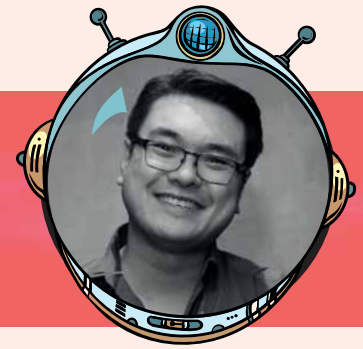


# Alan Chow

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## 1. SMARTER IN-HOME ANALYTICS

In the past 12 months, we saw the introduction of energy meters that could profile specific loads based on energy signatures. We have also seen the launch of network-based monitoring solutions like Domotz, Fing, ihiji and OvrC, which monitor and profile devices on a network by simply plugging in one of their devices.

This year's CEDIA Expo in San Diego had several IoT-based leak detection systems that relied on flow data to profile faucets, white goods and potential leaks.

**WITH TECHNOLOGY BECOMING MORE ADVANCED, THE HOME WILL BECOME MORE REACTIVE TO THE USER'S PRESENCE AND LIFESTYLE.**

As technology progresses we will see more smart profiling and detection for services in the home via a single device rather than multiple sensors.

## 2. IT'S SO CLOUDY

Digital content will no longer be stored in local devices like network attached storage (NAS) drives.

This started with the shift of music from CDs to mp3 players, to streaming audio. Then we saw TV shows and movies moving from Blockbuster to Netflix and Hulu.

Now, photos are stored in the cloud thanks to Google Photos and Apple's iCloud; surveillance video footage is being uploaded to the cloud thanks to companies like Ring; and artwork is also starting to be uploaded thanks to companies like Blackdove.

As we lead more digital lives, everything will become subscription-based and reside on the cloud.

## 3. HOME AUTOMATION... NOT A UNIVERSAL REMOTE

For the past 20 or so years, the industry has primarily been using control systems as an extension of the universal remote control.

In other words, users have had to initiate control over devices from a smart phone, tablet, touch screen, handheld remote or even voice control.

With technology becoming more advanced, the home will become more reactive to the user's presence and lifestyle via advanced programming and machine learning leading to less conscious interaction from the user.

## 4. ACKNOWLEDGEMENT AND ACCEPTANCE

Our industry has traditionally worked independently of larger companies like Google, Apple, Microsoft and Amazon.

In fact, it has long been the case of us working to make their technology fit into our systems.

But in 2018, we finally saw companies like Apple acknowledge professionally installed home automation systems. It saw big shots like Charlie Kindel join companies like Control4. It brought us as an industry out of the shadows to finally be in the spotlight of consumer awareness.

This will continue with other larger tech companies partnering up with professionally installed home automation systems.

## 5. IOT EVERYTHING

The Internet of Things (IoT) is here to stay.

However, I don't envision a single platform ruling them all anytime soon.

The war between Google Assistant, Amazon Alexa, Apple HomeKit and Microsoft Cortana (though, maybe not) will rage on for years.

What we will see more of is IoT devices that support multiple platforms. This will bring more awareness to home automation and will also bring the price down for smart home devices and systems dramatically. In turn, it will bring more work for professionals like us.

