

### **New perspectives for the connected home**

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Telcos perceive a growing interest of their customers for practical digital home services. Until now, focus has been made on communication and entertainment but services related to the home itself, its serenity and efficiency, start to make sense in the customer eyes. A majority of internet equipped households confirmed their interest for home services bundles.

Moreover, home efficiency services as energy monitoring, waste tracking, and heating management ... are a key enabler to support smart grid objectives: manage residential market consumption and bring more flexibility to national grids.

To succeed in this home area and address all its stakes openness, convergence and partnerships are key.

Jean-Yves Leonnec will introduce the ecosystem that a Telco as Orange aims to set-up to support the market take-off and bring more value to its customers