



# Ben Green

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## **1. ECOSYSTEM OF SUSTAINABILITY**

As the cost of living continues to rise, consumers are jumping on board different ways to save money, with sustainability quickly becoming a key theme. It's going beyond just installing a handful of smart sockets or smart switches, developing into a scalable and intricate network, such as solar panels, batteries and electric vehicles (EVs).

The key here is that this sustainability network comes together via a central processor so your building is both generating power and saving power in a way that's as efficient as possible. Think about the solar panels on your roof, powering the EV charger in the basement or powering the washing machine. It used to be the reality for a few, advanced buildings, but as this type of technology becomes more affordable, we'll see more self-efficient homes and apartments everywhere.

## **2. THE CONTINUED RISE OF VOICE ASSISTANT TECHNOLOGY**

Research recently released from Telsyte estimates around 3 million Australian households will have a smart speaker by 2022 – a huge growth from half a million in 2018. Voice assistant technology is really in its infancy by simply handling basic control, but there's huge opportunity here for it to progress.

As part of a professionally installed smart home ecosystem, we are going to see the smart speaker begin to not just listen to instructions, but give them as well. They will start to respond to the surrounding environment, giving the

occupier important information such as the best time to turn on the washing machine because power production is peaking driven by the solar panels.

## **3. ARTIFICIAL INTELLIGENCE (AI) PLATFORMS**

In-home AI currently exists in a fairly narrow capacity - in the form of a smart speaker and some analytics; however, the opportunity in this space is particularly exciting for the home owner as we move towards 'general AI'.

General AI occurs when all of the subsystems are feeding information into a central processor that can determine new outcomes for the home. This includes anything from the internal environment to the external environment and advising or autonomously acting on behalf of the tenant.

What we'll expect to see more of is AI automatically ensuring the lights and power sockets are turned off when no one is home, or contacting police if the technology senses there's a threat of invasion to the home, or sending an alert to the home owner if the local weather station is picking up danger or hazard.

## **4. PROLIFERATION OF SMART APPLIANCES & THEIR INTEGRATION INTO AUTOMATED HOMES**

Everyday appliances are now IoT compatible and are available direct to consumers who are increasingly skipping the electrician and system integrator and buying the appliance directly from the store.

To a certain extent this skips a step, and will lead to consumers who have bought a smart fridge, smart microwave or smart coffee machine wanting greater integration of the technology into their home. That's where the electrician or system integrator has the opportunity helping advise users on how to integrate the technology into their smart lighting, smart security system and energy sustainability system. The booming popularity in smart home technology and automated homes is an opportunity in itself.

## **5. NEW BUSINESS MODELS**

An emerging trend we're seeing is the creation of new types of businesses. For the system integrator and electrician, new business models are becoming a reality when they become cost or operational saving as opposed to a capital expense.



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