-industry collaboration is the key for the smart home success
- Proprietary technology, closed echo-system, device dependent user interface are the killer of "Smart home"



Jon Carter
Head of UK Business Development
Deutsche Telekom AG

17:15

Presentation title to be confirmed



Jose Queiros de Almeida
Head of Smart Home
EDP

17:45

PANEL Q&A

18:00

CONFERENCE PRESENTATION

Living in an IoT World What This Means for the Future of Home Insurance

- Internet of Things (IoT) making the lives of consumers more secure, convenient and affordable
- Rising number of technologies, business models and data sources in 'Smart Homes' impacting on the Home Insurance industry
- The multiple ways carriers can benefit from the increased connectivity of consumers through a device and market agnostic approach to insurance



Jay Borkakoti
Director, Home Insurance
LexisNexis Risk Solutions

18:40

CLOSE OF DAY ONE

DAY 2

Thursday 6th September 2018

08:30

REGISTRATION & COFFEE

09:00

CHAIRMAN'S OPENING REMARKS

Richard Blackburn
Business Development Manager
Worcester Bosch

SESSION THREE

Utility supplier's reaction to the smart home market expansion

- Development of devices associated to the supply of utilities and the conditions to facilitate integration
- Analysing the consumer benefits resulted from the improvement of supply
- Beneficial outcomes to the distribution infrastructure from increased adoption of smart products

09:05

Presentation title to be confirmed



Johan Ander
Head of Fortum Smart Living
Fortum

09:35

Smart Water metering and IoT

- Smart water metering is lagging behind smart energy metering, largely as a result of the meter location. But the need has never been greater to help consumers understand and reduce their water consumption.
- As a result, SES Water are investigating and trialling the use of innovative IoT solutions to provide near real time water use information to consumers.
- Hear about some of the reasons why such a project is required, what are the challenges, and where smart water metering may eventually take us.



Jeremy Heath
Innovation Manager
Sutton & East Surrey Water

10:05

Conquering the home of the mass market utility customers

- From a tech based product to a customer centric service. Prioritizing customer behavior understanding (needs, touch points & expectations in their relationship with the company) over technology decisions increasing the success chances on launching Smart Home propositions.
- Intra and cross industry collaboration to develop winner propositions and compete against the big tech US companies: how utilities and other service providers can collaborate to gain scale, get synergies and build differential service based Smart Home propositions.



Andrea Scognamiglio
Head of Global E-home
Enel

10:35

PANEL Q&A

10:55

MORNING REFRESHMENTS

11:25

CONFERENCE PRESENTATION

Smart Home and IoT solutions as a tool for creating products for utility customers

- The importance of remote measurement in energy products
- Building the energy-conscious consumer
- User experience and product design methods in building energy products
- Gamification and building customer relationship



Jakub Szymanowski
Head of Product and Technology
Development Office
Enspirion & ENERGA Group

12:05

PANEL DISCUSSION

Smart home market developments

- Identifying the main challenges limiting the expansion of this sector
- Evaluating the opportunities arising and the optimum way to maximise the rewards
- Understanding the recent trends to predict the evolution of the market in the next 2-5 years



John Anderson
Executive Director
Kier Living



Jay Borkakoti
Director, Home Insurance
LexisNexis Risk Solutions

12:50

LUNCH

SESSION FOUR

Property developer's response to home automation

- Evaluating the customer expectation on the inclusion of connected devices in new home builds
- Technical adaptations required to facilitate integration of intelligent devices
- Consequences on project development from the inclusion of state of the art products

13:50

Volume house building - Where does Smart Technology fit in?

- House building industrialisation & challenges around satisfaction
- The consumer perspective - Do all home buyers want "Smart"?
- What's really important?
- A glimpse into the future



John Anderson
Executive Director
Kier Living

14:20 **Presentation title to be confirmed**



John Shipman
Digital Services Manager
Places for People

14:50 **PANEL Q&A**

15:05 **CONFERENCE PRESENTATION**

How to use weather data, IoT, and AI to optimise the smart home sector

- Real applications of weather data in the smart home sector
- How buildings are evolving from smart to cognitive with advancements in AI
- Is extreme weather the new normal? Trends to consider in the market

Mark Stephens-Row
Senior Meteorologist
The Weather Company, an IBM Business

15:25 **CHAIRMAN'S CLOSING REMARKS**

Richard Blackburn
Business Development Manager
Worcester Bosch

15:35 **END OF CONFERENCE & AFTERNOON REFRESHMENTS**


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More Information & Registration

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 dpavlyk@acieu.net

 www.acieu.net

 **Postal Address:**
10 Gough Square, London, EC4A 3DE

Registration is Simple:

2 day Conference Pass (Includes Access to Documentation Pack)
5th - 6th September 2018

£1,595.00
(ex.Vat)

2 day Conference Pass - Rate for Retailers, Utilities, Property
Developers, Installers and Architects Includes Access to
Documentation Pack) 5th - 6th September 2018

£1,295.00
(ex.Vat)

2 day Conference Pass - Rate for Start-Ups, Government,
Academia and R&D (Includes Access to Documentation Pack)
5th - 6th September 2018

£995.00
(ex.Vat)

Documentation Packet Only

£470.00

Please Note.

Members and customers of all supporting organizations are entitled to a discount off their conference package.

For more information please call +44 (0)203 141 0627.

Documentation Packet Available:

We are selling the European Smart Homes 2018 Summit papers at just £445 (+£25 P&P). Simply tick the box on the booking form, send it with payment and your copy will be on its way to you after the meeting. This important manual will be a source of invaluable reference for the future.

With Thanks to Our Partners:



Terms & Conditions:

Payment

Payment must be received within five business days of returning the signed contract. After receiving payment a VAT receipt will be issued. If you do not receive a letter outlining details two weeks prior to the event, please contact the Conference Coordinator at ACI Europe Ltd.

Discounts are available for multiple/group bookings. Please call +44 (0)203 141 0627 for more information.

Cancellations

Substitutions are welcome up to 24 hours prior to the event. Cancellations must be received in writing no less than 3 weeks prior to the start of the conference; a full credit voucher towards a future ACI conference will be issued. Any cancellation received less than 3 weeks prior to the start of the event shall be deemed to be a breach of this contract by client, and accordingly, no credits will be given. Cancellations must be received in writing by mail or fax three weeks before the conference. Thereafter the full conference fee is payable. If for any reason ACI Europe Ltd decides to amend, cancel or postpone this conference, the conference fee will not be refunded. Furthermore, ACI Europe Ltd will not be responsible for covering airfare, hotel or other costs incurred by registrants. In the event that ACI Europe Ltd cancel or postpone the event, ACI Europe Ltd reserves the right to transfer this booking to another conference to be held in the following twelve months, or to provide a credit of an equivalent amount to another conference within the following twelve months. The construction, validity and performance of this agreement shall be governed in all respects by the laws of England to the exclusive jurisdiction of whose courts the Parties hereby agree to submit.

Accommodation

The cost of accommodation is not included in the event fee. Preferential rates will be arranged with or near the event venue, and all confirmed delegates will be given details of how to book accommodation at this rate in due course.

About ACI:

ACI, a UK owned company, has been running successful conferences in the USA since 1999. Headquartered in Chicago with offices all around the States, ACI opened its European head office at the end of 2005 and has expanded rapidly, launching a series of events in key

Conference Venue:

Royal Garden Hotel

2 - 24 Kensington High Street



London, W8 4PT