

Topic: New Smart Home Services and Strategic Fit for Telcos

It's a pivotal time in the Security and Smart Home space. The opportunity is greater than ever. There are hundreds of companies entering the market daily and customer confusion is at an all-time high. It's becoming a race to own the home and the services that accompany that. We believe in the Super Connected Home, not just a cool smart home but connecting and controlling everything important and receiving intelligence around that. Our partners are our life line and we are here to support their efforts in growing to that next level and becoming the leader in the DIFM (do it for me) space.

Speaker: JD Wix - Business Development Manager, Resideo / Honeywell Home



JD Wix brings extensive knowledge with over 25 years of experience as a technology professional specializing in building partnerships directly with customers, developers and home builders. His current role with Resideo / Honeywell Home is in Business Development helping non-traditional companies build and expand reoccurring revenue in their existing business using Smart Security technology. JD entered the technology industry while attending college and has served in many capacities throughout his career. Prior to joining Honeywell Home JD served as Vice President for a large technology company in Houston Texas, where he spent ten years. JD is in his eleventh year with Honeywell Home and uses his industry experience in his current role. JD's passion is to combine his love for technology and harvesting honest and authentic customer relationships. He enjoys watching

his customers accomplish their business goals while growing and succeeding. Outside of work JD enjoys spending time with family and all outdoor activities.