Justin Hayward, CIR
Smart Homes2014
Cambridge 3 November
www.hvm-uk.com

FINPRO for the project for the innovation ecosystem in Finland

Turbomeca snecma group an innovation project

orange a global mobile data project

SNCF for IT projects

P Petrofac - a change management workstream project

University of HUDDERSFIELD a faculty strategy project

DOMINO

XAAR

ARM

HALLIBURTON the Drill Bits division

Lifetime Communication – new venture development

DC Storm Measured Success strategy development and implementation

BlueGnome an Illumina company

GALÚ

...and 11 Design London ventures in innovation

Cambridge Investment Research is a consultancy!

PLASTIC LOGIC IP strategy development and management process

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Ask CIR for help - Capability Maturity Models

Innovators	Early adopters	Early majority	Late majority	Laggards
Agile development	Routes to market / Segmentation	Channel management	Life cycle management	New product development
Service design	Supply chain	Customer experience	Innovation management	
Customer value proposition development	Pricing strategy	Marketing communications	Partner management	
Opportunity prioritisation	Social media management	Sales performance management	Market data capture and analysis	
	Brand development	Working capital management		

Capability = competence and capacity

Most of these capabilities are needed throughout the technology adoption cycle.
This chart suggests when the capability is likely to be needed full time – although this will vary company by company.

Definition

smart |smɑːt|
adjective
• (of a device) programmed so as to be capable of some independent action:

system |ˈsɪstəm|
Noun
• a set of things working together as parts of a mechanism or an interconnecting network; a complex whole

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Summarising Smart Homes

1. Divergence of tech push from consumer expectation?
2. Considerable tech progress since 2007
3. Range of market opportunities
4. Key application areas (see "Four talks")

HVM Graphene+ 2015 – King's & New Hall, Cambridge 9-10 Feb Smart Grids & Power 2015 Summer