



IoT drives Smart Home Services innovation and company business transformation

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IoT in Action





métiers
Electricité
Eclairage
Confort &
Sécurité

5.000
Références
produits

65M€
Chiffre d'affaires

240
collaborateurs



6 filiales
sur
3 continents

1,5
Million
de
commandes
traitées / an

1M
d'objets
connectés
d'ici 2021

Application
mobile



conçue et
développée
en France

otio[®]
home

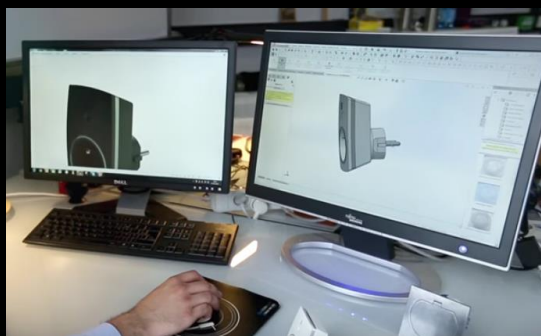
30M
de produits
vendus / an

R&D LABORATOIRES
QUALITÉ
Intégrés

Supply
chain 4.0



Core competencies in Design, Certification, Merchandising and Supply chain



Legacy BtoB customers in retail and distribution



How to engage directly with our final customers ?





OUR VISION

Improve every citizen daily life by designing affordable
Electrical and Digital Solutions to enhance comfort and safety


IoT in Action

How can we realise this vision ?

Project objectives

- Simple UX
- No compromise on Data security and Privacy
- Reliable and powerful infrastructure that allows users to connect permanently and securely
- Openness and interoperability for the solution to work with other existing or future products or services, with no restrictions on access or implementation
- Launch on January 20th 2020

Key partners

- Microsoft: foundation technologies based on Azure
-  System integrator based in Toulouse



Smart Home is a technical concept



How can we increase adoption ?

End-Customer objectives

- Evolutive and interactive
- Convenience and flexibility
- Digital lives and experiences to be qualitative and simple
- Rebalance work and lifetime
- More personalised products and services

Our focus

- Analytics to suggest scenarii to end-user (Edge and Cloud) and create trust
- Data lake for new businesses and new customers
- New interactions (voice)



Surikat – Smart Home as a Service

Value proposition at launch (Q2 2020)

- Notification App Push for electrical shutdown of critical domestic equipment
- Surveillance for WiFi operating network

Value proposition tomorrow

- Predictive electrical shutdown using overconsumption threshold (API)
- Preventive protection based on weather forecast for third parties business (API)
- Cause of failure detection using information coming from energy supplier and WiFi network provider (API)



HBF company transformation : Smart Care for Elderly

New business from Data Lake

- Data collection from various unobtrusive sensors (for instance Motion and Door Sensors)
- Design relevant API for algorithms and specific verticals

Value proposition in Smart Care for Elderly

- To learn the normal patterns of behaviour to generate validated data. Significant changes in that behaviour can be identified to generate alerts and insights
- To enable care providers to better plan, schedule and deliver care



HBF Ecosystem

