



The TechHome Collaboration Zone

Presenter, Purpose & Flow

- Presenter:
 - John Galante, president, AE Ventures
- Purpose
 - Help you focus on top strategic priorities for home tech.
 - Source advice and assistance from peers.
- Flow
 - Food for thought
 - Thinking time
 - Self intros
 - Guest-by-guest discussion of goals and challenges
 - Highlight reporting



Food for Thought

Which home technology products/applications are you focusing on to improve your home technology play?

- Access control, tele-entry, auto parcels, smart units for tenants, smart clubhouses for leasing staff
- Bluetooth speakers, showers, mirrors / smart thermostat, lights, locks / Google Home or Alexa
- Building with SIPs which are non-combustible and water-resistant. Door locks, lighting, thermostats
- Energy savings
- ***Having a handful of VIP units which have fancier appliances and technology in them***
- I am building passive and net zero homes only. Save energy and have no fossil fuel.
- Integration of different systems
- IoT Platforms, Security Surveillance, Door Access, Water, HVAC, Locks, Intercoms, Home automation
- IOT technologies (access controls, thermostats)
- ***Items that improve curb to counter experience, and items that remove worry from inexperienced homeowners (water/electrical use monitoring, central alarm/entry systems etc..). Also wellness factors such as fresh air circulation, and daylighting.***
- LED Lighting, Smart home electrical, Appliance, Hot water tanks , Low flow water devices, Home Ventilation.
- Locks, Lighting Control, Thermostats, switches, leak detectors, integrating hubs, appliances
- **Smart apartments, resident amenities (package lockers, high tech clubhouse)**
- ***Smart apartments, self-touring features, access control technology, leak detection, safety, and efficiency.***
- Smart Home Automation, Smart Home Automation and Sr Care for Senior Living Facilities
- Smart locks, appliances, lighting controls, blinds
- Sustainability and Smart and Green
- Thermostats, lighting, entry hardware
- ***We are installing Smart Home Automation devices connected through hub and centralized dashboard, we are in the discovery phase for new telecom / fiber opportunities and also self-touring.***
- ***We brought fiber-based internet, gig speeds, WiFi to all our units. Also, package lockers to high end locations. Next step in home automation is apartment hub that connects T-Stats, Lights, doorknobs, Doorbell Camera, and window shades. We are now looking at more monitoring types of tech like smart power meters, leak detection and motion sensors.***
- We install full home automation systems in every home we build
- Z-wave technology, sustainability, water heaters, light switches, door locks

TECHOME TAXONOMY

ELECTRONICS--AV/HOME AUTOMATION/SECURITY

- Electronic locks
- Fire alarm systems
- Home automation systems
- Home theater products (displays, projectors, furniture, audio systems, acoustical treatments)
- Multi-room audio/architectural speakers
- Intrusion alarm systems
- Structured wiring systems/home networks
- Video doorbells/intercoms
- Video surveillance systems
- Voice control



LIGHTING & ELECTRICAL

- Automated lighting control systems
- Back-up generators and switches
- Energy monitoring and management
- Energy storage
- LED lighting
- Motorized shading systems
- Smart, connected load centers
- Solar photovoltaic power generation
- Whole-home power conditioning and surge suppression



SMART HVAC & IAQ

- Air filtration and cleaning systems
- Automated ventilation systems (HRVs, ERVs)
- Geothermal heating and cooling
- High-efficiency heating/cooling systems
- IAQ systems
- Radiant flooring
- Smart/connected thermostats



KITCHEN, BATH & LAUNDRY TECH

- Digital showers
- Dishwashers
- Ovens, cook tops, range hoods
- Refrigerators, beverage coolers
- Small appliances
- Tech toilets & bidets
- Touchless fixtures
- Washers & dryers
- Water-saving fixtures and systems



SMART WATER

- Automatic hot water recirculation systems
- Leak detection and protection systems
- Rainwater harvesting/grey water systems
- Smart irrigation/sprinkler systems
- Tankless water heaters



HIGH PERFORMANCE BUILDING COMPONENTS

- Energy efficient/healthy building materials (flooring, insulation, walls, roofing)
- Energy efficient windows, doors, skylights
- Smart/connected/motorized doors
- Smart/connected/motorized windows or skylights
- Snow and ice melting systems



Building operation and management systems



CENTRAL BENEFITS



SMART



SAFE



CONNECTED



GREEN



HEALTHY



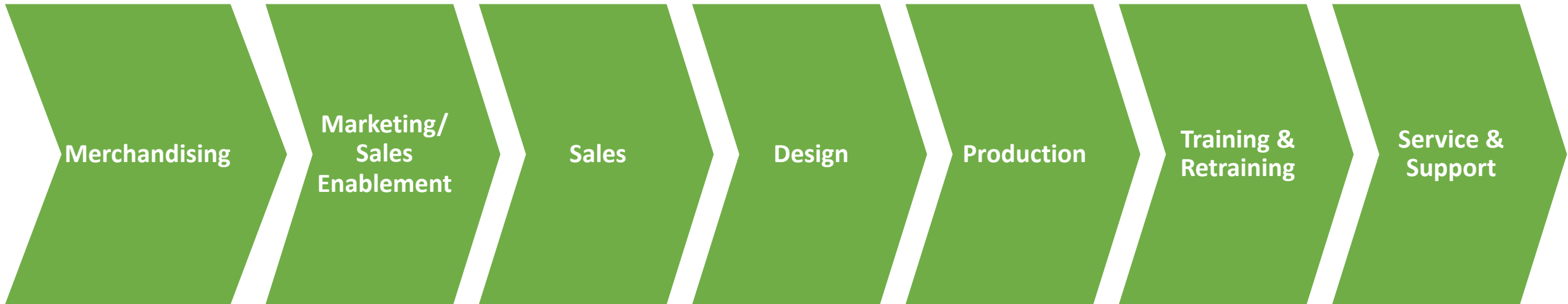
ENTERTAINING

Food for Thought

Which business processes are you focusing on to improve your home technology play?

- Bulk pricing, national rollouts, management, useful life and obsolesce
- Client services and purchasing
- Data analytics
- Design, Sales, Production
- Efficiency and operational savings
- Hosting vendor lunch and learns
- Implementation
- Operational management of smart properties and technology.
- Operations and procurement
- Pilot programs in various units
- Single source platforms to contain all devices
- Establishing a central tech policy that is applied to all new construction projects

The TechHome Collaboration Process Continuum



Food for Thought

What homebuyer profiles/demographics are you looking to entice with your home technology play?

- 25-35
- Affordable and Sustainable homes for multistory buildings
- All ages
- ALL demographics- there's something for everyone!
- Entry level multi-family, 1st and 2nd time move ups, High demand Mid-Life and right sizing over 50.
- Everyone, the high-end renter or the renter on a budget. Or the person who likes the convenience and security of tech products.
- Millennial Renters
- Millennials (Singles and Married couples)
- Millennials, boomers, workforce housing renters
- Millennials, young and established professionals
- Multi-Family, Affordable Housing, Class B Workforce Housing
- Renter profile and demographics vary. We do want to reach the millennial and Gen Z in our traditional communities, but area also in the building and development stages on a senior living community as well. So, we have cross-generational interests.
- Seniors 65+, Millennials, empty nesters
- The IOT systems we are implementing on our developments are meant to drive higher income residents into our properties
- We want to continue with the smart unit trends and be able to offer technology packages to our tenants of all demographics. Some properties are more urban in nature and attract the young professional.
- young professionals and families 25-40
- Young professionals, millennials, Gen-Z.

Top Tech Goal or Challenge

- What is it – be specific!
 - Product
 - Application
 - Process
 - Market
- Why is it a priority?
- What obstacles do you anticipate?
- What are you looking to accomplish here at the event in this regard?
- What kind of advice/assistance are you looking for from your peers?





Discussion Guide

- Self introductions – around the table -1 minutes each – about your company and your role.
- Each individual takes 12 minutes to introduces their top goal or challenge and seek advice from their peers
- Recap presentations from three guest volunteers who got a lot out of their session

TIMER

Sharing

- Name, company and location
- What was the challenge you are looking to solve?
- What are the ideas that were generated to assist you with your challenge?
- What next steps will you take as a result?



Wrap Up

- Up Next: **Future Technologies and Emerging Tech Trends**



- Later: **Connections Reception**



Thank you!