



Smart Home Management Platforms

Evolution & Revolution

June 2010

Smart Grids & Cleanpower Conference
24/25 June 2010
<http://bit.ly/cleanpower>

Pilgrim Beart, AlertMe

- AlertMe
 - What is Home Energy Management?
- Market Evolution/Revolution
 - Current market dynamics
 - What platforms and technologies are out there?
- The next few years

- Home Energy Management
 - In-home & Online “Connected Home” Service
 - Visibility, control & automation - anytime, anywhere
 - Save energy, save money, reduce CO2
- Over 2 years of real B2C customers
 - How to make technology work in real homes
 - Understanding how Consumers interact with home energy information and control
(Forum, survey results, comparative analytics, testbed)
 - Using this knowledge to create appealing products and complete services
- Learning, ahead of (and beyond) Smart Meters

AlertMe: Information, Control & Management



Simple to self-install, easy to use, in the home, online and mobile



Market dynamics: evolution & revolution



Rising Bills

'Bill Shock'

**Environmental
Concerns**



Consumers



Government

CO2 reduction targets

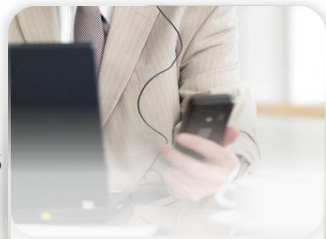
Security of supply

**Consumer choice &
Value**

Differentiation

Value add & Stickiness

**Broaden customer
relationship**



Telecoms



Utilities

**Commoditised business
& ageing infrastructure**

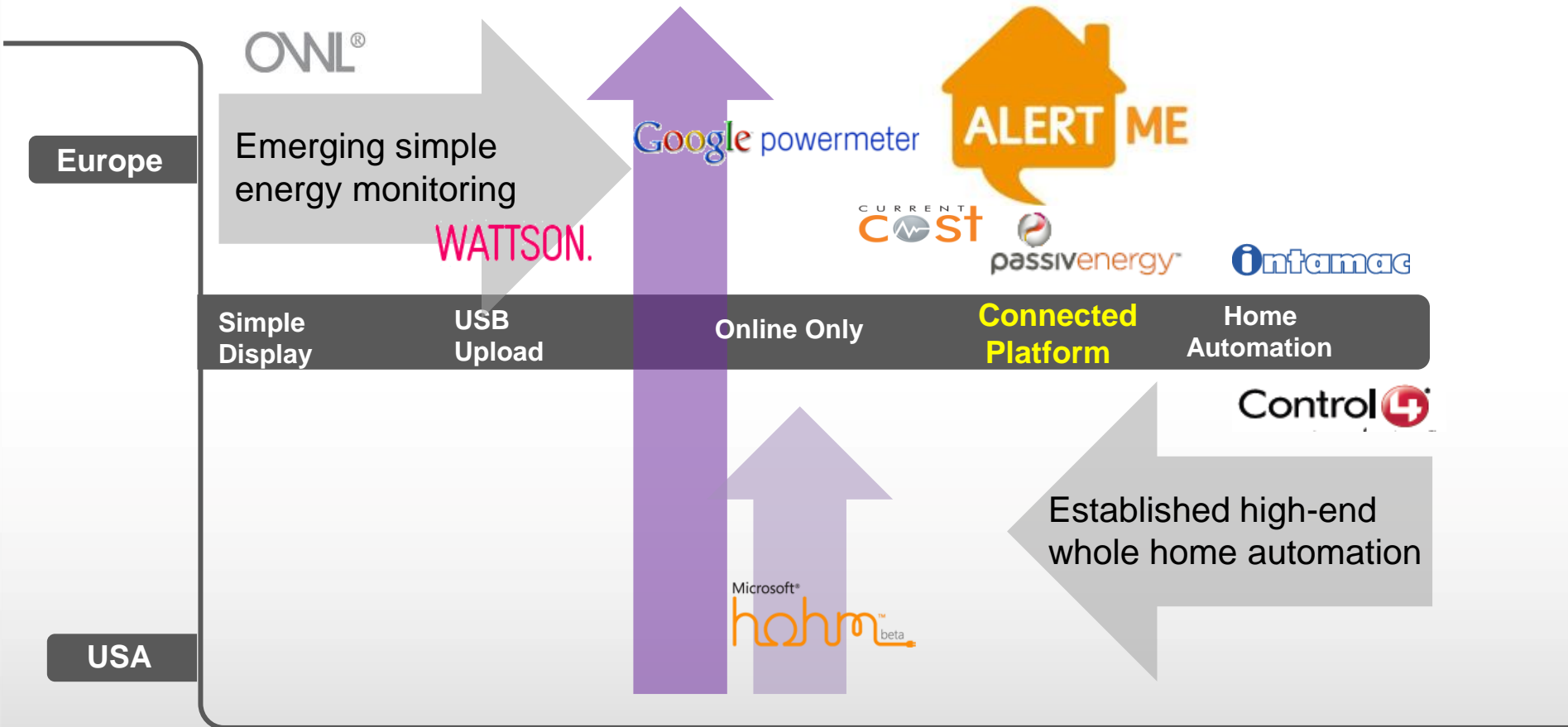
Customer loyalty & ARPU

Smart Meter expectations

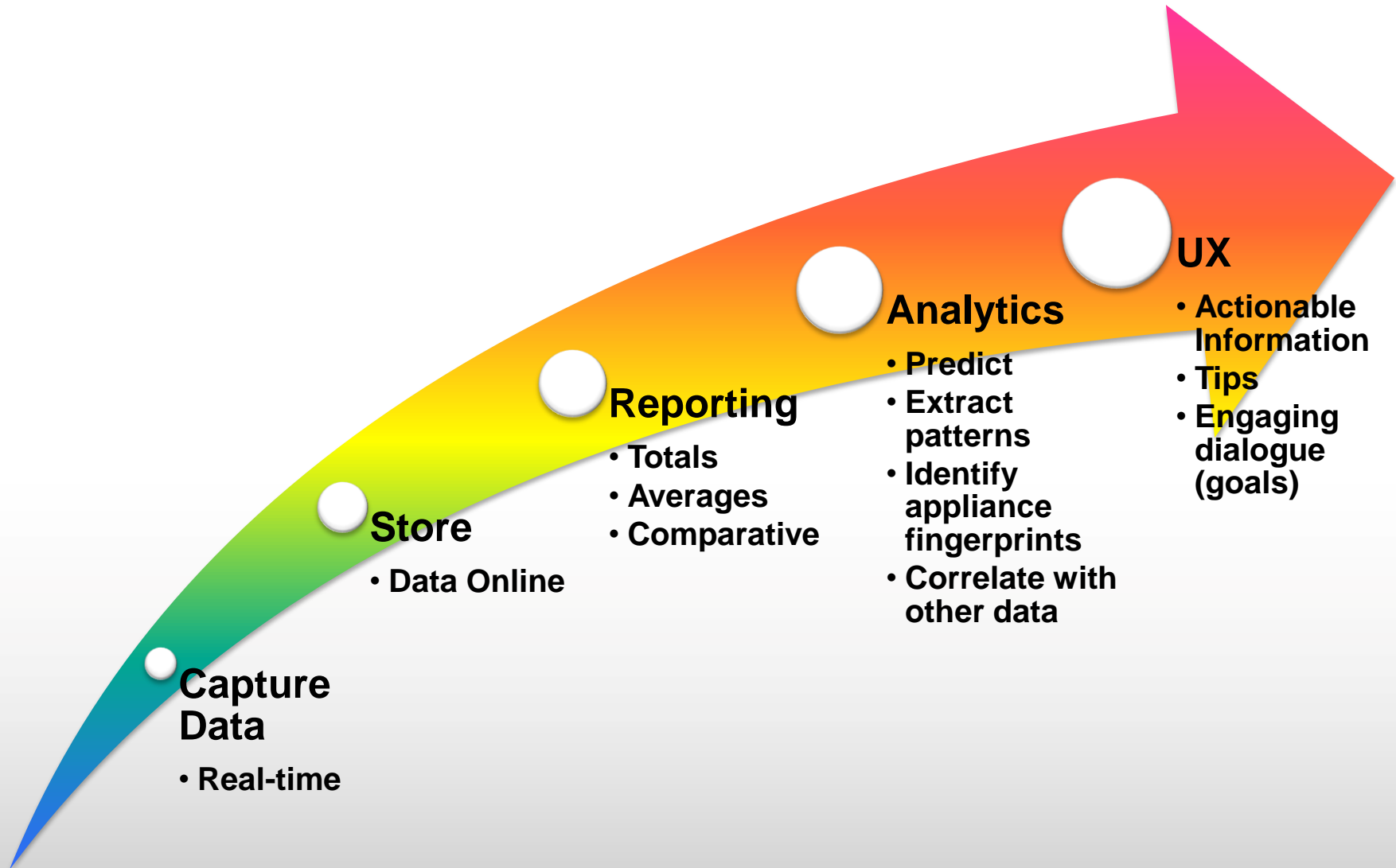
Home Energy Management Platforms



products & services – from simple display to full automation




- Are solutions future-proof?
 - Tactical and Strategic win?
- The “Battle of the Gateways”
- Smart Meter ecosystem
 - How does Utility HAN interact with Consumer HAN?
 - Added-value services – create pull, make it pay
- Microgeneration
 - Visibility helps the consumer & provider
 - Balance the account, make sense of FIT
- Analytics: Turning Data into Information



Analytics: Example



**Washing Machine**

44p

on 3rd May 2010

£160.97

462kg of CO₂

per year

177 minutes

44.1p

average per use

Washing machine was turned on once on 3rd May 2010:

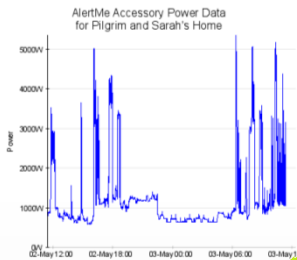
● 08:36 - 11:32 (confidence: 100%)

60°

Top tip | Your Washing Machine
If you ran your washing machine at 40° instead of 60° you could save £35 per year.



Energy (kWh)	Max Power (W)	Cost (£)
29.75	14183	£ 3.57



Capture Data

Store

Reporting

Analytics

UX

Turning one day of whole-house energy data into a piece of actionable information.
(PB's house, 3rd May 2010)

The big picture – the big prize



Conduct the
Home Energy “Orchestra”
to the benefit of the consumer



Web
(skinnable)



Displays



Phones



Controls



Boilers



Appliances



Service
Operators



Cloud
Services



Smart Meters



Solar PV



Microgen



EVs



Solar Thermal



Storage



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