

First Session – Connected Homes & the IoT Impact

Presenters:

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with **Molly Frazier**

- Associate II, Liberty Mutual Insurance





<u>Nov-14</u>	Amazon Echo Available By Invitation Only to Amazon Prime members	
<u>Jan-15</u>	Facebook Acquires Wit.AI	
<u>Apr-15</u>	Amazon Echo launches Connected Home capabilities	
<u>Jun-15</u>	The Amazon Echo is Generally Available	Alexa Skills Kit Generally Released
<u>Dec-15</u>	SoundHound Launches Houndify Platform	
<u>Mar-16</u>	Amazon Tap and Echo Dot Generally Released	
<u>May-16</u>	Facebook Acquires VR Audio Two Big Ears	
<u>Sep-16</u>	Amazon Announces the arrival of Alexa and the Echo in the UK and Germany	Safeco Becomes First Insurance Carrier on Voice Platform (Alexa)
<u>Oct-16</u>	Samsung Acquires Viv	
<u>Nov-16</u>	Google Home Generally Released	
<u>Apr-17</u>	Google announces the general availability of Google Assistant SDK for hardware makers	
<u>May-17</u>	Microsoft Announces Cortana on Harman-Kardon's Invoke speaker & 3 rd Party Applications	Safeco and Progressive are Cortana Launch Partners
<u>Jun-17</u>	Samsung releases Bixby in the United States	
<u>Aug-17</u>	Google Home Supports Voice Calling	Walmart and Google Partner on Voice-based Shopping

Pop Quiz

How many people have an Echo device or other smart speaker hub?



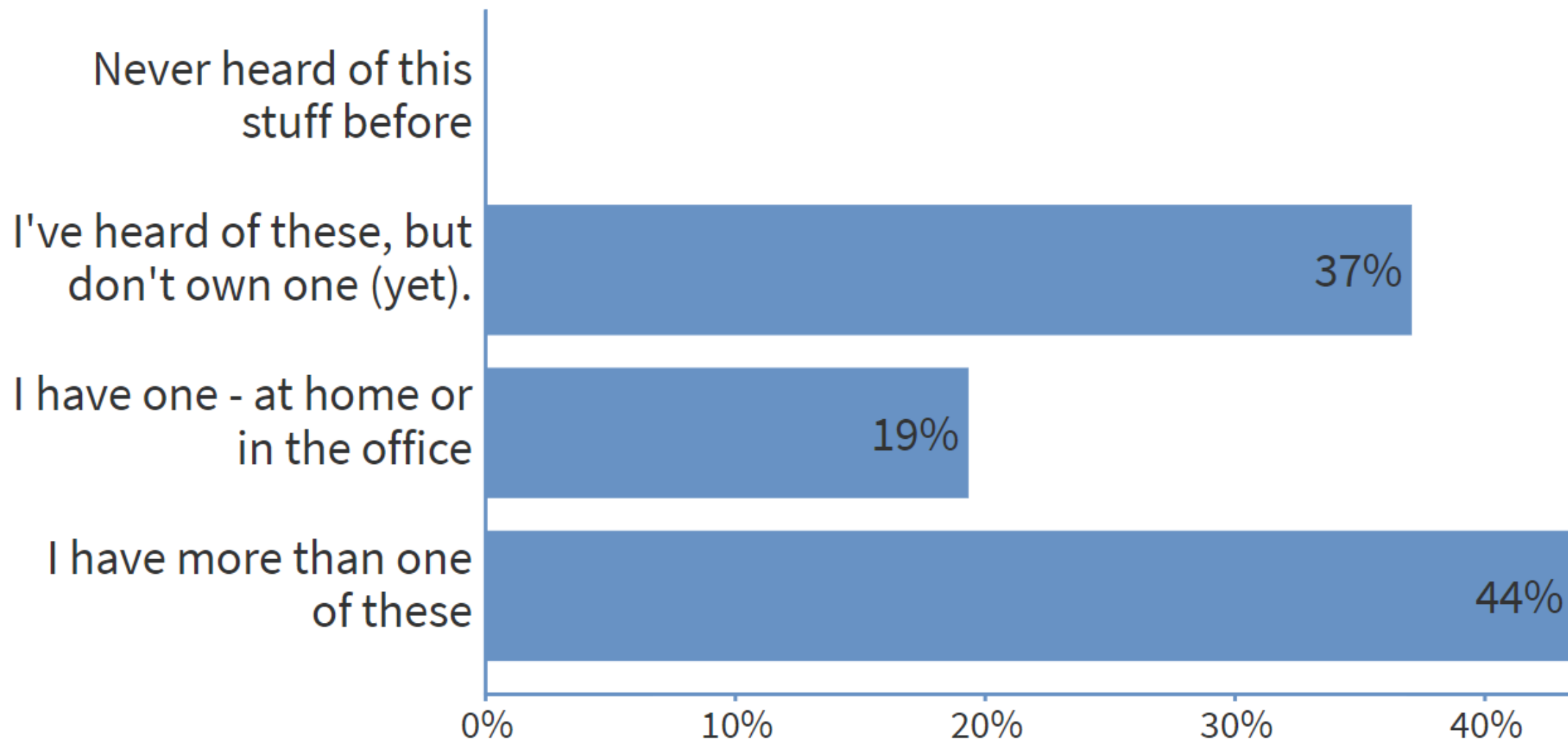
When poll is active, respond at **PollEv.com/act4agents**



Text **ACT4AGENTS** to **22333** once to join



Answers to this poll are anonymous



Mapping the Smart Home

	Entertainment	Purpose: Control all home entertainment. <i>e.g. iPad, Xbox One, control for multi-room music</i>
	Home Appliances & Energy Management	Purpose: Easily manage appliances and energy consumption. <i>e.g. Google Nest, Whirlpool Smart Refrigerator</i>
	Security	Purpose: Remote monitoring and notifications. <i>e.g. Rogers Smart Home Monitoring, LockedUp smart system</i>
	Health	Purpose: Monitor vital signs and health. <i>e.g. Telus Home Health Monitoring, Sleep Number x12 smart mattress</i>

Source: Forrester Research, MaRS Discovery District

Figure 1. The Connected Home

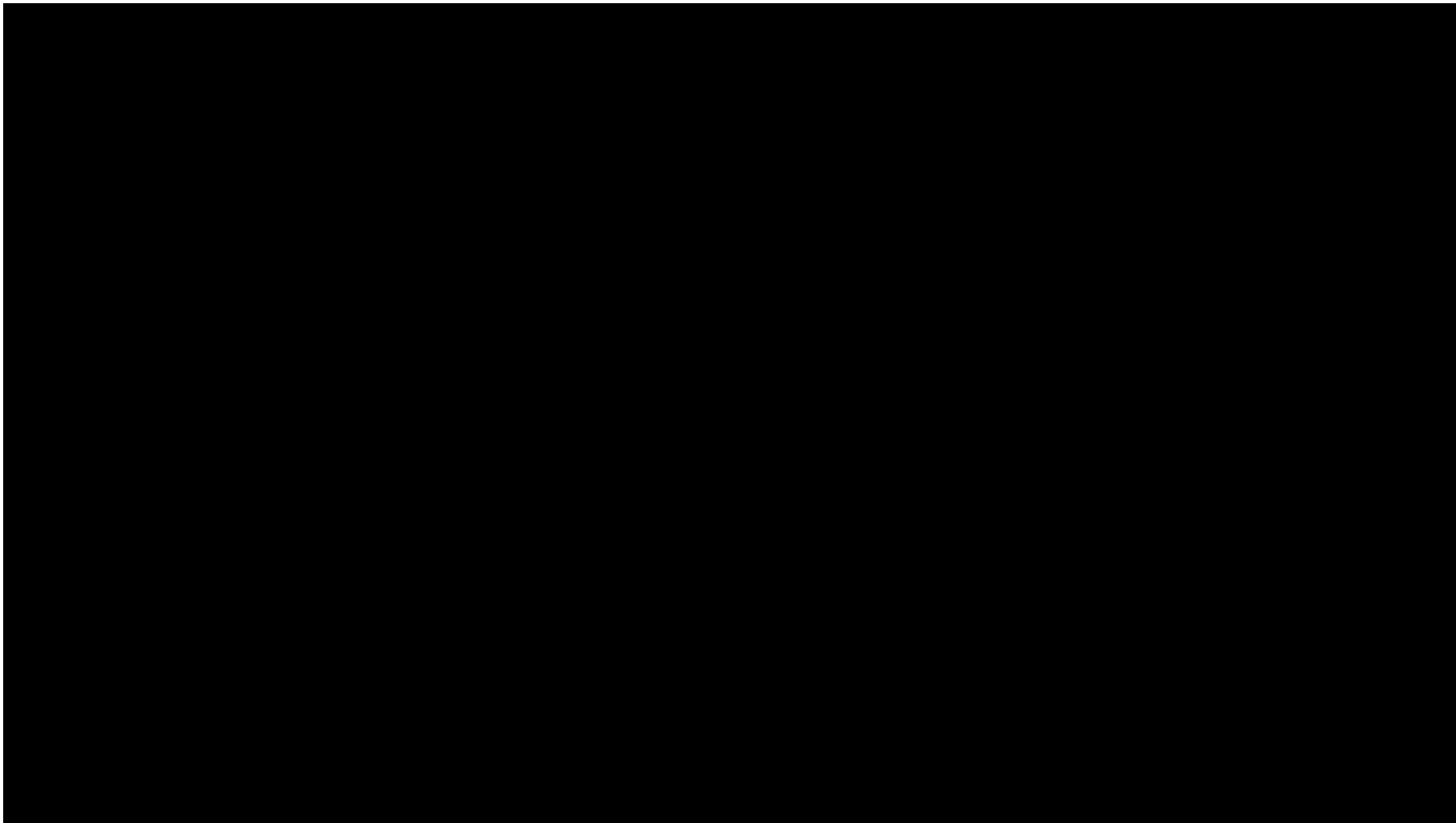


Security & Safety



Utilities Management

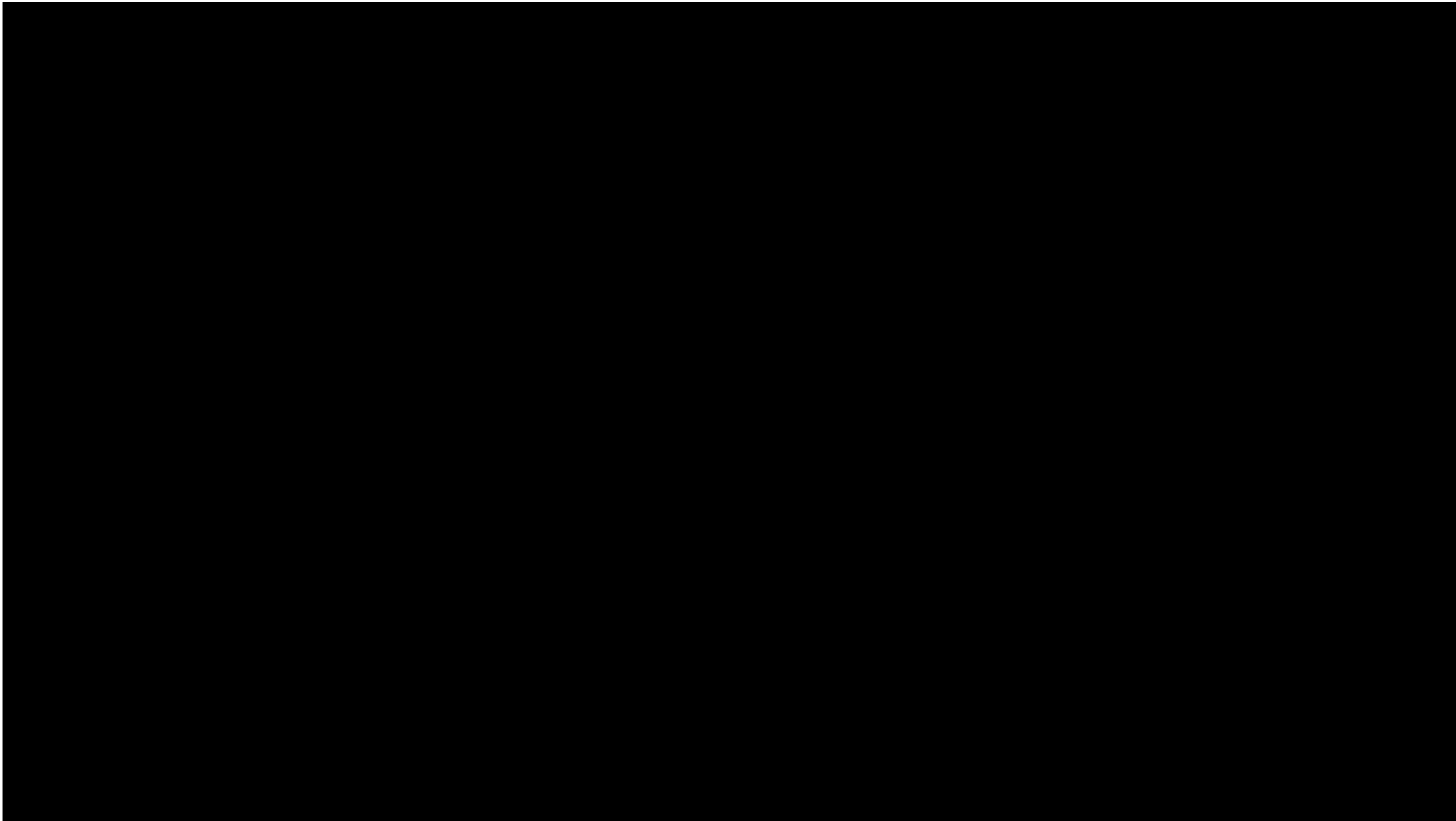








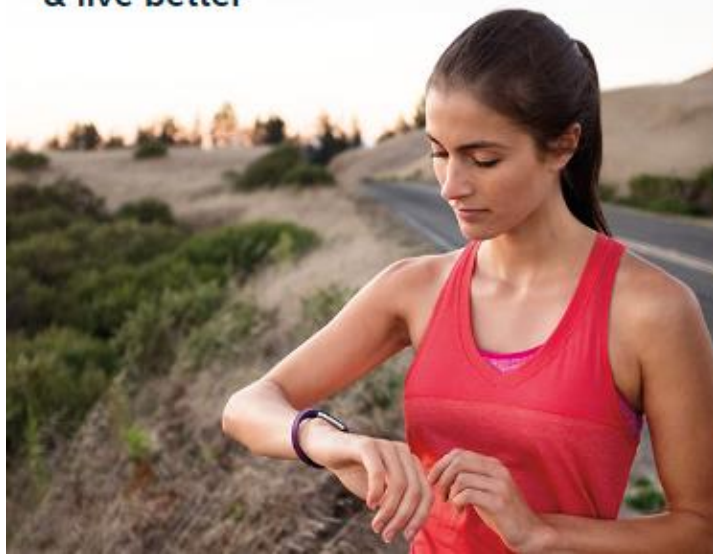
Smart Appliances



Wellness Monitoring



See how Fitbit can help
you exercise, eat, sleep
& live better

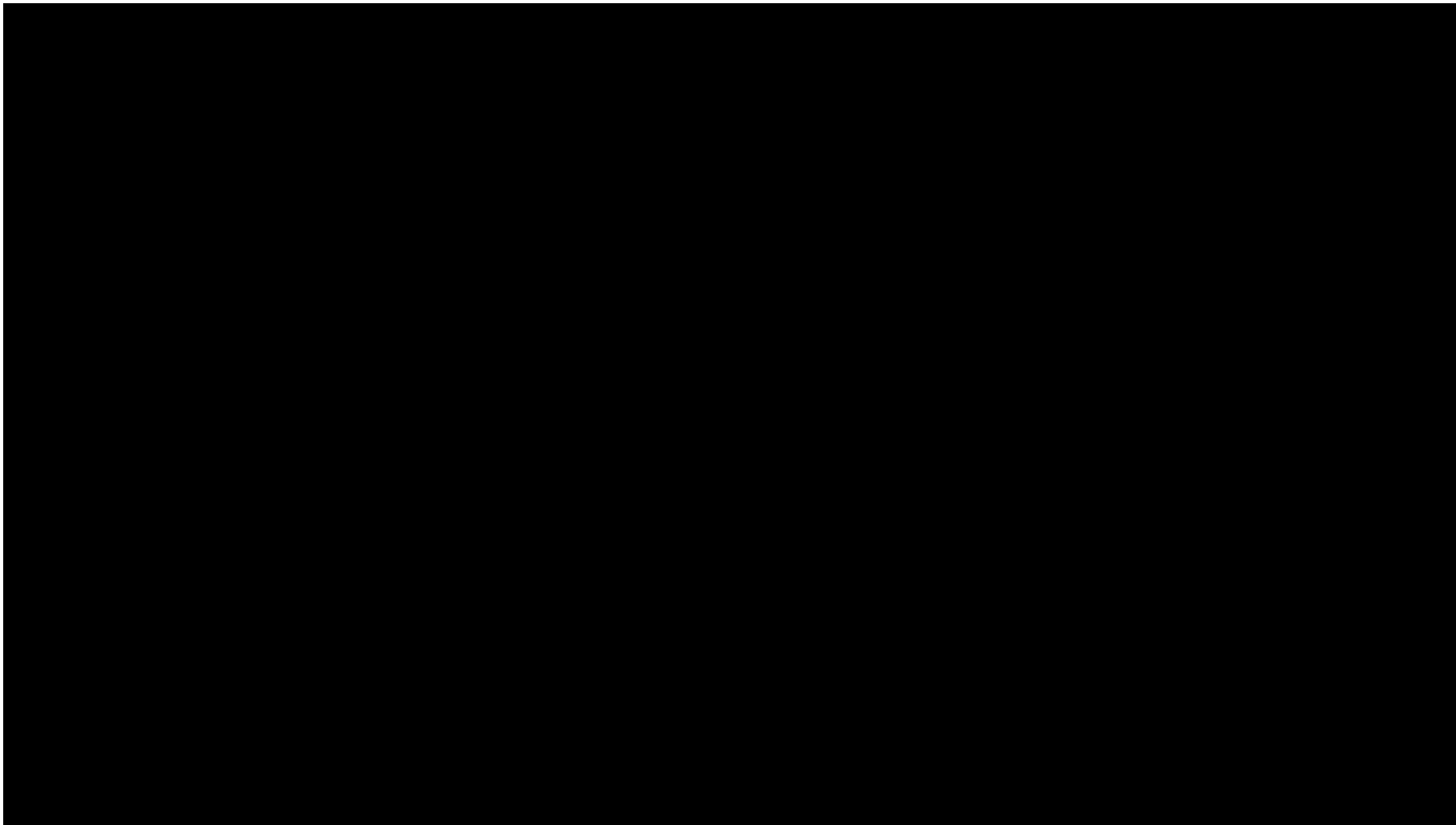


Take a quiz to
find the right
tracker for you



Learn why
people love the
Fitbit app





Entertainment

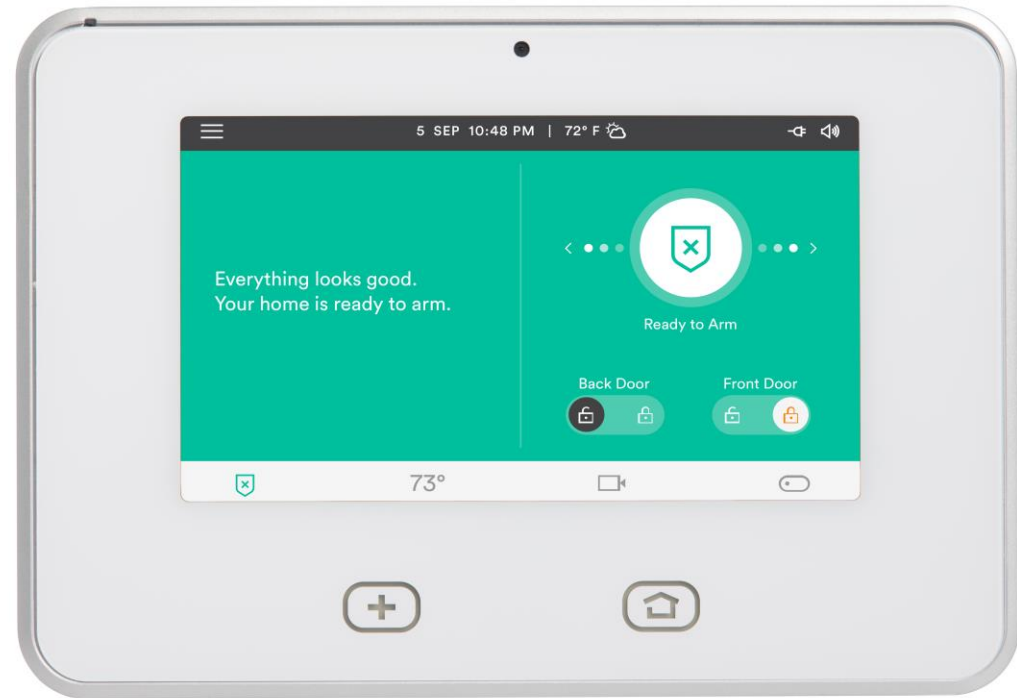


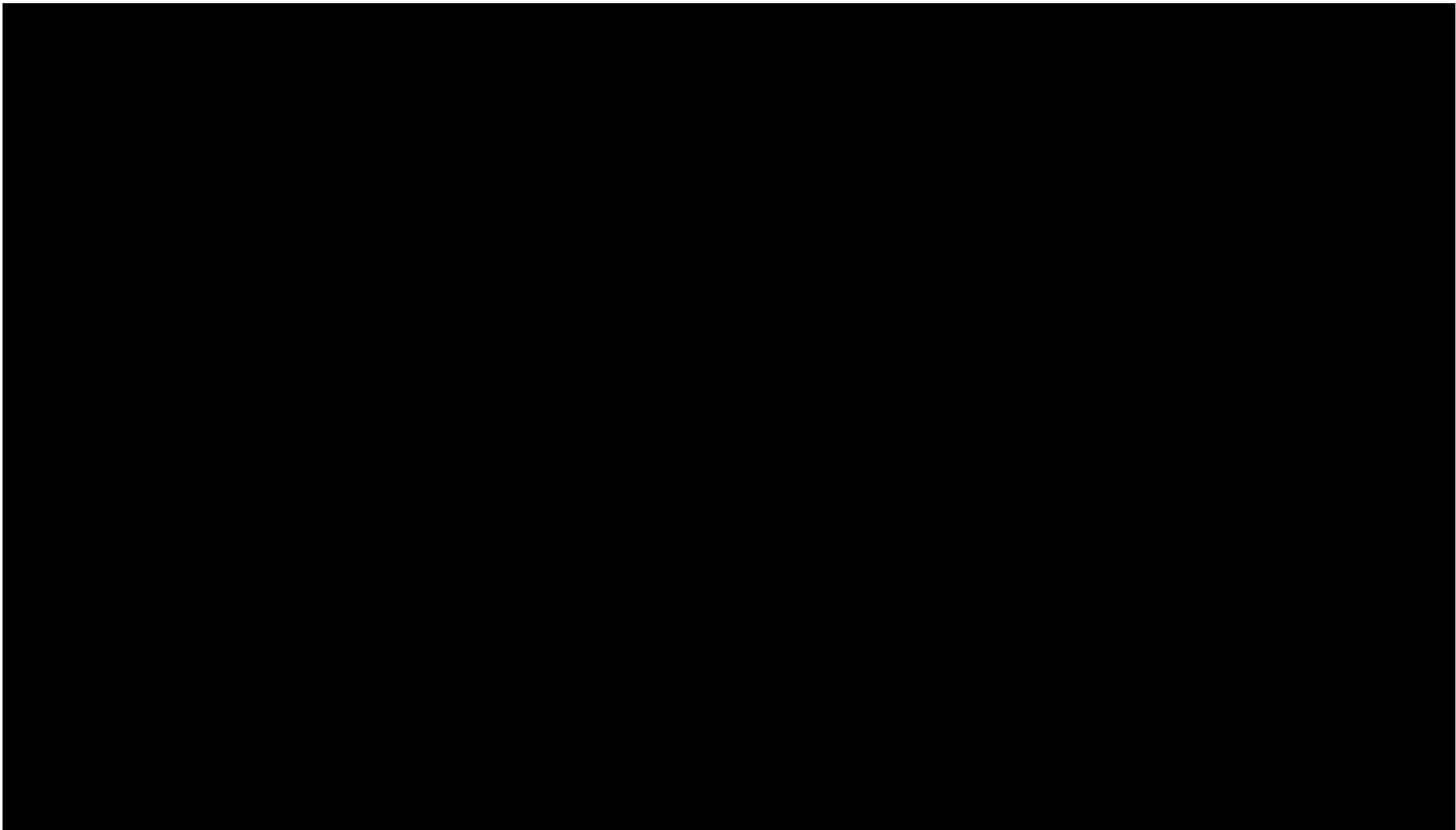
Why do we feel Connected Home is important?

So what are we doing?



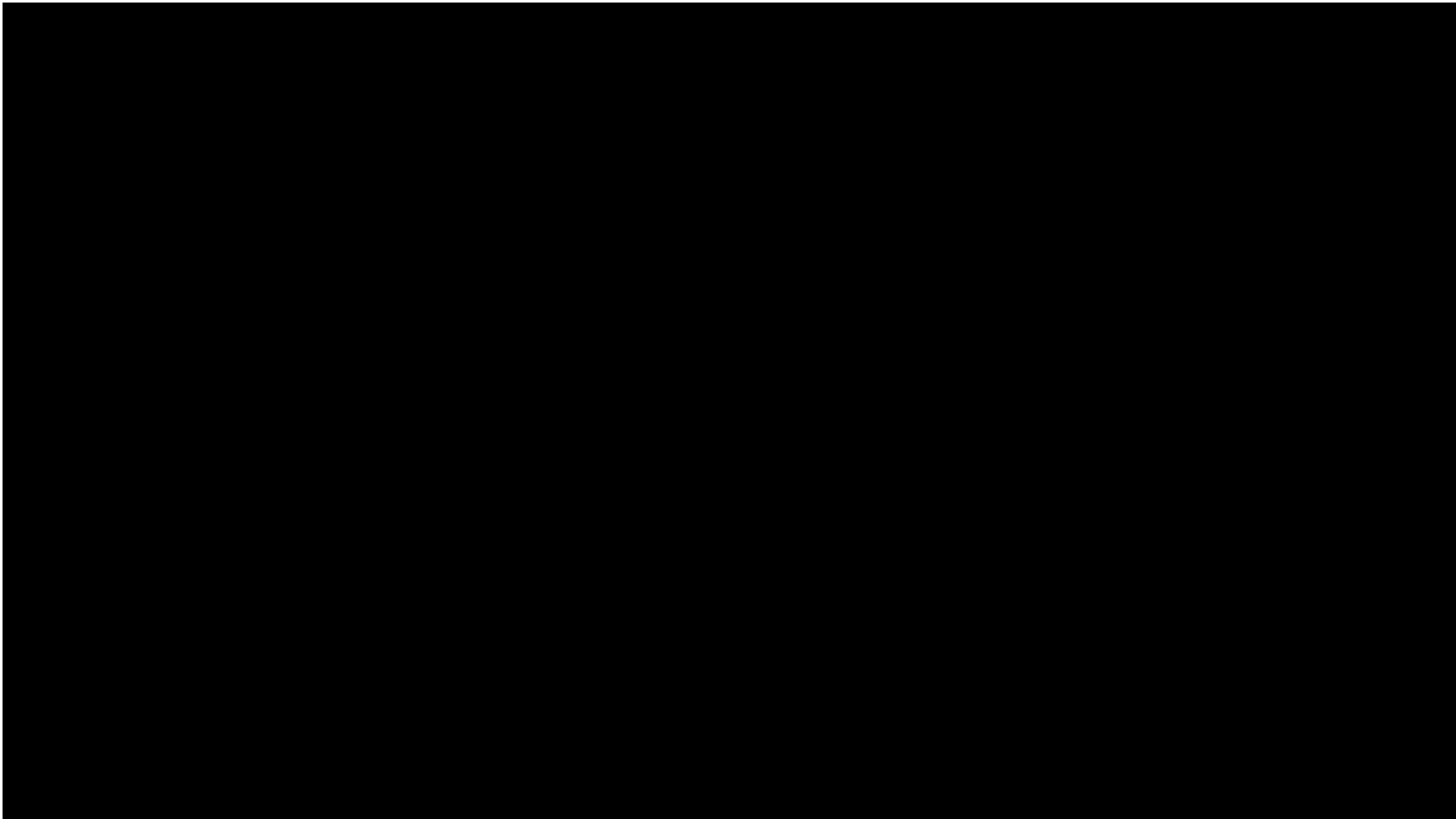
We continue to evaluate partners who enable us to better meet customer needs





We have invested in Notion, August, and others in the Connected Home space






Audience Poll

What word(s) best represent how you feel about the Connected Home space?

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Insurance market pain points



Insurance Agent pain points



Thanks!

Questions?