

Tech Support: Meeting IoT Demands

By Patrice Samuels, Research Analyst

Synopsis Consumer Interest in Smart Home Support Services This report highlights the **Smart Home Devices: Appeal of Support Services** impact of IoT on Smart Home Device Owners in U.S. Broadband Households broadband households 80% ■ Very appealing (Rating 6-7) ■ Not appealing (Rating 1-3) and the connected consumer, including the added complexities, 60% increase in bandwidth demands, and new security and privacy concerns. It examines how technical support services, tools, and 20% business models should evolve in order to meet the new demands of IoT. 0% The report includes a forecast for the support of emerging devices in -20% Repairs of Equipment cannot be Backups of records, Recommendations for U.S. households. data, and video malfunctioning monitored or saving money based malfunctioning or controlled by generated by the equipment on equipment use damaged equipment unauthorized people equipment **Publish Date: 1Q 15** "Consumers face challenges as they embrace new technical products and services,"

"Consumers face challenges as they embrace new technical products and services," said Patrice Samuels, Research Analyst, Parks Associates. "Consumer technology brands need to be aware of the current and potential technical needs of their consumers in order to build support strategies for customer onboarding, which will foster faster product adoption, stronger brand loyalty, and industry growth."

Contents **Dashboard** 1.0 Report Summary 1.1 Purpose of Report 1.2 Scope of Report 1.3 Research Approach/Sources 2.0 **Broadband Household IoT Adoption** 2.1 Factors Driving IoT Development and Adoption Implications of New Devices Entering the Home 3.1 Increase in Technical Problems 3.2 Addressing Growing Home Networks Autonomous resolution of routine device and network problems 3.2.1 3.2.2 **Knowledge Management Solutions** 3.2.3 **Extensible Support Tools** 3.2.4 **Consumer Education** 3.3 Increased Complexity Onboarding 3.3.1



Tech Support: Meeting IoT Demands

By Patrice Samuels, Research Analyst

3.3.2 Ongoing Enablement

4.0 Security and Privacy

5.0 Forecast

- 5.1 Forecast Methodology
- 5.2 Forecast

6.0 Implications and Recommendations

7.0 Appendix

- 7.1 Glossary
- 7.2 Index

Fi	α	ш	ro	œ
		U.	15	2

Penetration Rates and Purchase Intentions – Computing and Entertainment Devices

Penetration Rates and Purchase Intentions – Smart Home and Connected Healthcare devices

Number of Technical Problems Experienced by Number of CE Devices Owned (Q3/14)

Technology Adoption Lifecycle

Device Problems across Technology Lifecycle

Common Problems with Connected Devices

Average Number of Device Problems per BB HH

Smart Home Devices: Technical Problems Experienced (Q3/14)

Smart Home Device Problems 2013 Versus 2015

Method of CE Device Setup (Q3/14)

Method of Device Setup (Q1/15)

Self-Installation of Stand-Alone Smart Home Devices (Q3/14)

Self-Installation of Independent Home Control System (2014)

Smart Home Devices as System or Stand-alone Device (Q2/14)

Concerns about Unauthorized Access and Historical Data among Device Owners (Q2/14)

Smart Home Privacy Concerns (Q2/14)

Means of Addressing Security Concerns of Smart Home Devices by Ownership (Q2/14)

Forecast Methodology Professional Support Requests

Professional Support Requests - Smart Home Devices and Systems

List of Companies		
	ADT	LogicNets
	Affinegy	Lowe's
	AllSeen	Qterics
	AT&T	Radialpoint
	CafeX	Samsung
	Comcast	Support.com
	DECT	Time Warner Cable
	DLNA	UPnP



Tech Support: Meeting IoT Demands

By Patrice Samuels, Research Analyst

Google	WebRTC	
HFN (Nanoheal)	Zigbee	
ihiji	Z-Wave	
INSTEON		

Attributes

Parks Associates 15950 N. Dallas Pkwy Suite 575 Dallas TX 75248

800.727.5711 toll free 972.490.1113 phone 972.490.1133 fax

parksassociates.com sales@ parksassociates.com Authored by Patrice Samuels Executive Editor: Tricia Parks Published by Parks Associates

© March 2015 Parks Associates Dallas, Texas 75248

All rights reserved. No part of this book may be reproduced, in any form or by any means, without permission in writing from the publisher.

Printed in the United States of America.

Disclaimer

Parks Associates has made every reasonable effort to ensure that all information in this report is correct. We assume no responsibility for any inadvertent errors.