

MARKET FOCUS

SERVICE: CONNECTED HOME SYSTEMS AND SERVICES

3Q 2012

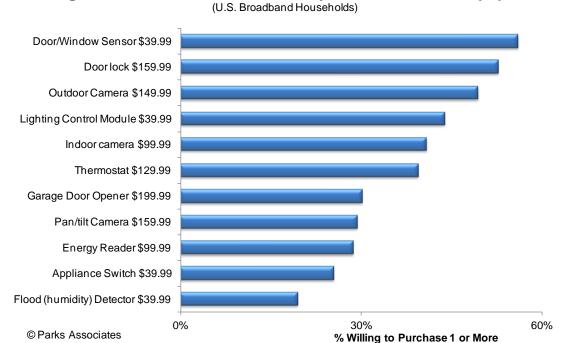
By John Barrett, Director, Consumer Analytics, and Yilan Jiang, Manager of Consumer Research, Parks Associates

SYNOPSIS

The Market for Home
Control and Security
Systems analyzes
consumer demand for IPenabled home systems,
including security, home
control, and energy
management systems. It
draws from multiple
surveys to highlight trends
and consumer preferences
on feature sets and pricing.

Parks Associates'
Connected Home
Systems & Services
research service analyzes
the market for home
management systems and
services, including security,
energy, and controls.

Willingness to Purchase Home Security & Home Control Equipment



ANALYST INSIGHT

"The Market for Home Control and Security Systems will help new players in the space formulate their market strategy and help established players assess their new competitors and formulate an effective response."

— John Barrett, Director, Consumer Analytics, Parks Associates

CONTENTS

The Market for Home Control and Security Systems

- About the Research
- Previous Research
- · Key Findings
- · Recommendations

Trending Data & Overview

- Use of a Home Security System (2010 vs. 2012)
- · Ownership of Home Security System (Q1/12)
- Professional-monitoring Security Service Subscription (2010 vs. 2012)
- Professional-monitoring Security Service Provider (2011-2012)





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- Home Security Features (Q1/12)
- Ownership of Home Control System (Q1/12)
- Home Control System (Q1/12)
- · Likelihood to Recommend Home Control system: NPS Score (Q1/12)
- Ownership of a Second Home (2010-2012)
- Second Home Systems by Second Home Usage (Q1/12)
- · Second Home Systems vs. Primary Home Systems (Q1/12)

Home Control System Adoption

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Home Security System Adoption

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- Estimated Average Revenue by Device (Q1/12)
- · Revenue Contribution by Device (Q1/12)





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- Interest in Home Control from Mobile Phones (Q1/12)
- Top Desired Home Security Features (Q1/12)
- Home Installation in the Next 12 Months (Q1/12)
- · Appeal of New Broadband Services (Q2/12)

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- · Primary Home Connected Systems by Demographics/ Technographics
- · Second Home Connected Systems by Demographics/ Technographics
- · Interest in Primary Home Control From Mobile Phone by Demographics/Technographics
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- · Primary Home Installation Over the Next 12 Months by Demographics/Technographics
- Second Home Installation Over the Next 12 Months by Demographics/Technographics

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- Interest in Home Control From Mobile Phone by Internet Service Provider
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- \cdot $\;$ Top Desired Home Security Features by Internet Service Provider
- Future Home System Installation by Pay-TV Service Provider
- Future Home System Installation by Internet Service Provider





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ATTRIBUTES

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