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## **Bosch acquires U.S. building automation specialist** Expansion of international activities with connected energy and building technology

November 3, 2016  
PI 9448 RB Ho/Na

- ▶ Acquisition of Skyline Automation broadens technical expertise and market presence
- ▶ Stefan Hartung: “strategic step on path to single-source provider of connected systems and services for buildings”
- ▶ Growth with new business models and services for greater convenience, security, and energy efficiency

Stuttgart, Germany – Bosch is bolstering its international business with integrated services for commercial buildings – a strategic growth area for the Energy and Building Technology business sector. The Bosch subsidiary Climatec, based in Phoenix (AZ) in the United States, has acquired Skyline Automation. The company, which specializes in building automation and systems integration, provides installation and connectivity services for a variety of technical systems in buildings. Building automation can reduce energy consumption by up to 40 percent. Based in Clifton, New Jersey, Skyline Automation has a workforce of 40, and generated sales of 12 million dollars in 2015. The building service provider Climatec was acquired by Bosch in 2015, and has so far been active in the western United States.

“In acquiring Skyline, we are bolstering our activities in energy and building technology at a technical level and expanding our presence in the North American market, which is showing solid growth,” said [Dr. Stefan Hartung](#) at a press conference in Stuttgart. Hartung is the member of the board of management at Robert Bosch GmbH responsible for the Energy and Building Technology business sector. “Following the takeover of Climatec, this is the next strategic step on our path to becoming a single-source provider of connected systems and services for buildings.”

## **Connectivity enabling new business models and services**

Connected solutions enable Bosch to tap into many new possibilities in its activities with energy and building technology, particularly where services are concerned. Market experts estimate that the global market for intelligent building technology will grow from its current level of around 6 billion dollars to around 25 billion dollars by 2021 – the equivalent of an average annual growth rate of 34 percent. “Services are becoming an integral part of our business. Every sale of hardware will be followed by the sale of complementary services in the future,” Hartung said. When it comes to developing and launching services for the connected world, Bosch’s broad business portfolio is a huge advantage, as is its expertise in software and sensors. “We are connecting cars with houses, and connecting entire cities. For tasks like this, Bosch contributes technical expertise from a wide range of different types of devices in a way that no other company can.”

Bosch Energy and Building Technology includes the Thermotechnology, Security Systems, and Service Solutions divisions, as well as the subsidiaries Smart Home and Energy Storage Solutions. In 2015, the Energy and Building Technology business sector generated sales of 5.1 billion euros.

## **Service Solutions: 15 percent annual sales growth**

The new Service Solutions division, which was created at the start of 2016, is showing solid growth. The division’s roughly 7,600 associates provide communication services, remotely monitor buildings and industrial facilities, and ensure greater safety for cargo and vehicles along the entire logistics chain. Secure Truck Parking, for example, allows to book secure parking spaces for trucks at rest areas online before the journey. On behalf of automakers, Service Solutions provides the eCall automatic emergency call service and a concierge service. In 2015, Bosch Service Solutions handled more than 120 million customer contacts in 14 countries on behalf of more than 1,000 companies – 30 million more contacts than in 2013. Bosch expects the Service Solutions division’s sales to grow by about 15 percent each year.

## **Smart homes: global market potential of 10 billion euros**

In smart homes as well, increasing connectivity will make life easier and relieve residents of tedious routine tasks. Market experts expect the global market potential of smart homes to reach 10 billion euros as early as 2017. By 2020, some 230 million households – 15 percent of all households worldwide – will be equipped with smart-home solutions. Since the beginning of the year, Bosch has pooled its activities in this area in the company Robert Bosch Smart Home GmbH. With its Bosch Smart Home system, the company offers a simple and secure solution for connected homes. At the IFA 2016, Bosch presented new

products, including a small interior camera with a 360° view and a smart smoke alarm which also sounds in the event of a burglary and measures air quality.

### **Leading provider of smart heating solutions**

Having sold more than 210,000 network-enabled products, Bosch is the leading supplier of smart heating solutions that greatly increase convenience, energy efficiency, operating safety, and service quality. The “HomeCom” portal provides installation companies with detailed information about their customers’ connected heating systems, including faults and predictions of what might have caused them. End users receive clear information about their heating system, along with consumption data and personalized energy-saving tips. Together with British Gas, Bosch has developed the “Boiler iQ” connected service. This allows British Gas to remotely monitor the heating systems of its U.K. customers around the clock. If the system detects a problem, it automatically sends an immediate appointment request to the customer’s smartphone. The service technician has all relevant information available for maintenance issues. Bosch is focusing on three business fields in this market: heating systems for residential buildings, domestic water heaters, and systems for commercial and industrial heating and air-conditioning systems. In all three segments, Bosch is making good progress and intends to grow faster than the market.

### **Smart video technology growth market: more than just recording images**

Modern cameras do more than just record images – they also track speeds, directions, colors, and much more. A security guard who has to spend hours watching several surveillance monitors can easily overlook something important now and again. In this situation, it helps if the cameras can do some of the thinking and independently notify the guard if someone is climbing over a fence or stealing an artwork. Intelligent video analysis makes this possible. Bosch cameras are now equipped with this technology as standard. They recognize burglars and unattended luggage, count crowds of people, and sound the alarm in the event of fire. The intelligent algorithms behind this technology had previously only been available in top-of-the-range cameras, which are installed in critical areas such as airports and government buildings. This year, Bosch is making a complete package of analysis functions, known as “Essential Video Analytics,” available for the mid-price segment as well, thus making the solution attractive for new target groups such as hotels and retailers. The system allows large quantities of video data to be sifted quickly and easily for vital information. Because only relevant images are transferred, the memory requirements and the load placed on the network are considerably lower – as are the operating costs.

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## For a good night's rest in the truck: **Bosch Secure Truck Parking offers safety and security for freight and driver**

October 12, 2016

PI 9423 SO Ha

- ▶ Truck parking facilities can be found and booked online
- ▶ Safer parking for freight and driver
- ▶ Pilot facility launched in Karlsruhe on the A5 freeway

**Wire embargoed until  
October 12, 2016  
16:00 CEST**

Frankfurt / Main, Karlsruhe – It's a common sight on motorway rest stops: Row after row of narrowly parked trucks as drivers take their obligatory rest breaks. At night in particular, there is a shortage of parking facilities. In addition, many parking places are not safe. Break-ins are common and valuable freight is being lost to theft.

Bosch Service Solutions have come up with a solution to this problem – Secure Truck Parking. Parking spaces at truck stops can be reserved online, ahead of time and hassle-free. In addition, company parking facilities located close to freeways will be integrated into the new system. With Secure Truck Parking, both route and rest times can be planned more easily, helping to keep down growing incidences of theft and providing drivers with peace of mind, knowing that their cargo is protected.

The first pilot facility for Secure Truck Parking is being launched today at the Bosch site in Karlsruhe at the A5 freeway. The employee car park is being opened for truck parking at night. Following this initial trial, Bosch Secure Truck Parking will be formally launched in the spring of 2017 at which point 50 truck drivers will benefit from safe parking at the Thiersheim truck stop in Bavaria.

“We turn truck stops into connected service providers, offering urgently needed real-time information about available parking facilities,” said Dr Jan-Philipp Weers, Project Leader with Bosch Service Solutions. “In combination with added security technology, Bosch Secure Truck Parking can significantly reduce the risk of crime. It offers freight companies a one-stop solution that facilitates dependable planning, driver protection and freight security.”

The online booking platform of Bosch Secure Truck Parking is operated through the Bosch IoT Cloud. To integrate the numerous barrier systems on parking lots, the Bosch IoT Cloud uses the SAP Vehicles Network, a marketplace for vehicle-related services such as parking and refuelling. SAP Vehicles Network is based on the SAP HANA Cloud platform. It enables the video recognition of truck registration plates on entering and exiting, and matches these with booking data in the Bosch IoT Cloud. Bosch and SAP are close partners in the field of platform development and IT infrastructure.

### **Background Information**

There is an estimated shortage of about 14,000 parking spaces for trucks on German freeways. Truck drivers often have to enter a number of parking sites before they are able to safely park their vehicle. The futile search for appropriate truck parking facilities can have dramatic consequences, including the violation of statutory driving and rest periods, as well as increased fuel consumption and higher carbon dioxide emissions. Approximately 14,000 truck drivers fail to find an appropriate parking space each night. As a result, they are left with no other choice than to park their vehicle in precarious spots or leave the freeway altogether and park elsewhere, for example, in industrial parks.

In total, 44 fatal accidents per year involve trucks that are dangerously parked (Source: European Commission 2013). About 90,000 parked trucks fall victim to acts of freight theft across the EU per year, resulting in estimated annual damages to the economy of more than 16 billion euros (TAPA EMEA 2015). In Germany alone, the damage is assessed at three billion euros per year.

Bosch Secure Truck Parking offers a one-stop solution for both problems – the shortage of truck parking as well as freight theft. The solution integrates freight operators, truck drivers and parking facilities. The booking platform provides real-time information about available truck parking facilities. Freight companies and truck drivers are able to reserve parking spaces either ahead of time or en-route, by app or online. The system can be compared to online hotel booking systems. Payments are made automatically and are cash-free as parking fees are directly paid online by the freight company.

With Secure Truck Parking, Bosch not only makes it easier to find and book truck parking facilities; Bosch also makes parking safer for both driver and freight since the parking sites are equipped with Bosch security technology as well as video surveillance. Bosch also provides parking operators with additional, integrated surveillance by a Bosch Security Control Center, including virtual guard patrols.

## **Intelligent logistical solutions**

Bosch Service Solutions have developed a host of security-enhancing logistical services, ranging from tracking and monitoring freight and vehicles, via Bosch Security Control Centers to the temperature control of sensitive goods.

**Press photos:** #499098, #499099, #499100, #499101

**Further information is available online at:**

[www.bosch-secure-truck-parking.com](http://www.bosch-secure-truck-parking.com)

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*Bosch Service Solutions is a leading international provider of Business Process Outsourcing for complex business processes and services, predominantly for customers from the automotive, travel and transportation as well as IT and communication technology sectors. In more than 30 languages and at 26 sites worldwide, Bosch Service Solutions develops and implements holistic and innovative service solutions for mobility, buildings and for customer interaction via all communication channels and phases of customer contact.*

*Additional information is available online at [www.boschservicesolutions.com](http://www.boschservicesolutions.com)*

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# Press release



**BOSCH**

September 22, 2016

PI 9401 RB Ho

## **A second life for used batteries: Vattenfall, BMW und Bosch test electricity storage in Hamburg**

- ▶ 2,600 used battery modules from over 100 electric vehicles are being merged to form a large electricity storage facility in Hamburg
- ▶ The stored energy is available within seconds and can help to keep the electricity grid stable
- ▶ Cordelia Thielitz, General Manager Bosch Energy Storage Solutions:  
„Electricity storage systems are a key success factor for the new energy landscape“

Hamburg/Munich/Stuttgart – What should be done with still-usable batteries at the end of their life cycle in electric vehicles? The Battery 2nd Life project organized by Vattenfall, BMW and Bosch merges them into a large storage facility in Hamburg, Germany, to keep the electricity grid stable.

### **Storage stabilizes the electricity grid within seconds**

Electromobility and electricity storage are two core elements of the new energy landscape. Used batteries from electric vehicles are being merged to form a large electricity storage facility in Hamburg. The stored energy is available within seconds and can help to keep the electricity grid stable. Electricity storage is essential to enable a stable electricity supply with alternative energy sources. Natural fluctuations in solar power plants and wind turbines must be compensated as much as possible using storage methods with the greatest possible efficiency.

After successful completion of the design phase, Frank Horch, Hamburg Senator for Trade, Transport and Innovation, today threw the switch for trial operation of an electricity storage facility in the Hamburg Harbour district. The storage facility

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developed by Vattenfall, BMW and Bosch is situated near the Steinwerder Cruise Centre and in future will supply electricity to ensure grid stability.

### **2 600 used battery modules from over 100 electric vehicles**

The electricity storage facility consists of 2,600 battery modules from over 100 electric vehicles. It has a power rating of two megawatts (MW) and a storage capacity of 2,800 kilowatt-hours (kWh). This is enough to supply electricity to an average two-person household for seven months. However, the stored energy is not intended for general supply, but instead is sold on the primary control reserve market by Vattenfall, along with power from other flexibly controllable facilities. The storage facility delivers primary control reserve power necessary to keep the 50 Hz grid frequency stable. Primary control reserve power must be available within a few seconds.

The joint project provides a useful second life for batteries previously fitted in BMW electric vehicles which have reached the end of their life cycle in the vehicle. After the used batteries have been tested and wired up, they are merged into the electricity storage facility where they constitute an important resource of the new energy landscape in stationary deployment.

### **Quotes from the involved companies**

“Bosch develops turnkey storage solutions for energy suppliers and industrial enterprises. Electricity storage systems are a key success factor for the new energy landscape. Thanks to smart electronic controllers, these storage systems can absorb excess electricity and release it again very quickly when needed. That way they help to stabilize the electricity grid. We expect to gain valuable knowledge from the Battery 2nd Life development project, and we regard it as an important step on the way to a more efficient and more decentralized energy system,” says Cordelia Thielitz, General Manager of Bosch Energy Storage Solutions.

On the occasion of commissioning the facility with the project partners, Pieter Wasmuth, Vattenfall's Executive Manager for Hamburg and Northern Germany, said: “Our stated goal is to integrate this battery storage facility into the energy system and to give a large number of similar small local facilities access to the market through electricity trading.” Catrin Jung-Draschil, Vice President of Portfolio & Business Development in the Wind Business Unit, added: “Storage of renewable energy is a key aspect of climate protection and the new energy landscape in Germany. Together with our partners, we are making an important contribution to sustainable energy supply by smart control of used vehicle batteries.”

Dr Bernhard Blättel, Vice President Mobility Services and Energy Services, BMW Group: “The BMW Group is fully committed to electromobility with our BMW i model. Initiator projects for the charging infrastructure and energy management play a key role in this. The battery storage facility officially opened today represents an important milestone in the further optimisation of battery management. In future, with BMW Storage we will be able to offer efficient battery storage solutions tailored to customer needs. In the context of the new energy landscape, the BMW Group regards energy storage as the core component of energy management. That applies to storage in vehicles as well as stationary storage systems. In future, battery storage systems will also make a significant contribution to increasing the sustainability of electromobility. We can look back on a successful collaboration, and we have gained valuable insights from this cooperative development project.”

### **About the Battery 2nd Life project**

The Battery 2nd Life development project organized by Vattenfall, BMW and Bosch kicked off in 2013 for a planned term of five years. The project partners hope to learn more about the ageing characteristics and storage capacity of used lithium-ion battery modules. Along with the electricity storage facility near the Steinwerder Cruise Centre in Hamburg, the project encompasses two other measures: Used batteries have been providing interim storage and power buffering for fast-charge stations in Hamburg's HafenCity district since September 2014. In another application, energy consumption from the photovoltaic facility of Vattenfall's HafenCity district heating station is being maximized by interim storage of energy in batteries during sunny periods with low electricity demand.

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August 30, 2016  
PI 9349 RB Ho/BT

## **Survey: smart home technologies are still completely underestimated**

Bosch will be presenting everything that a smart home can do today at IFA 2016

- ▶ Survey conducted by Bosch and Twitter in six different countries on the preferences for smart homes
- ▶ Analysis by country, age and gender
- ▶ A majority underestimates the current possibilities of a smart home
- ▶ By country, the Germans are the least confident in what a smart home can do, but almost one in ten Germans surveyed has already linked his home or plans to do so
- ▶ Energy savings, automatic processes and security are the most convincing arguments worldwide
- ▶ Data protection of great importance for a third of the respondents

Stuttgart – Bosch has conducted a survey on the topic of smart homes together with Twitter in Germany, France, Great Britain, Austria, Spain and the US. The results show that an intelligently connected home can do more today than the majority of respondents considered possible.

### **The French have the greatest confidence in the connected home**

A smart home helps make our everyday lives more convenient, saves energy and money and protects the home better. And yet many Twitter users are not yet aware of what a connected home is already capable of doing. For instance, while two thirds of the respondents know that the smart home can turn the lights off automatically when they leave the house, only 22 percent can imagine that the oven can already suggest the perfect recipes. By country comparison, it is worth noting that Twitter users from France are most confident of what smart home technology can do compared to the British, the Americans and the Austrians, for example. Germans and Spaniards, on the other hand, consider much of what is already possible today to be a vision for the future.

It is particularly striking that especially the 25 to 34-year olds come closest to the reality with their assessments. The fact that awareness of the possibilities

decreases with age is not as surprising as the fact that many digital natives do not know what functions are possible today. Especially for the 16 to 24 year-olds who don't even know a world without the Internet, networking at home is still surprisingly unknown. The reason for this could be the lack of relevance that home topics have for this age group. This reasoning does not apply for women, however, who were generally more cautious about what a smart home can do in their assessments than men were.

Furthermore, only 50 percent of the surveyed are aware that today's smart home systems are interoperable, meaning that different devices can communicate with each other, even independent of the manufacturers.

### **Saving energy worldwide an important selling point**

The smart home takes care of annoying routine tasks automatically, enables control even far away from home and thus conveys a reassuring feeling. Nevertheless, the respondents were even more convinced by the potential for saving energy, when the heating switches off automatically as soon as the windows are opened, for example. The Spanish, French and English, in particular, seem to be very interested in saving money. Between 71 and 75 percent considered saving energy a convincing argument in the survey. While this was also the most popular answer the Germans surveyed gave, they come in last place here by country comparison with 59 percent of the mentions. This is quite surprising because the Germans are normally known for their environmental consciousness. Presumably more financial than ecological aspects make energy saving possibilities so interesting in countries like Spain, France and England, however.

### **Going on vacation without worrying**

Reassurance and security come in second and third place in total as arguments and were named by 59 and 58 percent of the respondents. A smart home that automatically sounds an alarm when an intruder breaks in and warns the residents by sending a push message to their smartphones is just as impressive as the idea of being able to look after things at any time via a connected camera. Security plays a particularly important role for women. While they are generally less convinced of all of the other arguments than men, the situation here is exactly the opposite. Only a third of those surveyed find it especially convenient to be able to brew the cappuccino already while they are still lying in bed. This is where the French set the tone: 42 percent greatly appreciate being able to find their café au lait ready when they walk into the kitchen.

### **Always on the move: the British and the Americans want to control their home “on the road”**

The connected home has a place in everyday life for the British and the Americans. At least this is the case if you ask them in what situations they would want to be able to control their smart home while they are on the road. 60 percent of the British and Americans feel this desire, when they are traveling by train or car, for example. Among the Spaniards, Germans and Austrians, this figure is only about half as high, but with the French, it is at least 45 percent. The country comparison is quite similar when respondents are in a hurry. Incidentally, being in a hurry is a situation in which mostly women believe they can reap the benefits of a smart home. They have this in common with the youngest respondents (16 to 24 years), who also want a smart home, particularly while they are lying on the sofa. The idea of being able to have access to your home while you are on vacation has a certain fascination across countries, ages and genders that increases with age, whether it's to look after things or to turn up the heat before returning home.

### **Many suspect high costs, data protection a high priority**

When asked about the reasons why they have not yet linked their home, more than half of the respondents cited high initial costs, whereby this factor becomes less important with age. Especially the Spaniards (70 percent) and the French (68 percent) say that the technology is too expensive for them. Data protection, a topic that Bosch is working closely on, is a major concern for a third of the respondents. In fact, all smart home solutions from Bosch meet the highest security standards. Every user can decide for himself whether his data should remain inside the house or be loaded into the cloud for certain services.

31 percent of those surveyed have never even thought about a connected home before. This is quite surprising, especially in view of the many different areas in which a smart home can be quite useful for its inhabitants. But at least around one in ten people in Germany and Austria have already allowed themselves to be convinced, and thus already live in a connected home or at least plan to do so, more than in all other countries that participated in the survey.

### **The Internet is the number one source of information**

Two out of three of the Twitter users surveyed indicated that they would visit the manufacturers' and dealers' websites before purchasing smart home applications. 42 percent rely on blogs and forums. The Internet is thus clearly the most important source of information. Shops and brick-and-mortar retailers only come in third place at 35 percent. The stationary trade plays a subordinate role in the UK and the US, in particular. Only half as many respondents seek

information here as in the other countries. It is also worth mentioning that the very youngest among those surveyed check more offline and would go to a store.

### **Bosch to present solutions for the smart home at IFA in Berlin**

Bosch offers smart home solutions for many different areas of the home. The Bosch Smart Home App allows you to control and monitor the lighting, heating, smoke and motion detectors by tablet or smartphone. The Bosch Smart Home System works interoperable: the devices are connected via the Smart Home Controller and can talk to each other. This means you can always be sure that the windows and doors are closed, the heating and other systems are shut off and that the alarm system is activated when you leave your home. The Bosch Smart Home system also ensures that the heating is turned off when a window is open. At [IFA 2016](#), Bosch will be presenting new products and showing the integration of large household appliances with the system. The functions of the washing machine, dryer and dishwasher can then be operated directly via the Bosch Smart Home App.

### **About the study:**

This survey of Twitter users was conducted between July 26 and August 3, 2016. 6 265 respondents from Austria, Germany, Spain, France, the UK and the US participated in it; more than 1 000 Twitter users per country and close to 500 from Austria.

### **Bosch at IFA 2016:**

[Bosch exhibition booth: Hall 3.1, Booth 101](#)

Bosch press conference on August 31, 2016, at 12:00 noon (Bosch booth)

[IFA Opening Keynote by Dr. Karsten Ottenberg, Chairman of the Management Board of BSH Hausgeräte GmbH, on September 2, 2016, at 10:30 AM, CityCube Berlin: Consumer experience in the connected kitchen](#)

### **Additional information is available online at:**

[Smart Home comforts!](#)

[www.bosch-smarthome.de](http://www.bosch-smarthome.de)

<http://www.bosch-home.com/de/home-connect.html>

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