



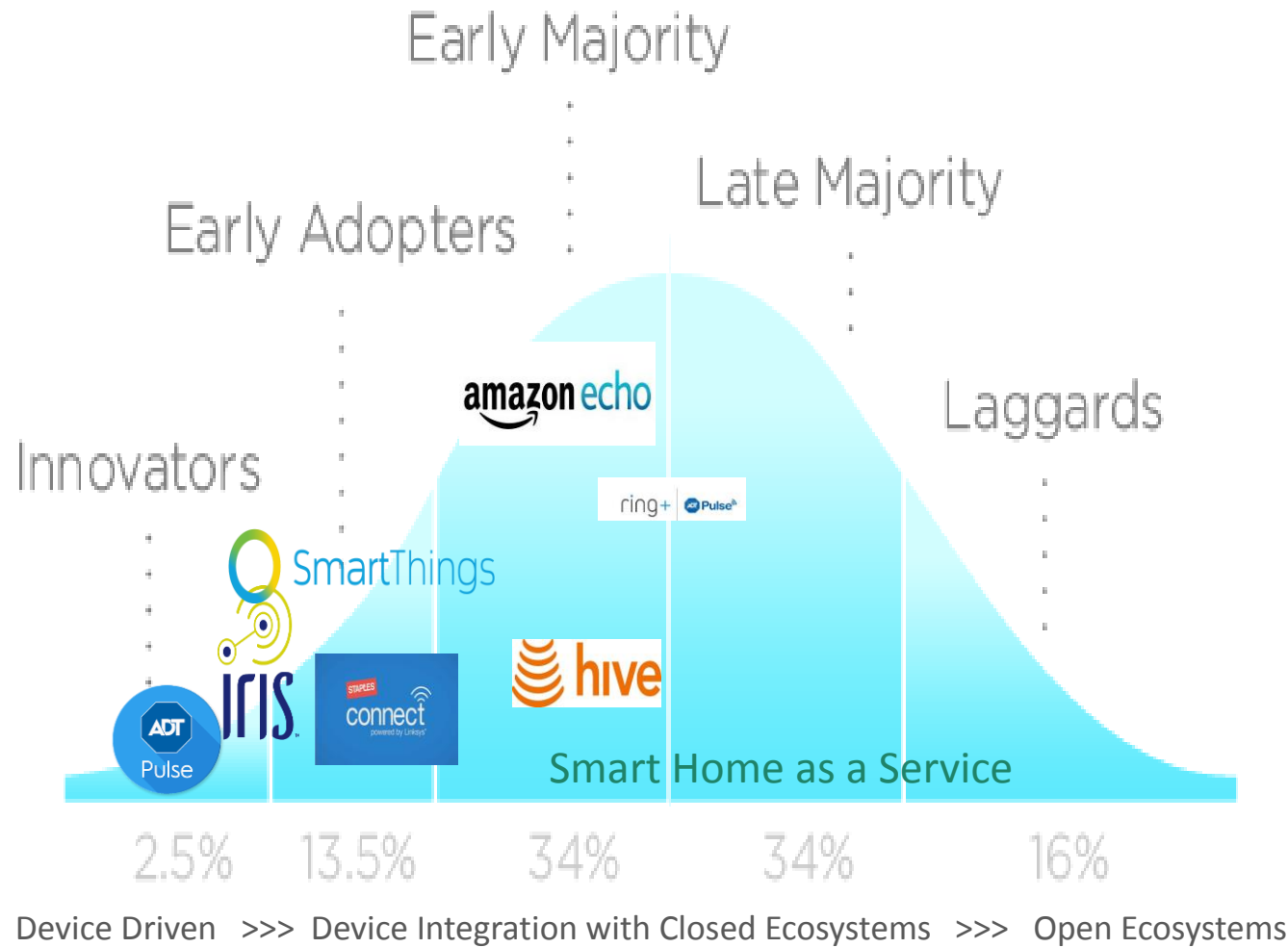
Insurance Providers & the Connected Home

“70 Billion Connected Devices by 2025”

Morgan Stanley, Internal Report - 2013

Steve Clemons
Internet of Insurance Things
Hong Kong 08/2017

The Connected Home is Emerging as a Connected Service



Insurance Providers and SHaaS

Peace of Mind Ecosystem

- Home Security
- Smoke and CO Detection
- Climate
- Energy Management
- **Water Damage**

Insurance SHaaS Case Study –Water Damage

Situation

- 14,000 water damage claims daily
- Average cost per claim is \$8000
- One in ten homes will experience water damage every eleven years
- Annual claim cost to insurance providers is \$3 – 5 billion

Opportunity

- 50% of US homeowners would install an IoT water damage mitigation solution if offered by their insurer
- Water damage claims filed reduced by 70%
- Cost of claims reduced by 80%

Introducing Guardian



“What Nest Did For Residential Climate Management, Guardian Will Do For Water Control”

CE Pro 2016

SHaaS Bridge to IoT for Insurance Providers

- From Repair to Prevent
- Real time data
- New products
- New Services
- New Interactive communications with customers
- New distribution models



Thank you

Steve Clemons
sclemons@elexausa.com