

CONFIDENTIAL

Security: Killer App or Dead Man Walking?

Colin Howlett – VP Smart Grid Systems
Smart Homes 2014 Cambridge
3 November

<http://www.hvm-uk.com>



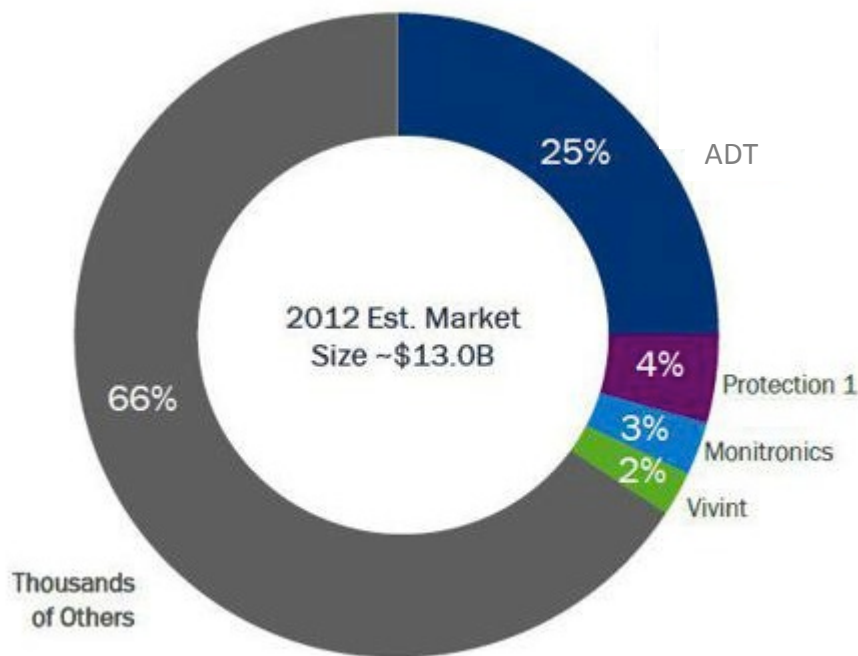
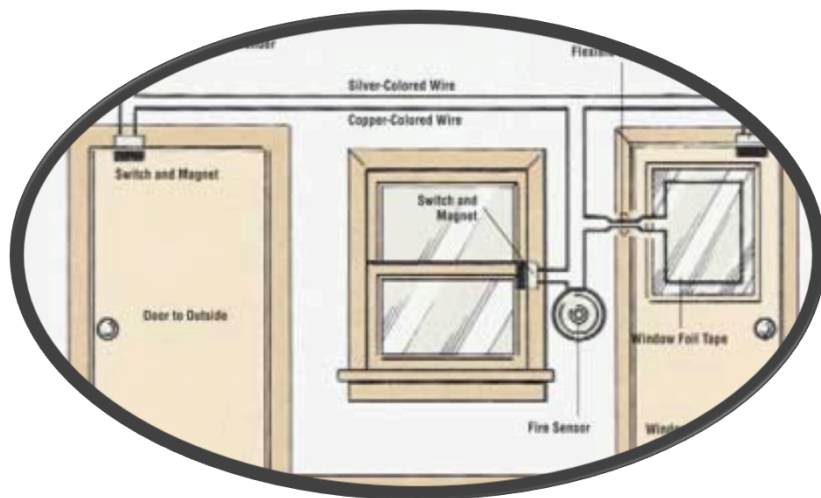
Who are Sentec?

- ◆ World leader in **creation** and **exploitation** of market disruptive technology for **Utilities**, **Buildings** and **Consumers**

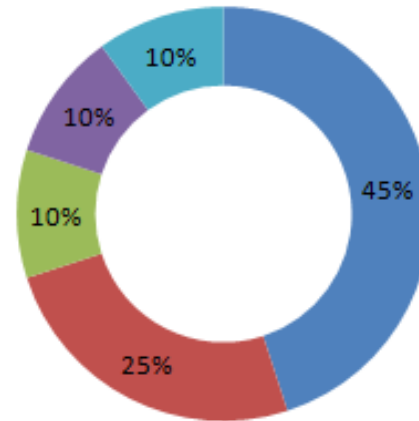
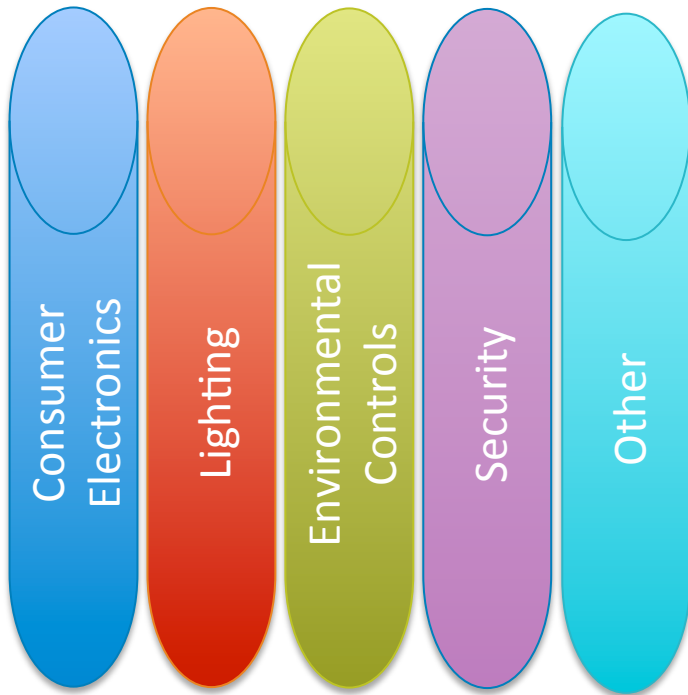


‘everything from smart nappies to smart cities...’

Existing Home Security Market

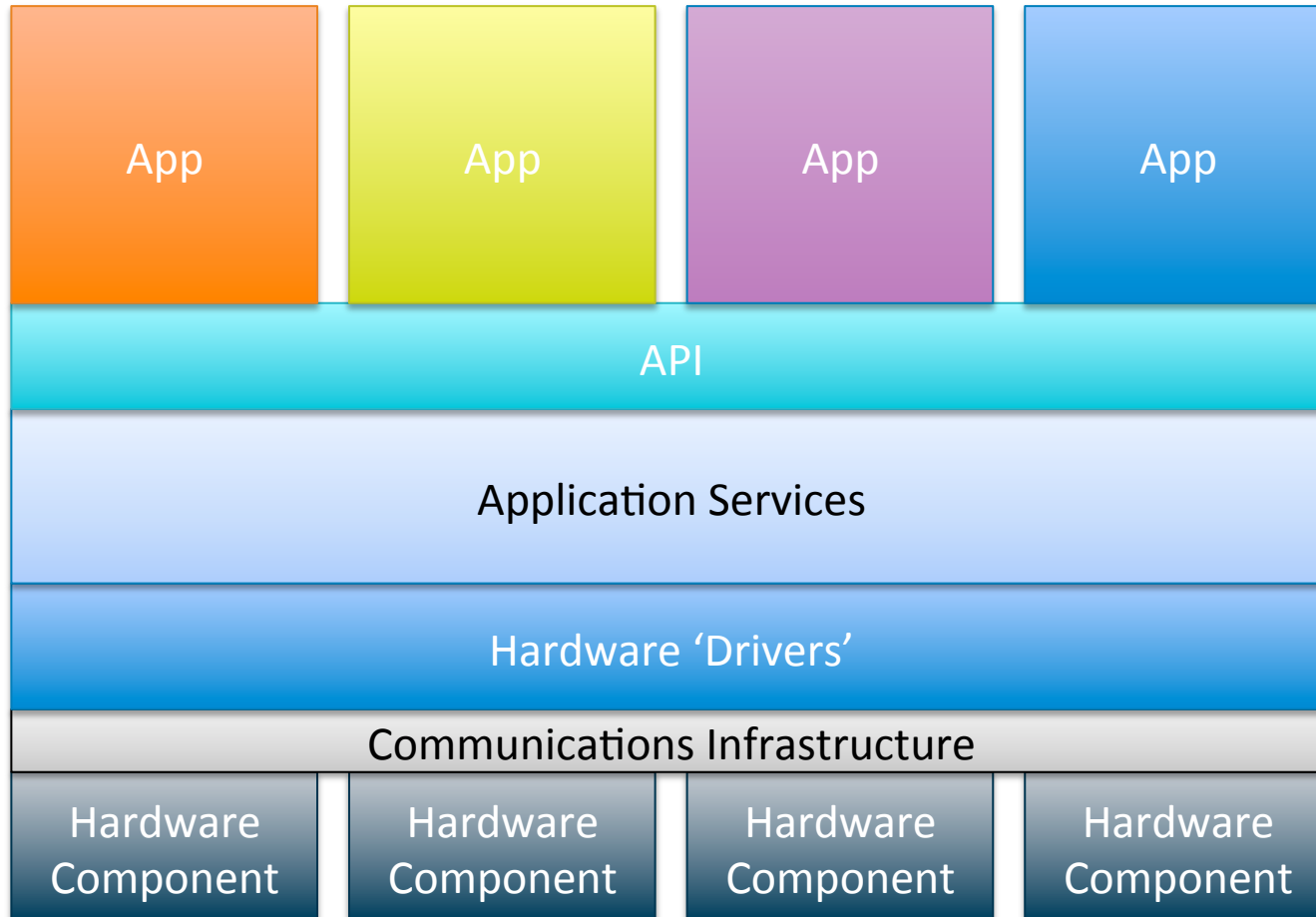


Existing Smart Home Market



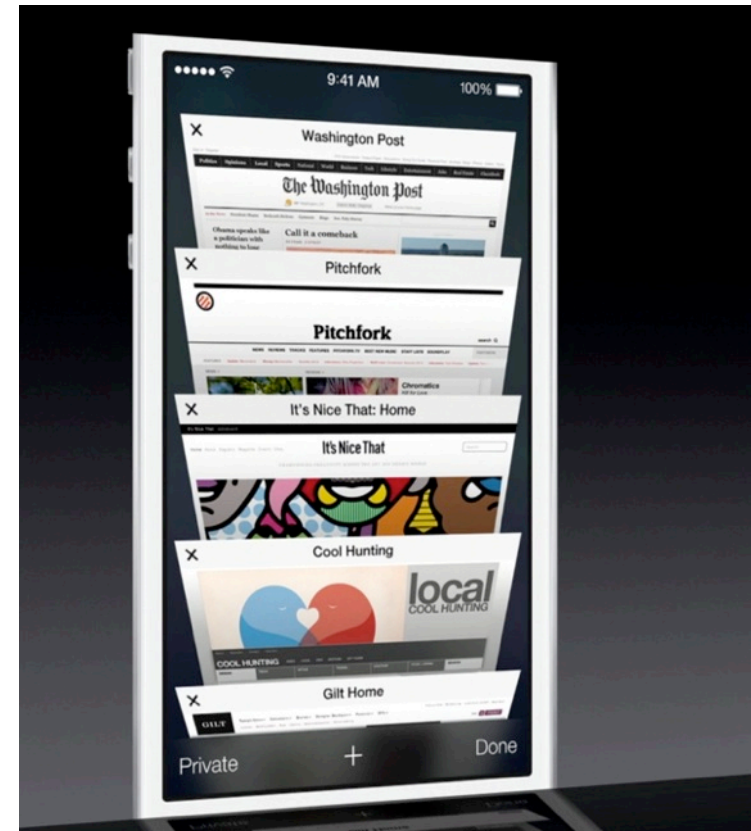
- Consumer Electronics
- Lighting
- Environmental Controls
- Security
- Other

What is an App?

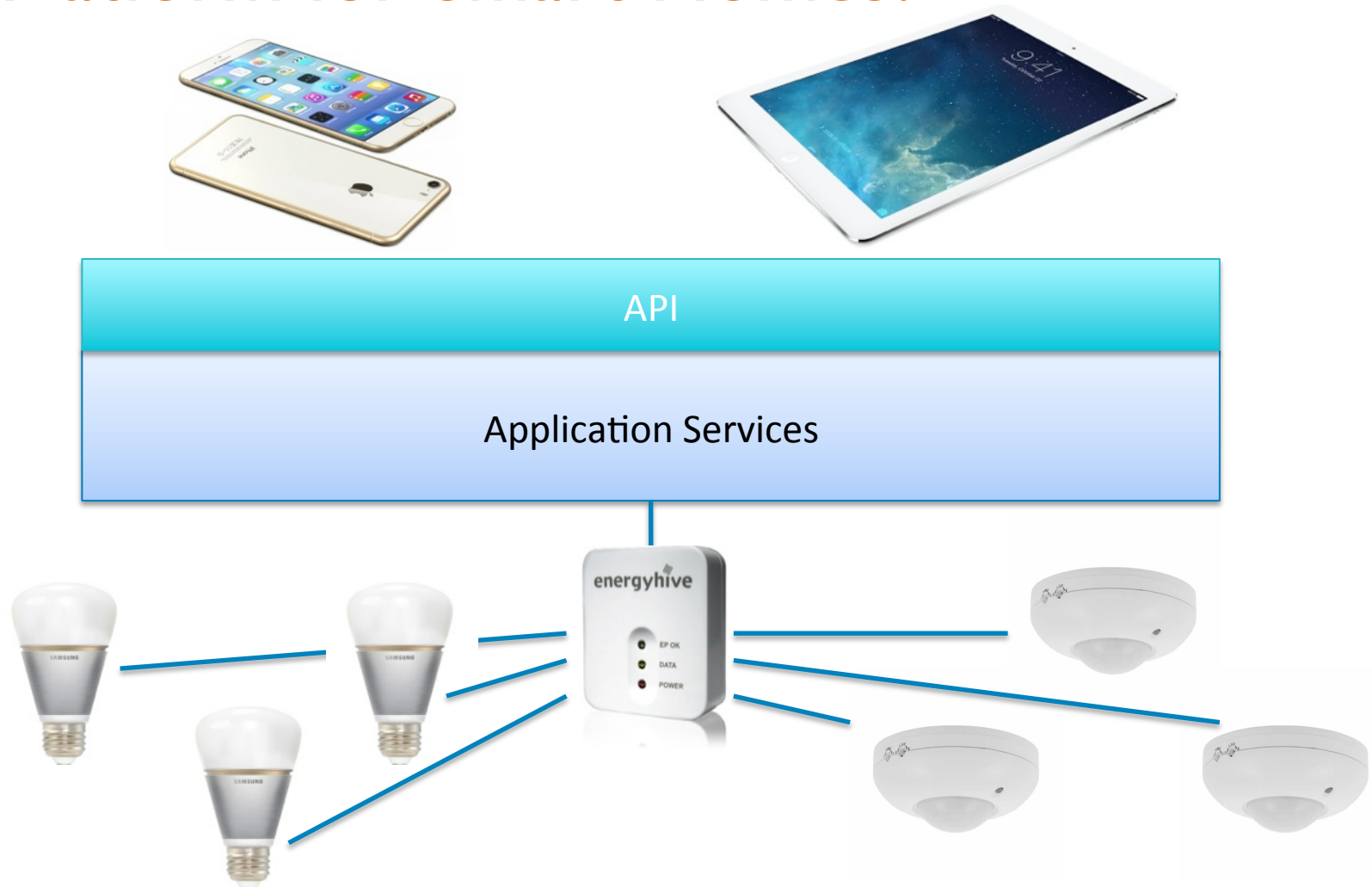


What is a Killer App?

My definition: An App which makes you buy into the platform



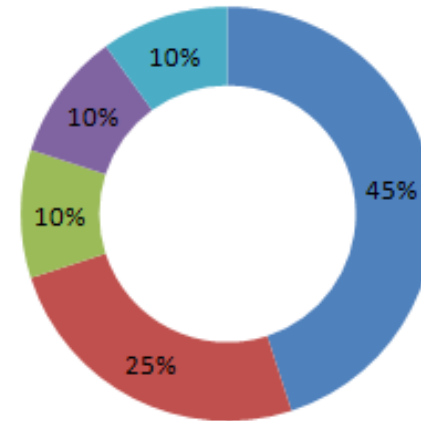
A Platform for Smart Homes?



Who is building this Platform?



HomeKit



- Consumer Electronics
- Lighting
- Environmental Controls
- Security
- Other

What is a Home?



What will happen to Security?



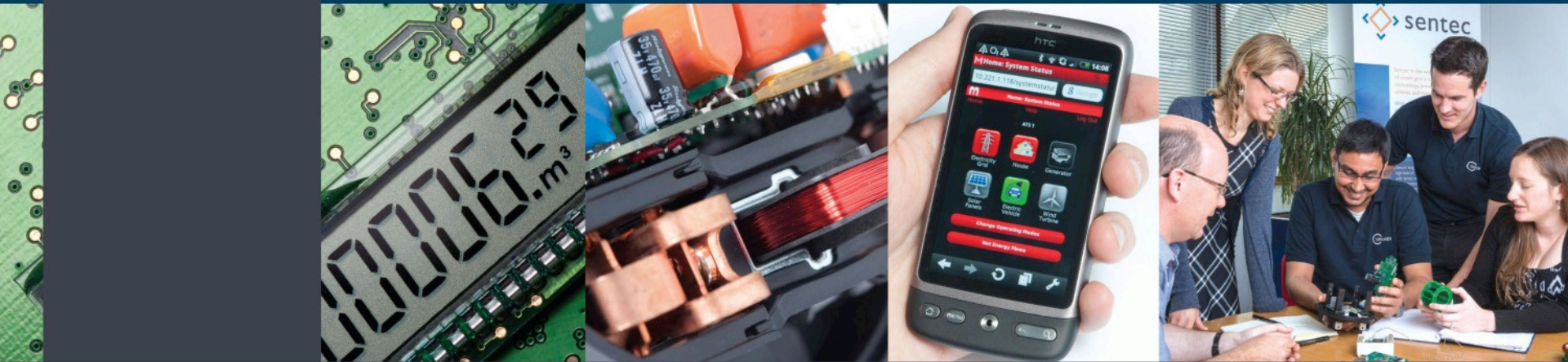
Summary

- ◆ Physical security offers compelling value for a certain segment
- ◆ Currently a silo market
- ◆ An 'Open' platform will probably win in Smart Homes
- ◆ Security vendors are not building open platforms
- ◆ Security could become defined more widely
- ◆ A Smart Home is becoming a physical/digital construct
- ◆ So in many ways digitally securing the platform is more important than physically securing the home

P. S.

OpenThings protocol coming soon...





Colin Howlett – VP Smart Grid Systems

chowlett@sentec.co.uk | +44 1223 303800 | www.sentec.co.uk

Sentec

5 The Westbrook Centre ■ Milton Road ■ Cambridge ■ CB4 1YG ■ UK

