

February members' newsletter

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TAHI has been focussed on delivering “change by design”, proving concepts, establishing trials, analysing results and smoothing the path to acceptability. And in doing this has had the support of a diverse range of companies and organisations, extending from the DTI, academic institutions, large service providers, large and small manufacturers and small innovation companies.

This is a very powerful combination and needs to be nurtured and developed further to allow the knowledge to be gathered and to be made visible to industry and the public at large.

This should be done in a way that re-assures the sceptics, helps understanding, removes doubt over standards, builds confidence in the business proposition and engages a far wider audience than at present.

TAHI must become this reference body that can be not only the conduit for its members to reach further than they can on their own, but to become the market point of reference for Home Technology. If TAHI can achieve this (and personally, I see no reason why not with the enthusiasm and commitment of the member companies), then we will start to see the market “pull” that is so important in turning exploration into discovery!

2005 is likely to be a watershed year for TAHI and its members. The strategy to achieve our short and medium-term goals was comprehensively covered earlier this month at the AGM.

But above all, 2005 is the year when significant progress must be made with the Service providers – the climate is right, the business proposition is looking encouraging, and we now need some champions to take us to the next level!

I must appeal to all members to participate as much as you can with TAHI in 2005, as it will be seen by the market, and lead to enhanced confidence by service providers, influencers, intermediaries and end-users in making the commitment to invest in taking ‘concepts’ and ‘demonstrators’ to ‘deployment’.

Ashley Pocock
Chairman, TAHI

AGM report – TAHI's map of the future

Contact us

To include your news and views in the TAHI newsletter, please [email](#) or call Mike Windsor on +44(0) 1491 829 317 or +44(0) 7733 263423.

Coming Up

2005	EVENTS / PROMOTION	ACTIVITIES
JANUARY	20th AGM 31st TAHI Board	Form Team Farm TAHI Bid Team Find EU Partners (SmartHomes)
FEBRUARY	7th TAHI Board	Report 1 Prepare Bid Proposal Deliver Bid 03-22
MARCH	17th TAHI Board	BID APPRAISAL Detail Bid Planning
APRIL	21st SME FORUM TAHI values Local Authorities Developers	BID APPRAISAL
MAY	19th Local Authority Forum Developers Forum Healthcare Forum Industry Forum	NEGOTIATION
JUNE	16th Trials Outcomes 2 Day Meeting	NEGOTIATION
JULY	21st TAHI Board	rejects rejects

The TAHI annual general meeting, held in London on February 3, was well attended with a number of new faces joining us.

Chairman Ashley Pocock reviewed TAHI's achievements during the previous year and welcomed Neil Spence Jones of Openhub to the board.

After the formal session was completed, Stephen Pattenden and Mike Windsor outlined the TAHI roadmap which identifies goals in both the technical and marketing streams.

The roadmap sets out a number of events and promotions this year alongside activities which will help lead to deployment. Members were reminded that several calls from the DTI were due to close shortly and that if organisations wanted to collaborate on EU bids they needed to consider their options quickly.

From the marketing perspective, [Mike Windsor](#) reviewed last year's activities and set out the plans for 2005. The 2004 conference was deemed a great success and it was planned to hold a similar event toward the end of this year.

In addition the board wanted to maximise the opportunities presented by the current trials formally ending in June. A three day event was under consideration to fully inform the DTI and the other stakeholders and, as importantly, to disseminate as much information as possible to TAHI members and potential customers.

Alongside this it was intended to continue issuing the newsletter on a monthly basis and to produce a quarterly bulletin aimed at current and future members. In addition, it was proposed to create a specific forum for SME's that would meet quarterly, in an informal way.

Finally, to make sure the messages about the market were getting through to the right people, it is planned to create forums for specific industry groups, with the initial focus on Local Authorities, Developers and the Health Service.

Mike explained that the plans were ambitious, but with a growing membership they could be funded. If any member has an interest in leading a forum, or simply offering advice or ideas he would be pleased to hear.

[Daily Mail Ideal Home](#)
March 2-28
Earls Court, London

[CeBIT 2005](#)
March 10-16
Hannover, Germany

[Providing Services to the Home](#)
March 14-15
Waldorf Hotel, London

[The Connected Home 2005](#)
April 6-7
Crowne Plaza Hotel, Marlow

[The Smart Home Show](#)
April 14-17
NEC Birmingham

[The Wireless LAN Event](#)
April 20-21
Olympia, London

[INSTALL @ PALME](#)
April 24-26 International Exhibition Centre, Dubai, UAE

[BBC Good Homes Show](#)
May 5-8
NEC, Birmingham

[CONNECTIONS™ 2005](#)
May 11-13
Hyatt Regency Burlingame San Francisco

[CEDIA The European Home Technology Show 2005](#)
June 28-30
International Convention Centre Birmingham

[IFA 2005](#)
September 2-7,
Berlin

[Connected@Home](#)
October 3-5,
Las Vegas

Help spread the TAHI net

Do you know of other companies or organisations who might like to learn more about TAHI and our work in the intelligent home market?

If so, we would like to add them to our invitation list for a series of cross-industry forums planned for later this year.

The aim is to reach people in local authorities, housing associations, property development, social services, healthcare and manufacturing industries.

As well as informing them of TAHI's work and the potential of the intelligent home for their particular sector, we hope some of them will sign up as new members and take part in large-scale deployment.

The forums, expected to be held in May and June as the trials near completion, are also intended to present existing TAHI members with opportunities and routes to market.

Mike Windsor, who heads up TAHI's market communications group, said: "We've produced some good work and its time to broadcast it to a wider market. We must build on these achievements by reaching out to attract new organisations to join us in advancing the connected home market."

To send your suggestions for the forum mailing list please [click here](#).

CES report

The consumer electronics market is booming, with US sales rising by 11% a year, according to a report on the Consumer Electronics Show in the Guardian.

The market was expected to be worth \$125.7 billion this year, said the Consumer Electronics Association, and was being driven largely by the shift to digital formats for television and music.

Sales of LCD and plasma screens were buoyant and consumers of these were prime targets for media servers to store photos, movies and music and other smart home products such as security and home automation systems.

PC and consumer electronics companies were converging and starting to work together to ensure their products were compatible.

The interest aroused by CES suggested that home networking was finally leaving the realms of science fiction and becoming an everyday reality, reported the Guardian.

Horstmann Controls

With a state of the art factory employing the latest manufacturing techniques and automatic testing methods, [Horstmann Controls](#) produces some of the most electronically advanced meters and controls available in the UK.

The Bristol-based company has been



instrumental in TAHI's Equipment Management (EM) trial, working in collaboration with other innovative

businesses to demonstrate interoperability of equipment and services in the connected home.

And Andrew Deeming, Horstmann Controls Engineering Director, has also been wearing the hat of EM trial leader for the last 18 months.

The company's involvement in the trial covers the area of energy management, with an electricity meter that communicates with gas and water metering.

It is an activity that fits well with Horstmann's philosophy of providing an enhanced level of control whilst retaining simplicity in operation and ease of installation - a strategy which has helped make it one of the UK's leading designers and manufacturers of high technology electronic and electromechanical controls for energy management.

Horstmann products include controls for domestic electric heating, appliances and central heating systems as well as radio teleswitches, radio telemeters and communicating meters for the utilities sector. Each Horstmann control minimises the energy consumed to achieve the user defined requirements.

During the EM trial the company has been interested in bundled service applications and, in particular, how consumers react to information about energy efficiency, visible on a computer display, a little screen or a set-top box.

Andrew Deeming says: "The EM trial has given participating organisations an opportunity for real-world testing that they probably would not have been able to set up and run on their own.

"It is being conducted in a professional and managed way and we have spread the costs and resources across a dozen organisations with the help of the DTI. The sum of the whole is greater than the sum of all the parts.

"Horstmann has a history of being involved in trials. We enjoy working on collaborative projects and we are keen members of TAHI."

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