



CONNECTED HOME & SMART APPLIANCES

Developing a holistic ecosystem for the connected experience while capturing value.



Significant growth in the connected home and smart appliance space has occurred from the proliferation of artificial intelligence (AI) and machine learning. Today, there are an estimated 25 billion connected devices worldwide and one in six American households have a voice assistant, which is becoming the main method in which consumers are interacting with AI technology.¹



Digital disruption has arrived in homes. Businesses must respond swiftly and thoughtfully ahead of their competition as the number of connected devices will continue to grow. The forecasted worldwide growth is estimated at 50 billion connected devices by 2020.¹

When looking at the connected home space, there needs to be an understanding of how consumer behavior is changing with their home and how incorporating smart technology brings value to both the consumer and provider. For these reasons, the smart appliances market is ripe for innovation and there are no clear leaders in the white goods space.

The market is estimated to grow in the next two years between \$15-30 billion and analysts predict one third of all appliances will be connected by 2020.² In addition, brands are looking to understand the business value of AI as well as the data monetization of this technology. Some consumer electronics companies have shifted

focus from mature businesses like mobile and TV to smart technology devices and are gaining first-mover advantage. Positioning and creating meaningful partnerships are key to success in this market place.

Emerging Trends & Challenges

There is a paradigm shift taking place in how consumers interact and experience their homes. New products are bringing a higher level of convenience while also saving time, effort, and money.

Radius delivers on the connected experience by focusing on the holistic ecosystem.

The Internet of Things (IoT) space, with its key components of home automation, smart hubs, and smart appliances, is highly fragmented between the natural behaviors of connected devices, incompatible system integration, and security problems. Companies must invest in AI integration, universal systems, and security protocols in order to be successful. Our team demystifies the overwhelming choices of technology, applications, ecosystem, and landscape, so businesses can move beyond square one.



INNOVATION REALIZED.



How Radius Can Help

Radius is a trusted partner for companies wanting to enter the connected home and smart appliance market by providing domain expertise, cloud services, and technology in a seamless and uncomplicated package.

- Radius is a global innovation and product development firm with over 20 years of success designing thousands of products for hundreds of clients, large and small.
- With deep, integrated manufacturing experience and capabilities, our scalable resources support the needs of all clients from startups to global Fortune 100 companies.
- Our model is purposefully designed to bridge and accelerate the right ideas to market while reducing go-to-market risk and maximizing return on investment.
- We hold powerful human factors, healthcare design, and development legacy, bringing products to market in regulatory environments successfully many times over.
- With Low Volume Build & Manufacturing expertise, Radius offers a full spectrum of prototype to production, distribution, fulfillment, service, and repair services under one roof to augment go-to-market expertise and delivery capabilities.

1. Forbes IHS Survey 2018
2. Markets & Markets, Technavio & Technology IHS



Past Connected Home & Smart Appliance Projects

- Radius supported Jabil's connected device proposition by developing the MVP for the connected coffeemaker that has the first natural user behavior interface and works well with other connected devices found in today's home.
- Radius partnered with Alliance Appliance to reinvent the digital experience for commercial laundry. The lines of washer-extractors and tumble dryers present a premium laundry experience with full-color, intuitive touchscreen controls which keep customers updated on every step in the washing process.
- Radius collaborated with ABB to bring its innovative free@home technology to the market. Our team helped to reinvent the thermostat user experience. The crisp design combined with an easy-to-use concept makes home automation easier than ever.
- Radius worked closely with AmbiLabs on their second generation IoT device. Together, the team improved the quality of the design as well as added even more features with enhanced accuracy and reduced retail price point.

About Radius Innovation & Development

Radius is a global innovation and product development consultancy firm. It is integrated into one of the largest, most technologically advanced manufacturing solution providers—Jabil.

Jabil (NYSE:JBL) works with the world's biggest and best-known brands and technology startups, providing comprehensive design, manufacturing, supply chain, and product management services. Operating from over 100 facilities in 29 countries, Jabil delivers innovative, integrated, and tailored solutions to customers across a broad range of industries. For more information, visit Jabil.com.



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