



SMARTSUMMIT

19TH - 20TH SEPTEMBER 2017

BUSINESS DESIGN CENTRE, LONDON

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AGENDA

TUESDAY 19TH SEPTEMBER 2017

	Smart Home	Smart Cities	Smart Insurance	Smart Utilities	Smart Retail	LPWAN
0900 – 0910	Chairman's Welcome Bill Ablondi, Strategy Analytics	Chairman's Welcome Martin Garner, CCS Insight				
0910 – 0930	Crossing the Chasm with the Connected Home Mario Moura, VPGM Global Homes Division, Honeywell	Keynote: Changing Lives with the Internet of Things				
0930 – 1000	Panel: Developing New Experiences to Attract Mass Market Attention Moderator: Nick Graves, CEO, Aquila Europe Panellists: John Gahagan, Regional Director Northern Europe, Sonos	Panel: Where Do Key Opportunities Lie for the Future of IoT? Johnny Voon, Innovation Lead - Digital, Innovate UK Ted Persson, Design Partner, EQT Ventures				
1000 – 1020	Break					
1020 – 1045	Analysing the Competitive SH Landscape Arthur Jouannic, Principal Analyst, Delta Energy and Environment	Chair's Opening Eric Woods, Research Director, Navigant followed by Smart City Trends	Chair's Opening Arun Dehiri, Managing Director, Red Dawn followed by Key Trends in IoT for Insurance Providers Jessica Hernandez, Research Associate, Lux Research	Chair's Opening David Healey, Smart Energy Partner, Analysys Mason followed by How Is IoT Transforming Traditional Utility Business Models? Dagfinn Wåge, Head of Innovation, Lyse Group	Chair's Opening Saverio Romeo, Principal Analyst, Beecham Research followed by Prevailing Technology Trends in the Retail Industry Julija Bainiaksina, Co-founder and Director, The Dandy Lab	Chair's Opening Alex Davies, Analyst and Editor of Rethink IoT, Rethink Technology Research followed by LPWAN Market Trends and Analysis Michele Mackenzie, M2M and IoT Solutions Programme, Analysys Mason

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1050 – 1120	<p>Panel: Can Smart Home Products Really Save Consumers Money? Moderator: Ben Wood, Chief of Research, CCS Insight Panellists: Gabriel Della-Monica, CEO and Founder, Hydrao Eamon Conway, Managing Director, Climote Chris George, Head of UK and Ireland Marketing, Electrolux</p>	<p>Panel: How is Technology Revolutionising the Urban Environment? Moderator: Steve Turner, Associate – Digital, Arup Panellists: Karl-Filip Coenegrachts, Chief Strategy Officer, City of Ghent Wayne Bexton, Head of Energy Projects, Nottingham City Council</p>	<p>Panel: Using Technology to Get Closer to the Customer Moderator: Arun Dehiri, Managing Director, Red Dawn Panellists: Leigh Calton, Former Head of R&D, Ageas UK Nick Walker, Director Connected Solutions, RAC Kenny Leitch, Global Connected Insurance Director, RSA Antti Vihavainen, Cozify</p>	<p>Panel: Identifying and Seizing the Opportunities Enabled by IoT Moderator: David Healey, Smart Energy Partner, Analysys Mason Panellists: Rebecca Dibb-Simkin, Customer Director, Octopus Energy Paulus Karremans, Innovator, Alliander</p>	<p>Panel: Revolutionising the Customer Experience with Connected Technology Mustafa Khanwala, Co-Founder and CEO, Mishipay Hilary Clark, Principal, Eight Inc Archie Wilkinson, Head of Pavegen LIVE</p>	<p>Panel: Weighing up the Pros and Cons – Licensed and Unlicensed Options Moderator: Alex Davies, Analyst and Editor of Rethink IoT, Rethink Technology Research Panellists: Duane Wald, Contributor Member, LoRa Alliance Ian Stewart, Director Channel and Propositions, Arqiva Landon Garner, Chief Marketing Officer, Ingenu Adam Armer, LPWA & Satellite Manager, Vertical Market Development, Vodafone</p>
1125 – 1145	<p>Creating a Personalised Experience Michael Hollins, Manager, Warmup Smart (presentation title to be confirmed)</p>	<p>Key Technology Advances for Smart CityConnectivity Brian McGuigan, Sales Director Europe - Smart City Solutions, Silver Spring Networks</p>	<p>IoT: Opportunities and Risks for Insurers Peter Bornschein, Director International Business Development, devolo</p>	<p>Analysing the Competitive Smart Home Landscape (in the Smart Home) Arthur Jouannic, Principal Analyst, Delta Energy and Environment</p>	<p>The Future of Retail Rob Parkes, VP UK Operations Amy Robotics</p>	<p>Creating Game-Changing Opportunities with LPWAN Richard Marijs, T-Mobile Netherlands</p>
1150 – 1210	<p>Enabling Voice Driven Smart Home Experiences David Low, Principal Evangelist, Amazon</p>	<p>Evolving the Role of the Citizen</p>	<p>Harnessing Technology to Provide Genuine Value Kenny Leitch, Global Connected Insurance Director, RSA</p>	<p>Predictive Maintenance in Power Production IBM Representative</p>	<p>Implementing a Digital First Strategy for Retail Elizabeth Clark, CEO and Founder, Dream Agility</p>	<p>Looking Beyond the Technology to Understand What will Make LPWAN Successful Cambridge Consultants</p>
1215 – 1245	<p>Panel: Addressing Pain Points in Consumer Living Moderator: Bill Ablondi, Director Smart Home, Strategy Analytics Panellists: Will Butler, Group Marketing and Innovation Director, ERA Home Security Thijs Olthof, Co-founder, Slide Stephanie Durand, Smart Partner Manager, LEDVANCE</p>	<p>Panel: Putting the Citizen at the Heart of Smart City Developments – Focus on the People not the Technology Archie Wilkinson, Head of Pavegen LIVE</p>	<p>Panel : Playing a Key Role in the Smart Home Ecosystem Moderator: Arun Dehiri, Managing Director, Red Dawn Panellists: Maarten Ectors, Chief Digital Officer GI, Legal and General</p>	<p>Panel: Facilitating Distributed Energy with IoT Panel Moderator: Erik Overbeeke, European Partner Alliance, Parks Associates Rosie McGlynn, Director of New Energy Services, Energy UK Eamon Conway, Managing Director, Climote IBM Representative</p>	<p>Illusions of Thought. How to Influence Consumer Behaviour? Joost Fromberg, Data Driven Optimisation Lead, Online Dialogue</p>	<p>Panel: Matching the Technology with the Application Moderator: Alex Davies, Analyst and Editor of Rethink IoT, Rethink Technology Research Panellists: Yunus Mussa Mayat, Enterprise Architect and Information Manager, City of Bradford Metropolitan District Council Anders Hagen, Director of R&D, Q-Free</p>

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1250 – 1310	Driving the Smart Home Forward to Meet the Expectations of Tomorrow's Consumer (title to be confirmed) Bernd Grohmann, Executive Vice President, eQ-3	Partnering and Open Innovation	Transforming Potential Disruptors into Constructive Innovators Maarten Ectors, Chief Digital Officer GI, Legal and General	Smart Water Networks with IoT Jeremy Heath, Innovation Manager, Sutton and South East Water	Customer Engagement in the Concept Store	Deploying a Hybrid Model – LPWAN and Cellular Patrice Slupowski, VP Digital Innovation, Orange
1310 – 1410	Lunch					
1410 – 14.30	The Importance of Interface Design in Attracting New Customers to Smart Home Services Aurora (to be confirmed)	Panel Starts at 1400 Panel: Thinking in Unison - Collaboration for Cohesive Solutions Moderator: Seppo Haataja, Director Business Development, City of Tampere and Director, Open & Agile Smart Cities initiative Panellists: Ana Nekhamkin, Managing Director, Inhabit Gerd Seehuus, Triangulum Coordinator, Stavanger Kommune Anne Dornan, Head of Innovation, Manchester Science Partnerships Brian McGuigan, Sales Director Europe - Smart City Solutions, Silver Spring Networks	The Digital Journey – IoT, AI and Automation in the Insurance Industry Dan Fiehn, Group CIO, MarkerStudy	Smart Solar Options to Power the Smart Home	Staying Ahead of Trends and Gaining Competitive Advantage with AI and Machine Learning Michael Friendt, Founder, Blue Yonder	Panel Starts at 1400 Panel: Enhancing the Customer Experience with LPWA Technology Moderator: Clive Longbottom, Co-founder and Service Director, Quocirca Panellists: Pauline Issard, Founder, Trackener Rudi Sunarno PT. Telekomunikasi Indonesia Bilpen Nainggolan from PT. Telekomunikasi Indonesia
1435 – 1455	Interoperability and Open Platforms (title to be confirmed) Matthieu de Broca, Director International Business Development, Overkiz	Vulnerabilities & Resiliency, Internet of Things (IoT) Security Kiran Zachariah, VP-IoT Business Solutions, Subex	Innovating to Stay Ahead of the Competition Philippe Vayssac, Chief Innovation Officer, GROUPAMA Rhône-Alpes Auvergne	How IoT Will Change How People Use Energy – New Business Opportunities Johan Ander, Business Development Director, Smart Homes, Smart Cities, IoT, Fortum Technology and New Ventures	Presentation title to be confirmed Dave Blendis, Eight Inc	Deploying LoRa in the Most Remote Locations for Conservation Sam Seccombe, Field Specialist Conservation Technology Unit, Zoological Society of London

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1500 - 1520	Enhancing the Service Experience from the Earliest Stage of Product Design Alton Martin <i>Co-Founder and Principal, TruSource Labs</i>	Tracking the Transition to the Smart City Dr Mihai Bilauca, Head of Digital Strategy, City of Limerick	The Importance of Assistance Services and Insurance to Enhance the Smart Home Value Proposition Aurélien Couderc <i>Strategic Market Manager for Home & Lifecare Services, Allianz Worldwide Partners</i>	What Impact will AI Have on the Utilities Market? Hjalmar Nilsonne , CEO, Watty	Key Strategies for Selling Smart Home Products Alexander Allen, Director of Strategy & Business Development, Maplin	Lessons from Japan Marc Einstein, Chief Analyst, Telecommunications and Digital Services, ITR Corporation, Japan
1525 - 1555	Panel: AI, The Next Big Game Changer? Moderator: David Watkins, Director Connected Home Devices, Strategy Analytics Panellists: Hjalmar Nilsonne , CEO, Watty Avril Murphy, VP Sales and Marketing EMEA, Neato Robotics Henrik Holen, Managing Director, VivaLabs Peter Davies, CEO, Verv	Panel: The Role of the Smart City in Addressing Climate Change Moderator, Molly Webb, Founder and CEO, Energy Unlocked Mika Hakosalo, Project Leader, City of Stockholm Ankit Vyas, Co-Founder, Oizom	Increasing Consumer Awareness of Smart Insurance Propositions	Bridging the Divide Between the World of Data and IoT, and The Customer Experience Salesforce	The Role of Retail in the Digital Health Revolution Steve Dodsworth, CEO, D Health	Managing the Device Lifecycle
1555 – 1615	Break					
1615 – 1635	Developing a Seamless Experience	Panel: Blockchain – The Next Big Game Changer?				
1635 – 1655	Connecting the Smart Home					
1655 - 1725	Panel: Why the Smart Home Industry Must Focus on Universal Open Connectivity Moderator: Ben Wood, Chief of Research, CCS Insight Panellists: Jon Harros, Member of the Zigbee Alliance Expert Panel Samuel Woodward, Customer Education Leader, Lutron	Panel: Start-up Session - Driving the Future of IoT Invited IoT Start-ups will present their unique product or service, followed by a panel discussion focussed on future trends and expectations for the IoT industry 5 years from now Panel Moderator: Raph Crouan, Managing Director, Startupbootcamp IoT Start-ups include: Marija Butkovic, Co-founder, Kisha Colleen Wong, Founder and Director, TechSixtyFour – Gator Watch				

	<i>Joep Van Eijden, Z-Wave Alliance</i>	
1725 – Networking Drinks in the Exhibition		
1800 – Smart Summit Pub Crawl		

WEDNESDAY 20TH SEPTEMBER 2017

	Smart Home	Cities	Insurance	Utilities	Retail	LPWAN
0930 – 0940	Chair's Welcome Sue Furnell, Founder, Furnell Consult	Chair's Welcome				
0940 – 1000	SH Summit Keynote	Smart Summit Day 2 Keynote Speech				
1000 – 1030	Panel: Optimising Partnerships Moderator: Olena Kaplan, Senior Analyst, Beecham Research Panellists: Matt Poll, CEO and Founder, Neos Ventures Thomas Rockmann, Vice President, Connected Home, Deutsche Telekom Antti Vihavainen, Cozify	Panel: Leveraging 5G Capabilities to Push the Boundaries of Possibility - How will 5G Testbeds and Trials work? - Examples of 5G Testbeds (autonomous vehicles, railways, manufacturing, agriculture) - How will 5G accelerate the development of Smart Cities? - Economic and social benefits to be realised by 5G Moderator: Scott Bailey, Head of Mobile Infrastructure & 5G, Department of Culture, Media & Sport Panellists: Richard Marijs, T-Mobile Netherlands Gordon Wright, Digital Economy Manager, Aberdeen City Council Julian David, CEO, techUK				
1030 – 1050	Break					
1050 – 1120	Panel: Assessing the Routes to Market Moderator: Adam Simon, Global Managing Director Retail Business Development, Context and Chairman, Smart Home and Building Association Panellists: Richard Porter, Head of Smart Home Products and	Chair: Steve Turner, Associate – Digital, Arup ----- Panel: - Finding New Ways to Collect and Analyse Data for Smart City Service Development	Chair: Craig Beattie, Senior Analyst, Celent ----- Learning from Connectivity Outside the Smart Home James Tucker, Manager Smart Technologies, Allianz Insurance	Chair: Stuart Ravens, Principal Analyst, Navigant ----- Using Digital Technology to Enable More Efficiency in the Grid Robert Denda, Head of Network Technology, Enel	Panel: Assessing the Routes to Market (in the Smart Home Theatre) Moderator: Adam Simon, Global Managing Director Retail Business Development, Context and Chairman, Smart Home and Building Association Panellists:	Chair: Saverio Romeo, Principal Analyst, Beecham Research ----- Panel - Developing a Business Case to Justify the Technology Hype Moderator: Michele Mackenzie, M2M and IoT Solutions

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	<p>Partnerships, O2 Katrina Mills, Audio and Connected Home Buyer, John Lewis Andrew Pearson, CEO, LightwaveRF Jo Cox, Commercial Director – Connected Home, Centrica</p>				<p>Holger Klein, Head of Product Lifecycle Management Europe, Sengled Richard Porter, Head of Smart Home Products and Partnerships, O2 Katrina Mills, Audio and Connected Home Buyer, John Lewis</p>	<p>Programme, Analysys Mason Panellists: Bill Harpley, Founder, Astius Technology Han De Glint, Manger Service Transition, KPN</p>
1125 – 11.55	<p>Panel: The Omnichannel Approach: Analysing the Consumer Shopping Cycle John Olsen, Managing Director, Euronics International Holger Klein, Head of Product Lifecycle Management Europe, Sengled Mario Moura, VPGM Global Homes Division, Honeywell</p>	<p>Panel: Sharing Data to Enhance Urban Living Moderator: Loulou van Ravensteijn, Founder, Change Automation Raj Mack, Head, Digital Birmingham Professor Chunming Rong, University of Stavanger Claire Davis, Smart Gateway Programme Manager, Cork Smart Gateway</p>	<p>Panel: Adding Value to the Insurance Proposition Moderator: Craig Beattie, Senior Analyst, Celent Panellists: Alex Marples, Commercial Director, Domestic and General Cecilia Sevillano, Head Smart Home Solutions, Swiss Re Tom Butcher, Co-Founder and CEO, 1partPet</p>	<p>Panel: How is IoT Enabling Flexibility in the Smart Grid? Moderator: Stuart Ravens, Principal Analyst, Navigant Panellists: Erik Nygard, CEO and Co-Founder, Limejump Grace Murray, Senior Policy Advisor, Smart Energy Demand Coalition Kalle Kukk, Strategy Manager, Elering</p>	<p>Panel: The Omnichannel Approach: Analysing the Consumer Shopping Cycle (in the Smart Home Theatre) John Olsen, Managing Director, Euronics International Holger Klein, Head of Product Lifecycle Management Europe, Sengled Mario Moura, VPGM Global Homes Division, Honeywell</p>	<p>Experiences from Rolling out LPWAN Networks in Milton Keynes and London Paul Putland, Consultant, BT</p>
1200 – 1220	<p>Will Smart Home as a Service be the Next Frontier?</p>	<p>Connecting the Smart City Diego Grassi, Senior Manager Product Strategy Cellular, Ublox</p>	<p>Minimising Claims Losses Through Monitoring and Quick Response Times</p>	<p>How to Successfully Launch Your Smart Home Solution (Utility Business Case) Genie Peshkova, VP of Operations, DSR Corporation</p>	<p>Driving Smart Home Adoption into the Majority of Consumer Households John Olsen, Managing Director, Euronics International</p>	<p>Can LPWANs Meet Their Full Potential Without One Universal Standard? William Webb, CEO, Weightless</p>
1225 – 1255	<p>Panel: Securing the Cyber Front Door Moderator : Richard Morrell, Senior Director and Lead for IoT Security, Gartner Senior Speaker, National Cyber Security Centre Ulrich Seldeslachts, CEO, LSEC Shahid Raza, Director of</p>	<p>Panel: The Future of Urban Transport Seppo Haataja, Director, Business Development, City of Tampere Chris Nielsen, CEO, Electric Cab North America</p>	<p>How are New Technologies Necessitating Change in the Insurance Industry? Tim Buchanan, Group Head of Digital, Hiscox</p>	<p>Panel: Bringing New Approaches to Energy Saving in the Smart Home Moderator: Stuart Ravens, Principal Analyst, Navigant Dominic Lavelle, Head of Product and Proposition, RWE npower</p>	<p>Providing a Unique, Personalised Experience Steve Moore, Director – Connected Home, Dixons Carphone</p>	<p>Panel: How to Achieve Economies of Scale in LPWAN Moderator: Julian Watson, Senior Principal Analyst, IoT, IHS Markit Technology Panellists: Alex Gluhak, Head of Technology, IoT Lead, Digital Catapult</p>

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	<i>Security Lab, RISE SICS</i>					<i>Jan John, Co-Founder and Group CEO, SimpleCell Dr Philip Catherwood, University of Ulster</i>
1255 -1345	Lunch					
1345 – 1415	<p>1345 – 1400 The Role of Data Analytics in Enabling the Delivery of Advanced Functionality in the Smart Home</p> <p>1400 – 1415 Monetising Data from IoT</p>	<p>Panel - Maximising the Potential of Living Labs to Accelerate Smart City Developments Moderator: <i>Steve Turner, Associate – Digital, Arup (confirmed)</i> Panellists: <i>Gemma Ginty, Urban Futures Lead, Future Cities Catapult Jacob Lundgaard, Director of Living Labs and Smart City, Gate21 Anna Ståhlbröst, Scientific Director, Botnia Living Lab</i></p>	<p>The Role of Big Data in the Insurance World</p>	<p>Panel - What is the Role of Utilities at the Heart of the Smart Home? Moderator: <i>Stuart Ravens, Principal Analyst, Navigant Elaine Robinson, Electric Ireland Rebecca Yates, Policy and Public Affairs Manager, Smart Energy GB Richard Sephton, Business Development Manager, tado Alton Martin, Co-Founder and Principal, TruSource Labs</i></p>	<p>Panel - Where do Opportunities Lie for Retailers to Connect to the Smart Home Ecosystem? Moderator: <i>Scott Eivers, Senior Managing Partner, EMEA Market Analytics, Gartner David Bailey, Vice President Marketing, SmartThings</i></p>	<p>Panel – Partnerships and Collaboration to Maximise LPWAN Success Moderator: <i>Martin Garner, SVP, CCS Insight Panellists:</i> <i>Tony Maretta, CEO, Digital Jersey Dan Clarke, Smart City Programme Manager, Connecting Cambridgeshire Andrew Cowen, Founder, FutureCare</i></p>
1420 – 1440	<p>5 Ways IoT Can Make or Break Your Brand Pilgrim Beart, Founder DevicePilot</p>	<p>Introducing AI to the Smart City</p>	<p>Creating an Economically Viable Smart Insurance Solution</p>	<p>Uncovering New Energy Service Based Business Models Through Smart Home Fonger Ypma, Head of Smart Energy Lab, Eneco</p>	<p>Thrashing Around: Retail's Role in a Fragmented, Early Stage, Fast Moving Market Andrew Pearson, CEO, Lightwave RF</p>	<p>Is Collaboration Essential to Scale-up LPWAN? Andrew Cowen, Founder, FutureCare</p>
1445 – 1515	<p>Panel - How are Insurance Companies Driving Smart Home Growth and Increasing the Value of Smart Home products? Moderator: <i>Bill Ablondi, Director Smart Home, Strategy Analytics Panellists:</i> <i>James Tucker, Manager Smart Technologies, Allianz Insurance</i></p>	<p>Panel – Understanding Public Sector Challenges Moderator: <i>Christina Patsioura, IoT Research Analyst, Beecham Research Panellists:</i> <i>Ian Jones, Solutions Architect (Smart Cities), City of Leeds Wayne Hubbard, Chief</i></p>	<p>Connected Health – The Opportunity for New Models Joao Bocas, CEO and Digital Health Influencer, Digital Salutem</p>	<p>Smarter Energy from the Home to the City Dominique Bertin, Manager of Smart Energy Applications, EDF Energy</p>	<p>Panel - Which Retail Strategies are Achieving Success in Smart Home Sales? Matt James, MRJ Smart Consulting Nuray Gökmen Kahveci Digital Channels Manager, Engie</p>	<p>Addressing Security Concerns around LPWAN</p>

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	<p>Lukias Tobis, Head of Sales, Western Europe and Australia, Fibaro</p>	<p>Operating Officer, London Waste and Recycling Board Steve Bowyer, CEO, Opportunity Peterborough</p>				
1520 – 1550	<p>Panel - How is Smart Home Technology Revolutionising Assisted Living? Nathan Baranowski, Interim Director of Technology, The Disabilities Trust Paul Teverson, Director of Communications, McCarthy & Stone Brad Rogers, Associate Board Director UK Telehealthcare and Advisor, Kings Fund</p>	<p>Panel: Securing the Digital Future</p>				
1550 - 1600	<p>Key Takeaways from the Smart Home Summit</p>	<p>Key Takeaways from the Smart Summit</p>				
1700	Event Close					