

Sponsorship & Exhibition Packages



3-Day Conference, Exhibition & Networking Forum

Tuesday 27th to Thursday 29th March 2018

Novotel Amsterdam City | The Netherlands

www.sgtech-europe.com

3 Conference Tracks in 2 Days:

Smart Substation Implementations

Next Generation SCADA Architectures & Integration

Packet Telecoms for Utilities

Post Conference Seminar:

Cyber-Security for Power Utilities

For more information please contact:

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Event Objectives

SGTech Europe is *the* annual European ‘implementation’ focused smart grid technical conference for electric utility Substation Automation, SCADA & Control Room, and Telecom professionals.

Drawing together 250 smart grid technical professionals, this multi-conference programme presents 40+ utility implementation case studies, through 3 conference tracks, and 3 parallel technical workshops, over 3 intensive days! A great opportunity to gather the latest practical implementation experiences and advice, whilst networking beyond functional boundaries, to support the industry’s drive towards IT, OT & Telecom convergence in delivering the smart grid.

The 2nd edition took place in March 2017 and attracted 216 attendees, from 26 countries, with 40% utilities, 45% technology vendors, 12% consultancies, and 3% academics and government agencies in attendance.

2018 Programme Benefits Include:

- ✓ **Strategic Plenary Sessions** – hear the strategic plans and priorities of leading electric utilities and understand where budgets are being focused and resource is being allocated to drive the practical implementation of the smart grid in the next 2-3 years
- ✓ **Case-Study Programme** – hear from the technical experts and decision makers on the lessons learnt from pilot projects and commercial deployments of key automation technologies and architectures in the substation automation, SCADA and packet telecoms domains
- ✓ **Utility Heavy Speaker Line-Up** – selected on the strength of the projects they are involved in, their pivotal roles in implementation decision making and their innovative insights on lessons learnt and future road maps
- ✓ **Roundtable Discussions** – bring your specific automation challenges to the table and brainstorm and problem solve intensively with the entire smart grid technical community
- ✓ **Solution Zone** – spanning all 3 days of the event, get up to speed with the latest automation systems and solutions on the market, discuss your specific grid automation challenges with the tech innovators and get tailored advice to help propel your implementation plans to the next level
- ✓ **Live Demo Labs** – providing a unique opportunity to gain hands-on experience of the most advanced and forward looking automation systems, technologies and tools on to the market
- ✓ **Networking Evening Reception** – relax and unwind after an intensive day of presentations and panel discussions, meet with colleagues from across the European smart grid technical community, allow new ideas to cement and new partnership opportunities to emerge

2018 Event Format

Conference Day 1 Tuesday 27 th March 2018			Conference Day 2 Wednesday 28 th March 2018			Seminar Day 3 Thursday 29 th March 2018
SGTech Europe 2018 Strategic Plenary sessions			Smart Substations	NextGen SCADA	Packet Telecoms	Cyber-Security Seminar
Smart Substations	NextGen SCADA	Packet Telecoms				
Combined Exhibition & Networking across 2 Days Live Demo Lab Sessions across 2 Days						

Comparison of Key Sponsorship Packages

Benefits	Lead Smart Grid Sponsor 1 available	Lead Tech Sponsor 3 available	Innovation Sponsor 9 available	Canal Cruise Sponsor 1 available	Exhibitor 6 available
Plenary 30 min solo presentation	Day 1	...	...	...	...
Track 30 min solo presentation	...	Day 1	...	...	...
Track 15 min panel presentation	...	...	Day 2	...	...
Logo on event website homepage	√	√	√	√	√
Logo on event website sponsor page	√	√	√	√	√
Logo on brochure pdf cover page	√	√	√	√	...
Logo on brochure pdf inside page	√	√	√	√	√
Logo on promo email campaign	√	√	√	√	√
Logo on onsite programme guide cover page	√	√	√	√	...
Logo on onsite programme guide inside page	√	√	√	√	√
Logo on stage backdrop	√	√	√	√	...
Logo on speaker podium	√	√	√	√	...
Logo on registration signage	√	√	√	√	...
Profile on event website sponsor page	300	200	100	100	100
Profile on brochure pdf inside page	300	200	100	100	100
Profile on onsite programme guide inside page	300	200	100	100	100
Solo email announcing your participation pre-event	√	√	...	...	..
A4 advert in onsite programme guide	√	√	√	√	...
Hosting evening reception	...	...	...	√	...
Pre-arranged 1:1 meetings in Live Demo Lab meeting room	10	10	...	...	...
Table-top exhibition space for all 3 days	3x2m	3x2m	3x2m	3x2m	3x2m
Full access conference pass for all 3 days	10	7	4	3	2
Access to attendee list post-event	3 times	1 time	1 time	1 time	...
Investment	€25,000	€18,000	€10,000	€10,000	*€5,000 - €6,000

Please note: all prices are subject to 21% Dutch VAT

**Prices increase in line with the Very Early Bird and Early Bird deadlines of Friday 15th December 2017 & Friday 23rd February 2018*

Lead Smart Grid Sponsor	€25,000
Positioning:	Sole 'Lead Smart Grid Sponsor' for the event
Thought Leadership:	1 x 30 minute presentation during the morning plenary sessions on conference day one
Pre-Event Branding:	Logo on event website homepage, sponsor page, brochure pdf cover and inside page, promo email html 300 word company profile on website sponsors page and inside brochure pdf Solo email to promo database of 10,000 smart grid professionals announcing your participation
Onsite Branding:	Logo on stage backdrop, speaker podium, registration area, onsite programme guide 300 word company profile inside onsite programme guide A4 advert in the onsite programme guide
Business Development:	3m x 2m table-top stand in the networking area with power sockets and Internet access 10 x pre-arranged 1:1 meetings held in private Live Demo Lab meeting room
Networking:	10 x conference passes to the value of €23,950 (+VAT)
Post-Event:	3 x access to attendee list for promotional mailing

Lead Substation/SCADA/Telecom Sponsor	€18,000
Positioning:	Sole 'Lead Substation/SCADA/Telecom Sponsor' for the event
Thought Leadership:	1 x 30 minute presentation during the related afternoon track session on conference day one
Pre-Event Branding:	Logo on event website homepage, sponsor page, brochure pdf cover and inside page, promo email html 200 word company profile on website sponsors page and inside brochure pdf Solo email to promo database of 10,000 smart grid professionals announcing your participation
Onsite Branding:	Logo on stage backdrop, speaker podium, registration area, onsite programme guide 200 word company profile inside onsite programme guide A4 advert in the onsite programme guide
Business Development:	3m x 2m table-top stand in the networking area with power sockets and Internet access 10 x pre-arranged 1:1 meetings held in private Live Demo Lab meeting room
Networking:	7 x conference passes to the value of €16,765 (+VAT)
Post-Event:	1 x access to attendee list for promotional mailing

Innovation Sponsor	€10,000
Positioning:	One of 9 'Innovation Sponsors' for the event
Thought Leadership:	1 x 15 minute panel presentation during the related morning track session on conference day two
Pre-Event Branding:	Logo on event website homepage, sponsor page, brochure pdf cover and inside page, promo email html 100 word company profile on website sponsors page and inside brochure pdf
Onsite Branding:	Logo on stage backdrop, speaker podium, registration area, onsite programme guide 100 word company profile inside onsite programme guide A4 advert in the onsite programme guide
Business Development:	3m x 2m table-top stand in the networking area with power sockets and Internet access
Networking:	4 x conference passes to the value of €9,580 (+VAT)
Post-Event:	1 x access to attendee list for promotional mailing

Canal Cruise Sponsor	€10,000
Positioning:	Sole 'Canal Cruise Sponsor' for the event
Pre-Event Branding:	Logo on event website homepage, sponsor page, brochure pdf cover and inside page, promo email html 100 word company profile on website sponsors page and inside brochure pdf
Onsite Branding:	Logo on stage backdrop, speaker podium, registration area, onsite programme guide 100 word company profile inside onsite programme guide A4 advert in the onsite programme guide
Business Development:	3m x 2m table-top stand in the networking area with power sockets and Internet access
Networking:	3 x conference passes to the value of €7,185 (+VAT)
Post-Event:	1 x access to attendee list for promotional mailing

Exhibitor	€5,000 - €6,000
Positioning:	One of 6 'Exhibitors' for the event
Pre-Event Branding:	Logo on event website homepage, sponsor page, brochure pdf inside page, promo email html 100 word company profile on website sponsors page
Onsite Branding:	Logo on registration area signage and onsite programme guide inside pages 100 word company profile inside onsite programme guide
Business Development:	3m x 2m table-top stand in the networking area with power sockets and Internet access
Networking:	2 x conference passes to the value of €4,790 (+VAT)

Exhibition Floor Plan

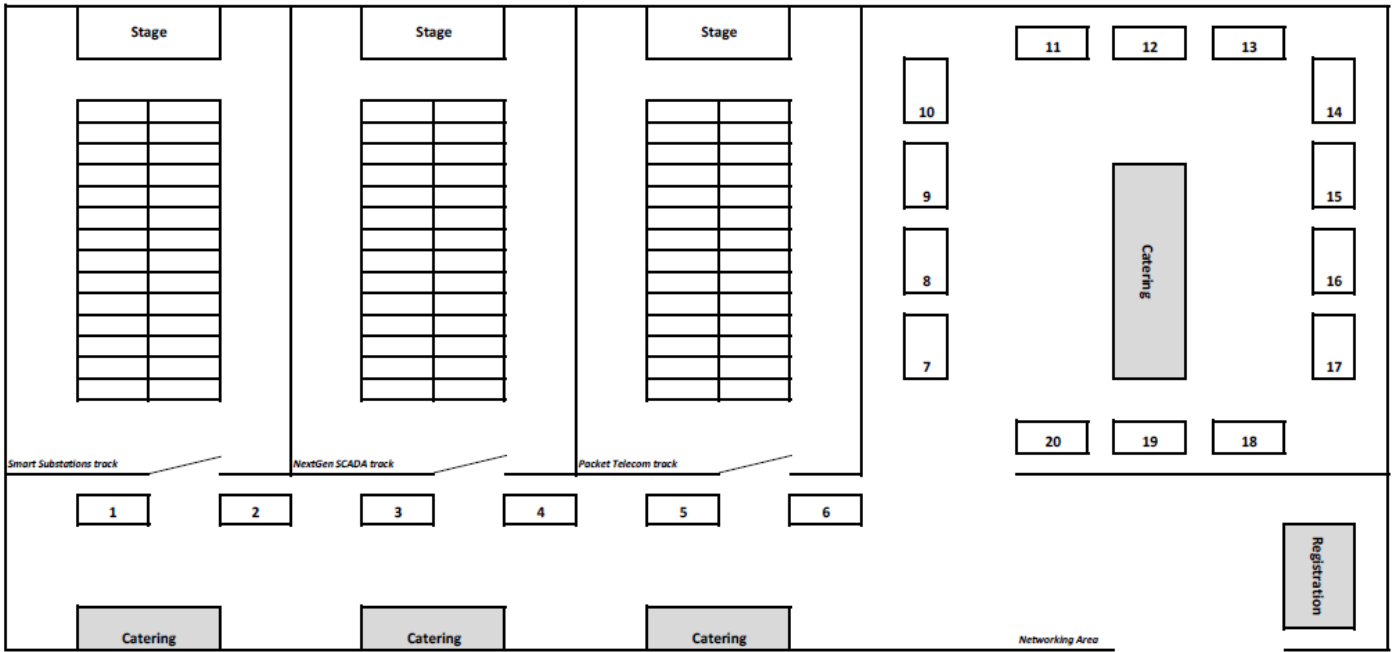
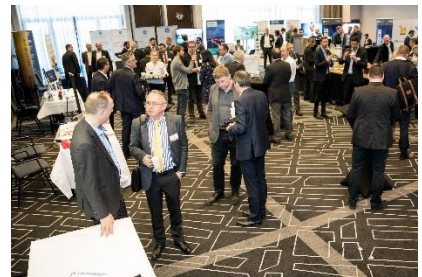


Table-top Exhibition Style



2017 Event Photos



2017 Sponsors & Exhibitors



THE ELASTIC NETWORK



Prysmian Group



2017 Attendees

First Name	Last Name	Job Title	Company
Henry	Niveri	Product Manager	ABB
Bas	Roelvink	Change Manager	Accenture
Michal	Paulski	Security Consulting Manager	Accenture
Roy	Seton	Senior Manager	Accenture
Jarno	Assen	Senior Manager, Digital	Accenture
Glenn	Janssen	Senior Manager, Security Consulting	Accenture
Bas	Kruimer	Senior Manager, Smart Grid Services	Accenture
Menne	Bos	Senior Principal Network Technology	Accenture
Jeroen	Fidder	Smart Grid Management Consultant	Accenture
Frank	Olthuis	Technology Consulting Manager	Accenture
Johan	Rambi	Corporate Privacy & Security Advisor	Alliander
Erwin	Kooi	Information Security Architect	Alliander
Rick	van Hees	Information Security Arhcitect	Alliander
Robin	Hagemans	Manager Analytics, Innovations & Livinglabs	Alliander
Ramon	Kranendonk	Team Manager Beheer & Realisatie Centraal	Alliander
Frank	Visser	Telecommunications Architect	Alliander
Oliver	Hauert	Telecommunciation Engineer	Alpiq AG
Marc	Vandeputte	Product Marketing Manager	Arcadiz
Rudy	Willems	Sales Manager	Arcadiz
Kemal	Memiş	Leader Software Engineer	ASELSAN A.S.
Børre	Jensen	Manager of Network Department	BKK Fibre
Oleg	Gulich	Smart Grid Project Manager	Caruna
Alfonso	Santos Ramon	Digital Transformation Group EMEAR	Cisco
Alexis	Malchair	Industry Advisor, Digital Transformation Group	Cisco
Maarten	van Dam	International Sales Manager	COPA-DATA
Sebastian	Schöndorfer	Junior Product Manager	COPA-DATA
Mark	Clemens	Technical Product Manager	COPA-DATA
Markus	Wintersteller	Technical Product Manager	COPA-DATA
Jorge	Selgas	Energy Product Manager	DF Nucleo
Marco	Wolkenfelt	BD Manager	DNV GL
Ivo	Kuijlaars	Consultant	DNV GL
Amadou	Louh	Consultant	DNV GL
Milorad	Tubica	Consultant - Utility Automation & Telecommunications	DNV GL
Wolf	Freudenberg	Consultant INC	DNV GL
Niek	de Bruijn	Consultant, Intelligent Networks & Communication	DNV GL
Rakesh	Bali	Consultant, Smart Energy	DNV GL
Diederik	Houtman	Global Product Marketing & Sales Manager	DNV GL
Uwe	Jacob	Head of Section Operational Excellence	DNV GL
Theo	Borst	Head of Section, Intelligent Networks & Communication – Power System Operation	DNV GL
Richard	Schimmel	Product Manager IEC 61850	DNV GL
Luis	Onate Perez	Sales Engineer	DNV GL
Edwin	Maurer	Sales Manager	DNV GL
Olaf	Van Den Berg	Sales Manager, KEMA Laboratory, Energy TIC	DNV GL
Robert	Lassche	Senior Consultant, Intelligent Networks & Communication	DNV GL
Prof. Antonello	Monti	Director of the Institute for Automation of Complex Power Systems	E.ON Energy Research Centre
Lieven	Degroote	Head of Distribution Operations Centre	Eandis
Dieter	Binon	Remote Mangement Team Leader	Eandis cvba
Marlies	Beddeleem	Teamleider Slimme Net Architectuur	Eandis cvba
Tom	Segers	Technology	Eandis cvba
Ricky	Billinger	Senior Sales Engineer DACH	ECI Telecom
Werner	Seel	Senior Sales Manager	ECI Telecom
Christian	Erbe	General Manager ECI Germany	ECI Telecom

David	Stokes	Senior Manager, Portfolio Marketing	ECI Telecom
Eric	Suignard	Research engineer	EDF
Aurélio	Blanquet	Director of Networks Digital Platforms	EDP Distribuição
Sérgio Ramos	Pinto	Assistant Director, Networks Digital Platform	EDP Distribuição
Rogério	Paulo	Head of Protection, Automation and Control Division	EFACEC
Paulo	Viegas	Product Manager	EFACEC
Paulo	Rodrigues	Smart Grid Product Manager	EFACEC
Marios	Papaconstantinou	Assistant Manager Networks (Electronics & Telecommunications)	Electricity Authority of Cyprus
Charalambos	Charalambos	Electrical Engineer Networks	Electricity Authority of Cyprus
Marios	Pappoutis	Electrical Networks Engineer (Distribution System Operator)	Electricity Authority of Cyprus
Andres	Kõiva	Senior Specialist	Elektrilevi OÜ
Tarmo	Rähmonen	Senior Specialist	Elektrilevi OÜ
Andres	Värva	Senior Specialist	Elektrilevi OÜ
Ott	Antsmaa	Distributed Energy Manager	Elektrilevi OÜ
Luka	Močnik	Engineer	ELEKTRO GORENJSKA d.d.
Aleš	Sirnik	Engineer	ELEKTRO GORENJSKA d.d.
Tomaž	Mavec	Head of IKT	ELEKTRO GORENJSKA d.d.
Michel	Acacia	Senior Expert, ICT & Secondary Systems	Elia
Wim	Michiels	Head of Asset Management	Elia TSO
Bengt	Almgren	Head of Regional Networks	Ellevio
Nicola	Cammalleri	Technical Manager, Network Components Standardization of Global I&N	Enel
Helge	Nielsen	SCADA Product Manager	Energinet DK
Carsten	Strunge	Senior Development Engineer	Energinet DK
Frank	Bodewes	DSO Architect, Asset Management	Enexis
Philip	Westbroek	DSO Security Officer	Enexis
Ivan	Theunissen	Project Manager	Enexis
Paraskevi	Kasse	Network & Information Security Officer	ENISA
Lars	Andersson	Consultant	Ericsson
Robert	Groarke	SCADA and Enrgy Metering Manager	ESB Networks
Willie	Brady	SCADA Engineer	ESB Networks
Ronan	Durkin	Electrical Engineer	ESBI
Séamus	Keena	Electrical Engineer	ESBI
Antti-Juhani	Nikkilä	Advisor, Power System	Fingrid
David	Kirkland	Digital Grids Business Development Director	GE
Louis	Poulain	Distribution Tendering Manager	GE
Gerardo	Rebollar	Executive Business Operations Grid Automation	GE
Renan	Giovanini	Global WAMS Product Manager	GE
Eduardo	Masini	Product Manager	GE
Javier	Lopez	Product Marketing Leader	GE
Paulo	Van Dijk	Sales Director	GE
Jean- Marc	Moulin	Business Development	GE (France)
Gabriela	Maxence	Marketing Communications	GE (France)
Gilles	Prud'homme	Marketing Director	GE (France)
Giovanni	Puppo	Senior Regional Manager	GE (Italy)
Martin	Michiels	Account Manager	GE (Netherlands)
Gordan	Paton	Solutions Architect	GE (UK)
Sigurd	Kvistad	Department Manager/ Operation control	Hafslund Nett AS
Ståle	Guriby	Scada Specialist	Hafslund Nett AS
Enrique Garcia	Garcia	Telecommunications Network Operations	Iberdrola Distribución Eléctrica SAU
Eugenio De Gabriel	Marin	Telecommunications Network Operations	Iberdrola Distribución Eléctrica SAU
Andreas	Seiler	Product Manager Control Systems	IDS GmbH
Jürgen	Tusch	Head of Telecoms	Innogy
Michal	Maciejewski	Grid Management Solutions Manager	Innogy Business Services Polska Sp. z o.o.
Piotr	Szarwas	Head of IT Poland	Innogy Business Services Polska Sp. z o.o.

Bartosz	Pawlicki	Expert Network Development	Innogy Stoen Operator Sp. z o.o
Peter	Oomens	Consultant	Joulz
Auke	Huisman	Programme Director, Smart Grid Solutions	Joulz
Stjepan	Sučić	Business Unit Director	Končar-KET
Božo	Kopić	Software developer	Končar-KET
Íris	Baldursdóttir	EVP System Operations & ICT	Landsnet
Gudjon	Karason	Project Manager	Landsnet
Birkir	Heimisson	Power System Engineer & System Operator	Landsnet hf
Bastian	Fischer	CEO	Locamation
Bart	Schouwink	Marketing and Business Development	Locamation
Jelle	Mulckhuijse	Security & ICT manager	Locamation
Luke	Seewald	Director of Customer Service and Metering	London Hydro
Marek	Wawrzyniak	CIO	Mikronika
Zbigniew	Grzeszczuk	Implementation Director	Mikronika
Marcin	Ptaszyński	R&D Manager	Mikronika
Marek	Sztraube	Software Engineer	Mikronika
Philip	van T Wout	Business Development Manager NL/Export	Mitsubishi Electric Europe
Michael	Nevzorov	Senior Business Development Manager	Mitsubishi Electric Europe B.V.
Brecht	Wyseur	Security Architect	Nagravision SA Kudelski
Andreas	Jost	Application Engineer	National Instruments
Erik	van Hilten	Technical Marketing Engineer	National Instruments
Luc	PHILIPPOT	General Director	NetCeler
Mikael	Nordman	CEO	Netcontrol
Sönke	Loitz	Team Manager Protection and Control	Netze BW
Vittorio	Iozzolino	Business Development Director Optics	Nokia
Bram	De Valck	Business Development for Critical Infrastructure Networks	Nokia
Harald	Holwerda	Business Development Manager	Nokia
Dominique	Verhulst	Director of Sales Engineering - Vertical Markets	Nokia
Evert	Van Zijtveld	Sales Manager	Nokia
Johann	Wimmer	Sales Manager	Nokia
Jon	Longstaff	Head of Cyber Security	OMNETRIC Group
Hans	Baars	Security Manager	OMNETRIC Group
Goran	Maric	Enterprise Architect, Smart Grid Integration & Security	OMNETRIC Group
Edward	Benning	Smart Grid Integration & Security	OMNETRIC Group
Alan	McMorran	Managing Director	Open Grid Systems
Javier	Martin	Senior Director, Europe	Open Systems International Inc.
Liam	Kearns	Solutions Engineer	Open Systems International Inc.
Itziar	Gutierrez	Smart Grid Project Manager	Ormazabal - Velatia
Branka	Rakic	Principal Systems Architect	OSI
Francis	Baestaens	Business Development Manager	OTN Systems
Johan	de Bilde	Regional Sales Manager West Europe	OTN Systems
Serge	Beraud	Sales Manager France and Italy	OTN Systems
Vladimir	Rakic	Project Manager	P3 Communications
Fred	Streefland	EMEA Senior Product Marketing Manager	Palo Alto Networks
Bob	van der Werf	Sales Engineer	Palo Alto Networks
Frank	Baldinger	Managing Director	Paulou B.V
Christoph	Raquet	Head of Innovation Management	Power Plus Communications
Carola	Ochs	Product Management	Power Plus Communications
David	Pitcher	UK Director	Power Plus Communications
Roberto	Candela	CEO	Prysmian Electronics
Sergey	Golubtsov	Business Developer	Prysmian Electronics Srl
Theo	Hermans	Manager diagnostics	Prysmian Netherlands B.V.
Georgios	Villias	Project Engineer	Prysmian Netherlands B.V.
Valdimar	Gunnarsson	Project Manager	Rarik
Ivan	Ambres	Remote Control SCADA Engineer	RED ELECTRICA ESPAÑA
Stefan	Straubinger	Electrical Engineer	Salzburg Netz

Kari	Eskelinen	SCADA Sales Director	Satel Oy
Heikki	Keränen	Solution manager	Satel Oy
Mario Roberto	Jadim	Marketing	Schneider Electric
David	Dolezilek	International Technical Director	Schweitzer Engineering Laboratories
Stephane	Lagadec	Innovation Manager	SDEL Controle Commande
Damiano	Bolzoni	Chief Executive Officer	SecurityMatters
Daniel	Trivellato	Product Manager	SecurityMatters
Giorgio	Vielmini	Application Engineer	SEL
Prashant	Julka	Sales Manager	SEL
William	Fernandes	Application Engineer	SEL
Jane	Söderblom	Ingénieur	Services Industriels de Genève
Benoit	de Neuville	Senior Grid Expert	Sibelga
Corne	de Hoogh	Account Manager	Siemens
Alexander	Krauss	Senior Business Development Manager, Control Centre Technology	Siemens
Christine	Buettner	Marketing Manager	Siemens AG
Benjamin	Riegel	Product Manager	Siemens AG
Thomas	Kuhndörfer	Sales Manager	Siemens AG
Thomas	Kijftenbelt	Vice President Sales Europe	Siemens AG
Igor	van Gemert	Founder & CEO	SIM-CI
Cristina	Fundulea	Project Engineer, Transmission Operations Technical Support	SP Energy Networks
Jan	Hedeman	Enterprise Account Manager	Splunk
Richard	Hensen	Senior Sales Engineer Benelux	Splunk
Peter	Vogel	Coordinator ICT Management Market Operations	Stedin
Peter	Hermans	CTO	Stedin
Ed	van der Pijl	Enterprise Architect	Stedin
Anne	van der Molen	Expert Asset Management, Grid Strategy	Stedin
Ranko	Stojakovic	Head of Grid Operations	Stedin
Marko	Kruithof	Manager Sustainability & Renewables	Stedin
Melvyn	Dorder	Specialist Ontwikkelaar Energiemanagement Systemen	Stedin
Wybe Jan	Jorritsma	Manager Telecom	Stedin Netbeheer
Dave Cho Chia	Yuen	Supply Manager	Stedin Netbeheer
Simon	Rodriguez	Vice President of Business Development	SUBNET
Jason	Kleinhans	System Architect	SUBNET Solutions Inc
Michael	Knuchel	Project Manager, SAS	Swissgrid
Erman	Terciyanlı	Work Package Leader	T4E- Technology For Efficiency
Jan	Vorriink	Manager National Control Centre, Systems Operations	TenneT
Miloš	Bunda	Senior Consultant	TenneT
Ernst	Wierenga	Technologist, Protection, Control & Telecommunication	TenneT
Ton Rijnen	Rijnen	Application manager	TenneT
Patrick	Schuurs	Application manager	TenneT
Harrie	Terhorst	Application manager	TenneT
Tofan	Fadriansyah	Functional Application Manager	TenneT
James	Pearce	European Sales Manager	TJH2b Analytical Services Ltd
Peter	Pfisterer	Head of COP Laboratory	TÜV SÜD
Albi	Kospiri	Product Manager	TÜV SÜD
Pavel	Kočica	Analyst	Unicorn Systems
Steven	Blair	Research Fellow	University of Strathclyde
Marco	Leenen	Security Officer	Utility Connect
Erik	Moll	Telecom Policy Advisor	Utility Connect & 450 Alliance
Martin	Johansson	Business Developer	Vattenfall Distribution
Anders	Johnsson	Power System Specialist	Vattenfall Distribution Nordic
Daniel	Wall	Senior R&D Engineer	Vattenfall R&D
Andrew	Mott	Regional Manager (EMEA)	Yambay
José Miguel	Yarza Narro	Technology and R&D Head	ZIV

Past Event Testimonials

2017 Testimonials

“A great opportunity to learn about new developments in the electricity sector, exchange knowledge and experience, and meet new people.”

Tofan Fadriansyah, *Functional Application Manager – TenneT*

“Exchanging with experts, providing new inputs and allowing for a reflection of one’s own ideas, proved once more to be invaluable.”

Michael Knuchel, *Project Manager, SAS – Swissgrid*

“A good mix of participants with deep insights about the challenges that utilities are facing now and in the future. Well organised and structured event with very relevant topics.”

Oleg Gulich, *Smart Grid Project Manager – Caruna*

“I was extremely sceptical of everything Cloud related coming into the conference. After seeing many presentations on all the benefits and trends of Cloud computing I have started seeing use-cases in the company that could be solved by private Cloud.”

Andres Värva, *Senior Specialist - Elektrilevi*

“SGTech Europe provides the best opportunity to stay tuned into the fast-changing environment of the energy world.”

Javier Lopez, *Product Marketing Manager – GE*

2015 Testimonials

“Excellent forum to meet peers from the DSO scene in Europe for the exchange of ideas, experiences and best practices in the field of telecommunications for power distribution grids.”

Jürgen Tusch, *Head of Telecoms – RWE*

“A great opportunity to meet utilities from all over Europe, and to hear about their plans to upgrade their networks to support packet based services. It was interesting to see different migration strategies and how utilities adapted to that. The conference was very well organized. Exactly according to plan. High quality presentations which fully covered the different challenges in the industry.”

Børre Jensen, *Manager of Network Department – BKK Fibre*

“I had three goals to achieve when attending SGTech Europe 2015: 1) Get in contact with new and existing utility contacts, 2) Promote our brand and our service portfolio, 3) Learn from experts about trends and developments related to Smart grid operational technology. This year’s well attended and well organized edition of SGTech Europe allowed me to meet all 3 goals. Already looking forward to the 2017 edition!”

Theo Borst, *Head of Section, Intelligent Networks & Communication – DNV GL*