

# European Utility Week



Connecting the smart community

3-5 November 2015  
Vienna, Austria

Conference and  
Exhibition Brochure

# European Utility Week at a Glance!



**72 hours**

Networking, Business,  
Innovation



**420**

Exhibitors from  
All Over the World



**Over 10,000**

Smart Energy  
Stakeholders Visiting



**Over 20,000 m<sup>2</sup>**

Conference &  
Exhibition Space



**35%**

Attendees from C-level /  
Final Decision Makers



**Over 400**

High Level Industry Speakers



**Over 150**

Dedicated Utility Projects



**400**

Utilities Represented



**80**

Strategic Partnerships



**3,500**

Twitter Followers #EUW15



**7,000**

LinkedIn Group Members



**50**

Startups

[CLICK HERE TO VIEW THE EUW VIDEO](#)



## Introducing the First Ever European Utility Week Industry Awards Ceremony!

Taking place on the 4th November, during the opening evening of European Utility Week in Vienna, over 500 of Europe's most distinguished smart utility professionals will gather to enjoy an industry awards ceremony like no other.

The ceremony is the perfect opportunity to relax amongst the best from the utilities, solution providers and industry leaders who have been responsible for pioneering new frontiers, pushing boundaries, inspiring others and achieving growth in turbulent and challenging markets.

### Book Your Tickets and Join Us!

You can also **nominate a project or person**, who has shown outstanding commitment and accomplishments to a sustainable utility industry. Nominations will be accepted until the 25th September 2015.

#### 5 CATEGORIES

- |  |  |  |  |  |
|--|--|--|--|--|
| <br>Sustainable<br>Development<br>Award | <br>Smart<br>Community<br>Award | <br>Young<br>Innovator<br>Award | <br>Industry<br>Leader<br>Award | <br>Utility<br>Partnership<br>Award |
|--|--|--|--|--|

For more information go to:  
[www.european-utility-industry-awards.com](http://www.european-utility-industry-awards.com)



# Welcome to European Utility Week

## Harnessing the Power of the Smart Community to Drive Change

The smart energy industry has tremendous potential to change the way we see energy systems of the future. Harnessing potential from key industry players and coupling innovative solutions with the needs of the market in order to achieve a more sustainable and clean energy solution, will surely forge a brighter future for all.

Prioritizing clean energy and energy efficiency will need to go hand in hand with revolutionising the grid and embracing innovation from new entrants to the market. Technological progress is certainly helping to combat the aging infrastructure and although we are seeing many organisations and consumers alike making energy efficiency a priority, there is a lot more we can achieve.

The traditional utility business model needs to be adjusted to fit the more demanding consumer, and workable solutions to supply sustainable energy, need to be prioritized. The utility industry must continue to invest in innovation and master the challenges and opportunities of Big Data, IoT and novel storage solutions. There are a myriad of ways in which we revolutionise the industry, but it seems that opening the doors to better communication and learning from tested advancements is key.

European Utility Week will not promise you all the solutions to every query but it is certainly the perfect platform to entertain the discussion. On 3-5 November over 10,000 smart energy professionals from around the world convene for 3 days in Vienna to share insights on how the energy sector can move forward, what new innovations are needed to maintain the utility as the central hub in the sector and what is the role of the policy maker and new market entrant in establishing a cleaner future.

With two programmes – the Strategic Conference Programme and the free to attend Hub Sessions on the exhibition floor - as well as a multitude of new exhibition features, the event is a dynamic environment for the smart energy community to come together and thrash out which strategies will be the most effective or most affordable in the future. We welcome you to join the discussion and help transform your industry for the best.



Paddy Young  
Show Director,  
European Utility Week





## Staying on Top of the Game: It's Also in the Mindset

Change has become a constant for utilities over the past years. Trends such as distributed energy systems, renewables, changing customer behavior, and new forms of competition must be attended to and managed. Smart automation and digitalization technologies are proving to be of inestimable value in this regard. But as the pace of change keeps accelerating, we're also witnessing the increasing importance of one specific ingredient for success: agility.

Agility in energy translates into more open, transparent, adaptable, manageable, and lean systems, structures, and strategies that enable utilities to stay ahead of the challenge and ahead of the change.

Agility is the key to keeping any power supply system efficient, reliable, and sustainable in a world that spins ever faster. Even better, it turns the evolution of the energy system into a clear opportunity rather than into threat. It contributes to the streamlining and reorganization of workflows, value chains, and revenue streams. It enhances existing operations and helps create new business models and markets.

An agile mindset and attitude is the best protection against rapidly changing environments. It supports the smooth transition and adaption to inevitable change. Even more important, it forms the basis for efficient resource management and strategic business partnerships that aim at jointly transforming the system towards a new equilibrium. The evolution of the energy system as such has already gained tremendous momentum. It is up to us to give it a clear direction and make the most of it. Let's take the opportunity to identify the most promising approaches together.



Dr. Jan Mrosik  
Chief Executive Officer  
**Siemens AG**  
Energy Management Division

**SIEMENS**



# Strategic Conference



## Navigating the Transition in the New Era for Utilities

As a key utility industry stakeholder it is obvious that you are facing a completely new set of circumstances within your industry. The one-size-fits all model no longer works and thus it is imperative that new business models are applied to cope with the change of pace within the utility industry. The rise of distributed generation, the boost in innovative smart technologies, the need to meet environmental goals; not forgetting the changing customer needs and expectations, all have an impact on the way utilities operate.

There's a growing consensus that energy utilities need to engage in significant innovation. Innovation is thus key to determining their future and those energy utilities who embrace out of the box solutions will prevail. European Utility Week will help you navigate the uncertain utility landscape and find innovative and integrated solutions to address disruptive challenges in a timely manner.

This year's 3-day programme is split into two parts:

- Strategic Programme including 29 high level sessions focusing on policy, regulation, utility strategies and new business models
- Hub Sessions taking place on the exhibition floor including 31 dedicated utility project sessions focusing on technology innovation



European Utility Week provides the platform to join forces and collaborate with your global utility industry counterparts. Only through combining technology and business model innovation, you will achieve the disruptive innovations required to compete in the future energy system.

We therefore look forward to welcoming you to join your utility industry colleagues in the Smart City of Vienna!



Elly Kreijkjes  
Content Director  
**European Utility Week**

Interested in our Strategic Conference Programme Speakers List? [Click here](#)

# Strategic Conference Programme

POLICY, REGULATION, FUTURE OUTLOOK, BUSINESS STRATEGIES, FINANCING AND INVESTMENT						
3 November		4 November		5 November		
AM	PM	AM	PM	AM	PM	
Plenary Keynote Session	<b>Grid &amp; Renewables Integration</b>					Plenary Closing Session
	SESSION 1	SESSION 2	SESSION 3	SESSION 4		
	Regulation and Market Design: Incentivising the Provision of Flexibility	Large Scale Renewables Integration and the Changing Roles of TSOs and DSOs	Integration of Distributed Generation	Innovative Business Models for Integrating RES		
	<b>Grid Optimisation, Intelligent Networks &amp; Communication</b>					
		SESSION 5	SESSION 6	SESSION 7		
		Grid Dynamics and Avoidance of Large Disturbances	Reinforcing the Grid & Resilience	Designing an Intelligent Balancing Mechanism for the EU Electricity Market		
	<b>Big Data &amp; Analytics and Internet of Things (IoT)</b>					
	SESSION 8	SESSION 9	SESSION 10	SESSION 11		
	IT/OT Integration: Moving Forward Towards the Digital Utility of the Future	Opening Up Data to Spur Innovation: New Roles of Data Management and Renewed Focus on Data Analytics	Cyber Security & Privacy Challenges and Strategies	Internet of Things (IoT): Are You Ready for it?		
	<b>Energy Storage</b>					
	SESSION 12	SESSION 13	SESSION 14	SESSION 15		
	Global Developments in Grid- and Consumer Focused Storage Towards Full Scale Commercialisation	Main Energy Storage Applications and How They Are Evolving	The Business Case for Energy Storage and its Value for Providers and Consumers	Energy Storage Policy and Regulation		
	<b>Smart Homes &amp; End User Engagement</b>					
	SESSION 16	SESSION 17	SESSION 18	SESSION 19		
	Business Models for 2020 & How to Get There	Driving Digital Relationship Transformation	Embracing Change to Adapt to the Future	Winning the Consumer's Trust		
	<b>Smart Metering</b>					
	SESSION 20	SESSION 21	SESSION 22	SESSION 23		
	EU's Smarter Market: An Interactive Justification of the EU Business Cases	Meter Economics: Getting the Unaccounted Benefits Clear	Keeping the Meter Smart and Safe: A Long Term Perspective	From Smart Water Meter to the Smart Grid		
		<b>Gas Metering</b>				
		SESSION 24				
		New Developments and Update on Latest Geographical Deployments				
	<b>Smart Cities</b>					
	SESSION 25	SESSION 26	SESSION 27	SESSION 28		
	The Role of Utilities in the New Smart City Ecosystem	Digital Innovation and New City Services	The Impacts of the EU Policies on Utilities - Cooperation with the Cities	Making it Happen: Financing City and Energy Innovation		

Strategic Conference Programme is subject to change



# Plenary Keynote Session

AM | 3 NOVEMBER 2015

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## OFFICIAL OPENING SESSION

### 10.00-10.10 **Welcome and Institutional Greetings from the City of Vienna**

Reinhard Brehmer, Managing Director, Aspem Smart City Research

### 10.10-10.30 **Opening Keynote: Energy Efficiency and Securing Energy Supplies in the Long Term in the UK**

- Smart Metering implementation programme: Update plans to cost-effectively roll-out smart meters in every home by 2020
- Energy Efficiency and Demand-Side Response (DSR) programmes and implementation updates
- Renewable energy integration, flexibility and security of supply

Anna Soubry, Minister for Small Business, Industry and Enterprise, Department for Business, Innovation and Skills, UK Government (Invited)

### 10.30-10.50 **Re-evaluating the Business Model**

- What are the most promising new revenue generators for utilities focusing on energy management services, EV charging services and distribution grid services
- How to improve customer satisfaction
- From prosumer to community engagement: Engaging communities as partners in energy efficiency
- Impact of non-utility companies including internet companies and telcos on business models
- DSOs becoming data handlers and enablers of flexibility. How does this change the business model?

Jean-Paul Amoros, Chief Technology Officer, ENGIE, France (Invited)

### 10.50-11.10 **Going Beyond Technology – Drive Progress, Nurture Opportunities**

- Change brought about by the evolution of the energy system and its far reaching technical, economic and strategic consequences for utilities
- The inestimable value of smart automation and digitalization technologies
- The need for agility and the nurturing of promising concepts and solutions as well as for adaptations of the regulatory environment

Jan Michael Mrosik, CEO Energy Management Division, Siemens AG

### 11.10-11.30 **Collaborative Innovation**

- Dealing with challenges in the market including emergent players from telecoms, electronics and the broader economic trends such as intelligent devices and IoT, Big Data, prosumers and sustainability
- Innovation putting customers in the middle
- Collaborative innovation: The importance of being more outward-looking to startups and uniting diverse ideas, drives and resources

Inken Braunschmidt, Chief Innovation Officer, RWE

### 11.30-12.15 **CEO Panel Discussion**

- From distributed generation developments to changing demand patterns, how are the utilities reacting to the new energy landscape and how does it impact their business models
- How are market developments and technology trends driving innovation
- The changing roles of DSOs and new sources of revenue
- Digital Transformation and how does this relate to business value
- Collaboration with new entrants

Moderator:

Tom Rowlands-Rees, Senior Analyst, Bloomberg New Energy Finance

Panelists:

Philippe Monloubou, CEO, ERDF and Chairman of Smart Grid France Association

João Torres, CEO, EDP Distribuição and Chairman of EDSO

Susana Quintana-Plaza, Senior Vice President Technology & Innovation, E.ON

Neil Clitheroe, CEO, ScottishPower

Other panelists to be announced

# Plenary Closing Session

PM | 5 NOVEMBER 2015

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## CLOSING SESSION FOCUS

The Paris climate change negotiations are fast approaching and the global consensus on the urgency of a strong UN climate deal with strong international targets have never been higher. During the closing session of the EU Utility Week, utility directors and high-level policy makers will discuss how carbon reduction targets affect the existing utility business model and value chain. Based on research and examples from leading companies, the panelists will discuss what low-carbon business models can unlock new sources of revenue for utilities in a 2-degree world, and what is needed to accelerate their adoption and ensure success.

### 14.00-14.20 **Presentation of the Outcome of the Carbon Disclosure Project Survey Data from 100+ Global Utilities**

- Insights on the expected impact of carbon reduction targets
- The value opportunity created through low carbon business models
- The capabilities utilities need to develop to capture this value

CDP and Accenture (Confirmed, speakers to be announced)

### 14.20-14.40 **Emission Reduction Targets, Climate Change & Innovation**

- Accelerating climate ambitions & policy Reform
- Technology as driver for change

Senior level government official

### 14.40-15.15 **Panel Discussion**

- New business models need new strategies
- Maximizing value from stranded assets
- Capabilities to foster innovation
- Engaging end-users in a 2C world

*Moderator:*

Peter Lacy, Managing Director, Accenture

*Panelists:*

C-level utility executives to be confirmed

# Grid & Renewables Integration

“The fast pace of changes for the energy system it is important, as DSO, to be updated on the latest international developments and discuss with colleagues the potential impacts. Therefore is the European Utility Week valuable for this type of information exchange.”

Peter Söderström, Asset Development Manager, Vattenfall

## Innovation in Grid Optimisation and Changing Roles and Responsibilities for DSOs and TSOs

Growing peak loads, new usages and the integration of increased amounts of renewable energy sources as well as the drive toward self-consumption result in a growing need for the design of flexibility markets.

New business models are being developed to integrate higher levels of distributed energy resources, take advantage of new technologies, meet environmental goals, and address changing customer needs and expectations. In addition, the establishment of an appropriate market framework is a prerequisite for ensuring consumers maximise the value of their assets and activity in the power system.

European Utility Week provides the perfect platform for you to exchange thoughts on the next steps in the future flexibility market and how to ensure RES targets are met while keeping the consumer on-board.

The Grid & Renewables Strategic Programme will provide you with insights in:

- How different DSO and TSOs are adapting their business models and operations; and how they are redefining their mutual roles and responsibilities?
- What new technologies and new commercial and market models will allow DSOs, TSOs, retailers, consumers and new market participants to successfully interact in new ways?
- How to predict potential failures and improve reliability and resilience
- What are the steps to be taken to predict potential failures, improve reliability and resilience while keeping the customer on board?
- How to exploit new sources of flexibility and operate the network to accommodate new dispatchable resources like Demand Response and Energy Storage

## Strategic Conference Programme

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	Grid Optimisation, Intelligent Networks & Communication					
		SESSION 5	SESSION 6	SESSION 7		
		Grid Dynamics and Avoidance of Large Disturbances	Reinforcing the Grid & Resilience	Designing an Intelligent Balancing Mechanism for the EU Electricity Market		

## Speaker Highlights

Christian Buchel, CEO-Deputy, CCDIO and Vice President of EDSO for Smart Grids, [ERDF](#)

Oliver Koch, Deputy Head of Unit European Commission, [DG Energy](#)

Gerhard Christiner, Chief Technical Officer, [Austrian Power Grid](#)

Stefan Steger, Asset Strategy, [TenneT TSO](#)

Martin Povh, Framework Guidelines and Network Codes Officer, [Agency for the Cooperation of Energy Regulators \(ACER\)](#)

Track sponsor





# Big Data & Analytics and Internet of Things (IoT)

## Utility Analytics & the Big Data Revolution: Moving Forward Towards the Digital Utility of the Future

The topic of data and analytics in utilities brought a lot of hype a few years ago however we are definitely seeing progress snow within utility companies. With new players able to enter the energy data market and creating new services, utility retailers and operators are faced with the need to reconsider their business models. New models of data management amid new cyber security concerns are being developed. In addition, big data analytics play an evolving role in the utility industry. Particularly privacy, data ownership and the relationship between speed and value are on the radar of all utilities.

With the modernisation of operational technologies, the rise of IP (Internet Protocol) enabled devices and the enhancement of mobile technologies, Operational Technologies (OT) are requiring similar expertise and support as Information Technologies (IT). European Utility Week will focus on the drivers, benefits, challenges and risks with the OT and IT convergence journey.

Moving to a smarter grid is imperative however we must be realistic about the risks and anticipate and mitigate the security and privacy problems they introduce. From Physical, System and Network Security to Data and Application Security electric utilities need to be protected from the cascading effect of both physical events and cyberattacks. In addition, the basic architecture of the smart grid presents several privacy issues and potential threats to consumers.

If you wish to review your long-term vision and plan to secure the grid and incorporate privacy issues in your business strategies joining these big data sessions is a must!

This session will focus on.

- How do you differentiate between solutions that can deliver value and those that are just hot air?
- How to address privacy and cybersecurity risks to enhance the security and reliability of the grid?
- What is needed to breakdown big data into descriptive, predictive and prescriptive subsets?
- Who owns the data and how can this affect the relationship with the consumer
- What are the economic benefits and where do you get the savings? How to make sure that data analytics will result in a positive financial outcome?

“ I am very pleased to see the topic of big data, analytics an IOT taking a more prominent place in the agenda of European Utility week. Getting insights from customers, prosumers, the grid,... will become more and more important within the utility sector. European utility week is an ideal forum to share ideas and experiences across the different countries.”

Els Descheemaeker, Head of Big data Acceleration Lab, RWE

## Strategic Conference Programme

3 November		4 November		5 November	
AM	PM	AM	PM	AM	PM
Plenary Keynote Session	Big Data & Analytics and Internet of Things (IoT)				
	SESSION 8	SESSION 9	SESSION 10	SESSION 11	Plenary Closing Session
	IT/OT Integration: Moving Forward Towards the Digital Utility of the Future	Opening Up Data to Spur Innovation: New Roles of Data Management and Renewed Focus on Data Analytics	Cyber Security & Privacy Challenges and Strategies	Internet of Things (IoT): Are You Ready for it?	

Track sponsor



IoT4U sponsors



## Speaker Highlights

Robert Denda, Head of Network Technology, [ENEL](#)

Roland Stader, Head of Energy Automation, Telecommunications and IT, [Stadwerke Konstanz](#)

Luis Vale Cunha, Head of metering processes and innovation, Advisor to the Board, [EDP Distribuição](#)

Michael Fipper, VP T&I Strategy and Head of Innovation Center Systems, [E.ON](#)

Fonger Ypma, Lead Big Data, [Eneco](#)

# Energy Storage

“AES is excited to move energy storage forward in Europe with projects in the Netherlands and Northern Ireland. European energy stakeholders are beginning to see how energy storage is lowering costs, improving critical grid infrastructure and allowing for increased use of renewables. As lead energy storage sponsor with eight years of experience in energy storage deployments, AES is looking forward to joining European Utility Industry stakeholders in Vienna to discuss the exciting opportunities and innovative approaches in grid scale and distributed energy storage and its latest experiences in US, South America and Europe.”

Steve Corwell, AES Europe Vice President, The AES Corporation

Energy Storage Lead Sponsor



Energy Storage Sponsors



## The Role and Commercial Viability of Energy Storage in Europe

There is no doubt that 2014 was a breakout year for global grid energy storage. In Europe, with the increase of variable renewables on the grid, the need for electricity storage is growing tremendously. Deferring the cost of grid investment and additional services to increase smooth operation are clearly seen as great value of grid scale storage. Prices for lithium-ion batteries keep falling and new technologies are filling the gaps. The industry seems to have moved past the pilot phase and is making a play for full-scale commercialisation.

With the introduction of Tesla Energy, Tesla is amplifying its efforts to accelerate the move away from fossil fuels to a sustainable energy future with energy storage enabling homes, businesses and utilities to store sustainable and renewable energy to manage power demand, provide backup power and increase grid resilience. Will other firms follow suit? Will Apple and Google or other consumer giants also make a play for the sector?

Distributed storage is one of the fastest-growing markets for energy storage. In the coming years the capacity of distributed energy storage worldwide is expected to increase 10-fold. In particular residential and commercial energy storage is expected to be the focus of technological advances and market activity in the coming years.

The market growth is being fuelled by the development of advanced battery chemistries and at the same time the spread of solar photovoltaics, electric vehicles, electric vehicle charging and home energy networks are all creating new applications and new demand for storage.

European Utility Week will be the leading European Energy Storage platform where utilities will be able to discuss topics that are critical for growth including:

- The roadmap for energy storage. What are the key activities needed to support energy storage for the European expansion of renewable energy
- What enables energy storage and what impedes it? Is it technology, cost or market regulation?
- What are the main applications for energy storage and how are they evolving
- Analysis of the business cases from the perspectives of various stakeholders
- How can the key regulatory obstacles to energy storage be lifted and what are the needed regulatory changes

## Strategic Conference Programme

[Click here](#) to view the Energy Storage Brochure

3 November		4 November		5 November	
AM	PM	AM	PM	AM	PM
	Energy Storage				
	SESSION 12	SESSION 13	SESSION 14	SESSION 15	
Plenary Keynote Session	Global Developments in Grid- and Consumer Focused Storage Towards Full Scale Commercialisation	Main Energy Storage Applications and How They Are Evolving	The Business Case for Energy Storage and its Value for Providers and Consumers	Energy Storage Policy and Regulation	Plenary Closing Session

## Speaker Highlights

Faisal El Azzouzi, Director of Grid Energy Storage, [SunEdison](#)

Fabio Bulgarelli, Head of European regulatory Affairs, [ENEL](#)

Andreea Strachinescu, Head of Unit, New Energy Technologies, Innovation and Clean Coal, [European Commission DG Energy](#)

Anna-Carolina Tortora, Head of Innovation and Development, [Terna](#)

Scott Baker, Senior Business Solution Analyst, Applied Solutions, [PJM](#)

# Smart Homes & End User Engagement

## Business Models for 2020 and How to Get There

The smart home model is set to become one of the most significant consumer lifestyle developments of this decade and with it the debate regarding data security and infrastructure.

Technology companies see opportunities to be able to provide new products and services to the Internet-connected household. Devices in the home that communicate with each other could potentially drive huge growth for the industry, if you don't listen to the sceptics who declare that these devices cost too much for the consumers and could take years to go mainstream.

Naturally, the utilities are looking to leverage these new technologies and build innovative offerings designed to add value to their business model as well as allowing the consumer to manage their home's energy consumption. The Smart Home is one step towards a full smart ecosystem, but for this to happen we need cross-industry collaboration. New business models need to emerge; interoperability between home devices need to be established, and regulatory requirements for privacy and security need to be satisfied.

To fully understand what the future holds for the utility, one must consider the market from various angles: from the DSO, the incumbent retailer as well as from the new entrant. While the market is moving towards a future where connectivity is pervasive and embedded in virtually all household devices, the new business model could well be about embracing full-on change to adapt to the future.

With this track, we strive to provide answers to the questions:

- Is cross-industry collaboration the key to the development of market opportunities?
- How to tackle security and privacy issues?
- How to improve the value proposition of smart home services for the mass-market ?
- What truly drives the consumers and how to convince them?
- Which new business model will bring the Smart Home closer to a Smart ecosystem?

“ In a market where one wonders who comes first, the market or the project, the utilities need to ask themselves if their fear of failure is greater than their desire to succeed. ”

Martin Wagner, Managing Director, **VERBUND Solutions**

“ For Smart Home: services sell the hardware, not the other way round. ”

Michel Muurmansl, Manager Toon®, **Eneco, The Netherlands**

## Strategic Conference Programme

3 November		4 November		5 November	
AM	PM	AM	PM	AM	PM
	Smart Homes & End User Engagement				
Plenary Keynote Session	SESSION 16	SESSION 17	SESSION 18	SESSION 19	Plenary Closing Session
	Business Models for 2020 & How to Get There	Driving Digital Relationship Transformation	Embracing Change to Adapt to the Future	Winning the Consumer's Trust	

## Speaker Highlights

Olivier Chatillon, Head of **ERDF European Affairs & Brussels Office**

Jorge Pikunic, Managing Director Smart Metering, **British Gas**

Michel Muurmans, Manager Toon®, **Eneco**

Patrick Lesbros, Director of Development, **EDF**

Geoff Barker, Business Development Director, **Flow Energy**

Philip Lewis, Founder & CEO, **VaasaETT**

Sara Bell, Managing Director, Tempus Energy & principal, **UK Demand Response Association**

Martin Wagner, Managing Director, **VERBUND Solutions**

Track Sponsor





# Smart Metering & Gas Metering

“Engaging customers so that they actively want to get the benefits of smart meters, is critical to the success of the roll-out in Britain, and is what has shaped the roll-out for British Gas.”

Jorge Pikunic, Managing Director Smart Metering, **British Gas**

“Meter data will be the foundation of the energy transition.”

Sebastian Schnurre, Lawyer and Consultant for Market & Regulation, **bne**

## Getting the Meter Economics and Incentives Right

Smart Metering enables a Smarter Market. To ensure that the technology being invested in and implemented today is “safe” and will be protected from Cyber-attacks, growing privacy concerns and interoperability in the future, it is imperative that Utility business models will be affected.

In the transition to a low carbon economy, smart meters have a crucial role to play as they give consumers the information they need to fully understand and manage their energy consumption, save money and reduce carbon emissions. Smart meters are also key to enable the smart grid by allowing a more hands-on management of the networks hence supporting increased levels of renewable generation.

Smart Gas Metering session follows new developments in the field of measurement and communication technologies & protocols in Europe. Special attention for new developments in Multi-utility- 868MHz / Solo-gas-169MHz with remote firmware-upgrade, higher level of privacy & security and low power & energy solutions for long lifetime of battery powered gas meters. Presentations are given by dedicated smart gas meter experts with broad and deep experience in smart gas metering. More information will be available from countries, starting mass deployment.

Similarities between the Smart Water Meter market and the smart grid lie in the need to manage an aging infrastructure. Water utilities need to implement smart technology-based solutions in order to reduce water loss and enable water conservation. The lack of familiarity regarding the business case for investment, limited know-how, issues with technology availability and maturity, and the fragmented nature of the water utility market are all obstacles slowing water utilities down in their goal to offer smart water solutions.

In this session we will bring expert knowledge on:

- Lessons learned and key components to harvesting a positive cost analysis - discussion by panel of regulators
- What comes after the cost benefit analysis and how to deal with technology changes?
- How to achieving a sustainable, integrated energy with the Smart Meter?
- How the standards of today will affect the technology of tomorrow ?
- What are the capabilities of Smart Water Metering ?
- How to improve the water meter reading accuracy and which communication systems to choose?

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Plenary Keynote Session	Smart Metering				
	SESSION 20	SESSION 21	SESSION 22	SESSION 23	Plenary Closing Session
	EU's Smarter Market: An Interactive Justification of the EU Business Cases	Meter Economics: Getting the Unaccounted Benefits Clear	Keeping the Meter Smart and Safe: A Long Term Perspective	From Smart Water Meter to the Smart Grid	
		Gas Metering			
	SESSION 24				
		New Developments and Update on Latest Geographical Deployments			

## Speaker Highlights

Alain Bollack, Global Head of Smart Metering, [E&Y](#)

Daniel Norstedt, Senior advisor, [Swedish Energy Markets Inspectorate](#)

Howard Porter, CEO, [BEAMA](#)

Willem Strabbing, Managing Director, [ESMIG](#)

Walter Boltz, Chief Executive Officer & Member of Executive Board, [E-control](#)

Emil Gurevitch, Project lead on Smart Grid Security, [SEAS NVE](#)

Sebastian Schnurre, Lawyer and Consultant for Market & Regulation, [bne](#)

# Smart Cities

City leaders around the world understand the importance of technology and policy innovation in the development of smarter cities. The adoption of new technologies is enabling innovative projects and addressing a range of city challenges, including smart energy management, infrastructure improvement, urban mobility and public safety. The evolution of the smart city market is accelerating as cities work closely with utilities, solution providers and communities to realise their smarter city vision.

At European Utility Week 2015 speakers will provide an understanding of the emerging smart city ecosystem and the implications for utilities. They will lay out a vision of what cities and utilities can achieve together, the opportunities for innovation and the challenges to be addressed in the future.

The Smart Cities programme is designed to provide insight in how to solve emerging challenges and introduce new services and business models. Utilities will share their views on how to create a European market for innovation that opens up investments. For this purpose public-private partnerships are key to enabling dynamic and continuous Smart City improvement leading to sustainable growth and innovation. It is therefore important that utilities, citizens and governments join the Smart Cities conversation.

New this year to the Smart Cities programme is a session co-organised with the Covenant of Mayors:

## The Impacts of the EU Policies on Utilities - Cooperation with the Cities

The Smart Cities programme will look into the global smart city market and will answer key questions including:

- What are the key policy and economic issues that are influencing the development of smart cities?
- How are cities and utilities working together to meet the new energy challenges facing cities
- What are the new services and business models emerging for utilities in smart cities
- How to secure non-traditional funding for city and utility partnerships?

“ The Energy Union presents an opportunity for citizens, cities and utilities, to work together for a - socially, environmentally, economically - sustainable Europe. Innovative approaches are needed by stakeholders to cope with the challenges, and seize the opportunities.”

Tamas Solymosi, Leader, Mobilising Finance, **Covenant of Mayors**



## Strategic Conference Programme

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AM	PM	AM	PM	AM	PM
Plenary Keynote Session	<b>Smart Cities</b>				
	SESSION 25	SESSION 26	SESSION 27	SESSION 28	
	The Role of Utilities in the New Smart City Ecosystem	Digital Innovation and New City Services	The Impacts of the EU Policies on Utilities - Cooperation with the Cities	Making it Happen: Financing City and Energy Innovation	Plenary Closing Session

“ The European Smart Cities model will not be possible without the engagement of the utilities. I’m looking forward to the constructive discussions we will have at next European Utility Week to shape together this model.”

Mercè Grieria i Fisa, Head of Research and Innovation Sector, **DG CONNECT, European Commission**

## Speaker Highlights

Maria Urbowicz, Senior advisor, [National Fund for Environmental Protection and Water Management](#)

Timurs Safulins, Director, [Riga Energy Agency](#)

Sonja Schouten, Strategy Consultant, [Alliander](#)

Ger Baron, Chief Technology Officer, [City of Amsterdam](#)

Gustaf Landahl, Head of the Planning and Environmental Department, [City of Stockholm](#)

# The Hub Sessions

UTILITY PROJECTS: REAL LIFE PROJECT EXPERIENCES HIGHLIGHTING INNOVATIVE TECHNOLOGIES AND SOLUTIONS					
3 November		4 November		5 November	
AM	PM	AM	PM	AM	PM
<b>Grid &amp; Renewables Integration</b>					
SESSION 29		SESSION 30		SESSION 31	
Leading Edge Network & Flexibility Solutions Part 1		Leading Edge Network & Flexibility Solutions Part 2		Successfully Integrating Self-Generation and Microgrids	
				SESSION 32	
				Supporting Electric Mobility	
<b>Grid Optimisation, Intelligent Networks &amp; Communication</b>					
SESSION 33		SESSION 34		SESSION 35	
Large Scale Global Deployment Lessons Learned		GRID4EU: Update Large-Scale Demonstration Projects of Advanced Smart Grids Solutions		Progress Towards Grid Interoperability in Future Distributed Power Systems	
				SESSION 36	
				Innovation in Distribution Automation Part 1	
				SESSION 37	
				Innovation in Distribution Automation Part 2	
<b>Big Data &amp; Analytics</b>					
IoT4U: Live demonstrations and case studies on the Internet of Things (IoT) for Utilities will be presented on the dedicated IoT4U platform on the exhibition floor throughout the event.					
		SESSION 38		SESSION 39	
		Utility Data Management & Analytics Part 1		Utility Data Management & Analytics Part 2	
				SESSION 40	
				Integrating Cyber Security with Smart Grid Deployment	
<b>Energy Storage</b>					
SESSION 41		SESSION 42		SESSION 43	
Utility Scale Applications for Energy Storage		Consumer Focused Applications for Energy Storage		Choosing the Most Suitable Energy Storage Technology: Users' Experiences Part I	
				SESSION 44	
				Choosing the Most Suitable Energy Storage Technology: Users' Experiences Part II	
<b>Smart Homes &amp; End User Engagement</b>					
SESSION 45		SESSION 46		SESSION 47	
Beyond HEM and the Smart Thermostat		Enabling Technologies Towards the Omni Consumer Experience		Understanding the Consumer Journey	
				SESSION 48	
				Branding Strategies	
				SESSION 49	
				Achieving Customer Engagement Through Smart Communities	
<b>Smart Metering</b>					
SESSION 50		SESSION 51		SESSION 52	
The Customer is Always Right		Challenges and Best Practices for Local DSOs Pre Rollout		Challenges and Best Practices for Local DSOs Post Rollout	
				SESSION 53	
				The Meter is Running - Advanced Technologies from the Utilities Part 1	
				SESSION 54	
				The Meter is Running - Advanced Technologies from the Utilities Part 2	
<b>Energy Efficiency And Energy Services</b>					
SESSION 55		SESSION 56		SESSION 57	
Removing the Barriers & Growing the Market Trust in the ESCO Industry		Improving Access to Financing & the New Tools Available		Increasing Confidence with Measurement & Verification and Standardisation	
				SESSION 58	
				Best Practice Case Studies from Large Energy Users, ESCOs and Utilities	
				SESSION 59	
				The ESCO within the City - Interactive Roundtable Discussion	

The Hub Sessions are subject to change.



# The Hub Sessions

## It Happens on the Hubs

It's the cross-industry learnings that benefit us all to improving on current smart technologies. This is why we believe so much in sharing quality content with our visitors for free on the exhibition floor.

To complement the Conference programme we have introduced a new format for the exhibition – The Hub Sessions. Free to attend for all European Utility Week visitors the Hub Sessions take place on the Hubs – locations on the exhibition floor, where real-life project experiences and solutions relating to the Utility will be presented. These sessions called the “Utility Projects”, will be supported by additional Hub Sessions including demonstrations, pitches, innovation and best practice presentations.

By sharing innovative solutions and ideas, you will be able to experience first-hand the true magnitude that the market has to offer. A syndicate of industry solutions will be combined to form zones for Innovation, IoT, Storage, Energy Management and Transmission & Distribution so that the visitor has easy access to his interest area.

European Utility Week is a truly dynamic environment in which you can learn from, network amongst and do business with the right people from utilities, solution providers, start-ups, associations and government representatives. With over 420 exhibitors from all over the world the exhibition is over 20,000m2 and reflects a multitude of organisations from all the major value streams stretching from transmission to the end-user.

We welcome you to join the community!



Farid Soebrati  
Commercial Director  
**European Utility Week**  
Phone: +31 346 290 789  
farid@synergy-events.com



Interested in our  
Hub Session  
Speaker List?  
[CLICK HERE](#)



# The Innovation Hub

Very few industries face as many challenges as the smart utility sector. Driven by far-reaching global issues like climate change, water scarcity and carbon footprint reduction, utilities strive to find ways to drive and implement efficient solutions to create a sustainable future. Innovation is the key enabler to facilitate this essential outcome.

To help stimulate this, European Utility Week will showcase even more innovation, even more startups, Young Talent and a complete Innovation Programme co-created with the sector.

## Innovation Hub Programme

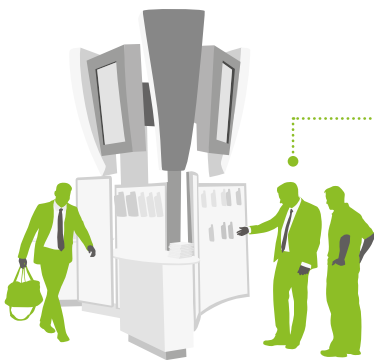
Innovation is key in every aspect of European Utility Week, and we have developed a strong 3-day dedicated innovation programme taking place on the Hub. The Innovation Stage and the IoT4U Stage will host presentations, demonstrations, pitches etc, aiming to take a closer look into utilities' challenges and how the future will evolve for them.



## Highlights on the Innovation Stage will include:

- Utilities outlook: The future we can only imagine
- Product Innovation Awards
- Startup Programme
- Game Changers!

Co-created with:



## Highlights on the IoT4U Stage will include:

- Future IoT
- Use of IoT and digital transformation
- Demonstrating the use of IoT for innovative business models
- New infrastructure for IoT
- Data analytics for successful IoT services



## Education Zone & Young Talent Meeting Zone:

Several of Europe's leading universities and students, will be present on the education zone. They will be showcasing their most up-to-date research conducted to influence the smart energy field.



# Innovation Hub Sessions

3 November		4 November		5 November	
AM	PM	AM	PM	AM	PM
<b>Innovation Stage</b>					
	Utilities outlook: The future we can only imagine Innovation Keynote + Panel Discussion	Product Innovation Awards Elevator Pitch + Awards Ceremony	Utilities outlook: The future we can only imagine	Startup Programme Initiate Awards	Game Changers! Closing Session: The beginning
<b>IoT4U Zone</b>					
	Future IoT Keynote + Panel Discussion	Use of IoT and digital transformation	Demonstrating the use of IoT for innovative business models	New infrastructure for IoT	Data Analytics for successful IoT services





# Exhibition Features

## Get the Best Out of Your Trip!

### DOWNLOAD THE EUW 15 APP

Stay up-to-date with everything that is going on at the event and find your way around the venue. The App is also a great networking tool. Download the App prior to the event and see who else is coming to European Utility Week and make plans to connect with them prior to the event.

### REGISTER HERE TO ATTEND THE EXHIBITION FOR FREE!

The exhibition reflects a multitude of organisations from all the major value streams stretching from transmission to the end-user. Register to visit the event and gain access to the free content from the conference programme that spills onto the exhibition in the form of Hub Sessions.

[CLICK HERE](#) to register

Registration



### WATCH LIVE INTERVIEWS TAKING PLACE AT THE ENGERATI ENERGY TALKS STUDIO

For the duration of the event, you can watch our Official Community Partner Engerati interviewing utilities, large power users and inspiring industry figures.

European Utility Week



### INTERACT WITH THE EUW 15 TWITTER REPORTER

Talk to the Twitter reporter walking the show and make sure your insights are featured on the EUW 15 twitter newsfeed!





## MAKE SURE YOU ATTEND THE NETWORKING EVENTS!

**3rd November:** You are invited to join the Welcome Reception hosted by our Diamond Sponsor, Siemens at 17:30 hrs on the exhibition floor!

**4th November:** Join the networking reception hosted by our Gold Sponsor, Capgemini at 17:30 hrs on the exhibition floor!

**4th November:** Book your ticket to the Industry Awards ceremony and relax amongst the best from the utilities, solution providers and industry leaders who have been responsible for pioneering new frontiers, pushing boundaries, inspiring others and achieving growth in turbulent and challenging markets. 20:00 hrs – 23:00 hrs in Vienna.

[CLICK HERE](#) for the latest schedule.

## JOIN THE PRE-CONFERENCE WORKSHOPS!

The pre-conference workshops will be held at the messe on 2 November from 13:00 hrs - 17:30 hrs.

[CLICK HERE](#)  
for the latest schedule.

## DON'T FORGET TO VISIT THE HUBS!

Strategically located throughout the exhibition, the Hubs are free to attend and will play host to multiple presentations by industry experts illustrating an unprecedented level of quality content, more practical in nature, with a focus on the Utility.

## CHECK IN TO THE ZONES OR DISCOVER OUR COUNTRY PAVILIONS

Interested in Energy Storage, Energy Efficiency, IoT or want to meet with exhibitors from T&D Engineering or ESMIG? Make sure you visit the areas on the exhibition floor dedicated to a particular topic or focus theme.

We also have over 10 country pavilions represented at European Utility Week where you can meet with and learn about the latest technologies and innovations specific to a certain region.

## LIVE ON THE INNOVATION HUB!

**3 November at 15:30 hrs,** don't miss the 2-minute elevator pitches from the Innovation Award nominees to be held on the Innovation Hub

**3 November at 15:30 hrs,** attend the Product Innovation Awards Ceremony where you can meet with the best innovators of 2015

**4 November,** you will be able to attend the Future Casting Interactive sessions addressing the challenges utilities face to reach utopia by 2050

**4 November at 16:00 hrs,** come to the Initiate Awards and make sure you experience the Dragon's Den style startup pitches

**5 November at 9:00 hrs,** you will be able to see the Game Changers!

# Exhibition Programme and Floorplan (Hall A)

## LEGEND:



## Exhibition Features Explained

With so many things going on! Here's an overview showing you what's what:

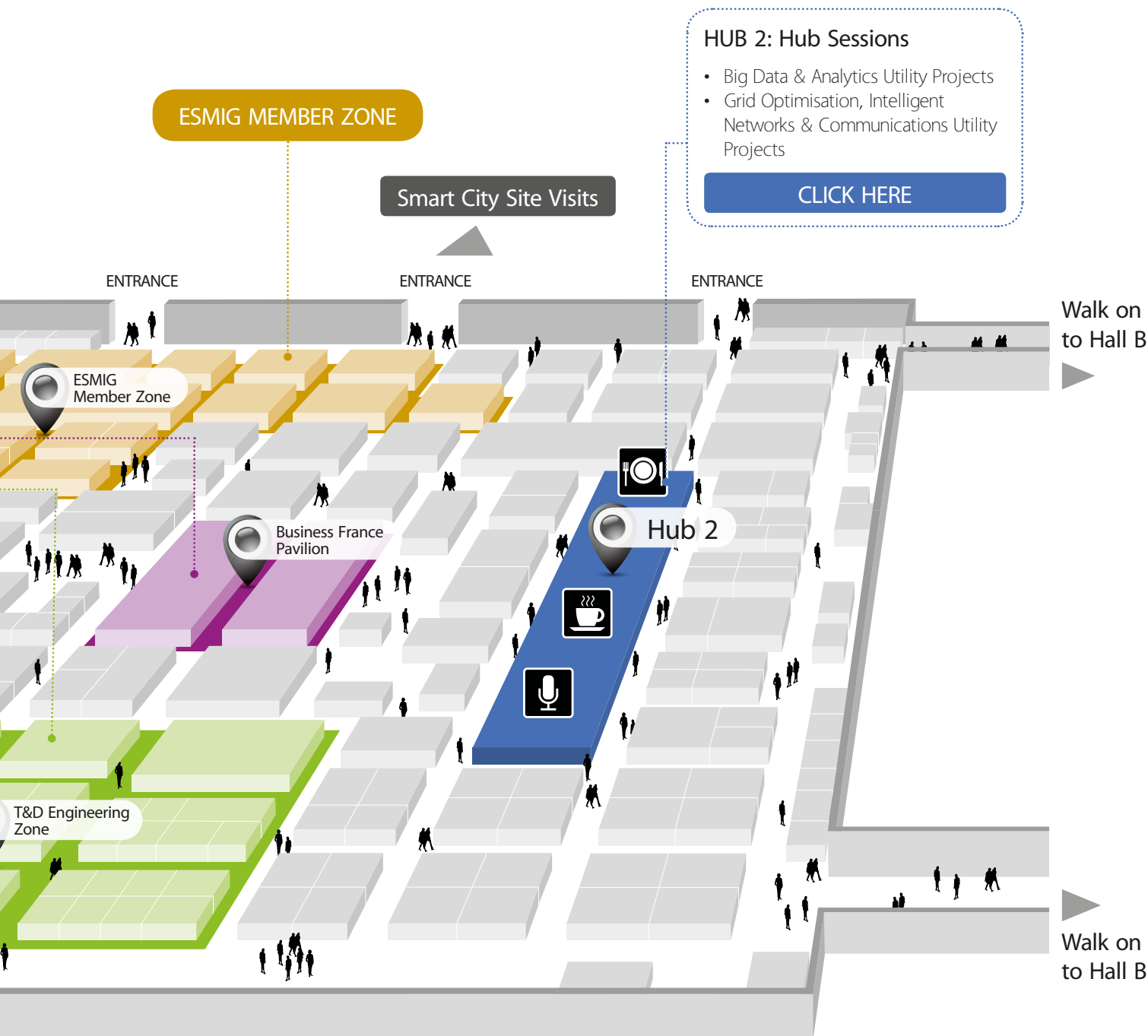
**HUB:** The Hubs are strategically located on the exhibition floor and host presentations by industry experts illustrating an unprecedented level of quality content, more practical in nature, with a focus on the Utility. Access to the Hubs are free of charge for all attendees which allows for excellent networking opportunities.

**Zone:** An area on the exhibition floor dedicated to a particular topic or focus theme.

**The Engerati Energy Talks Studio:** Bringing together utilities, large power users and industry figures in a series of panel shows broadcast to the Engerati network and partner sites. The live sessions will cover some of the latest news and trends in the commercial energy sector.

Other features include:

- Country Pavilions
- Startup Pavilion and Initiate Awards
- Product Innovation Awards
- Demonstrations
- Pitches
- Panel shows
- Live sessions



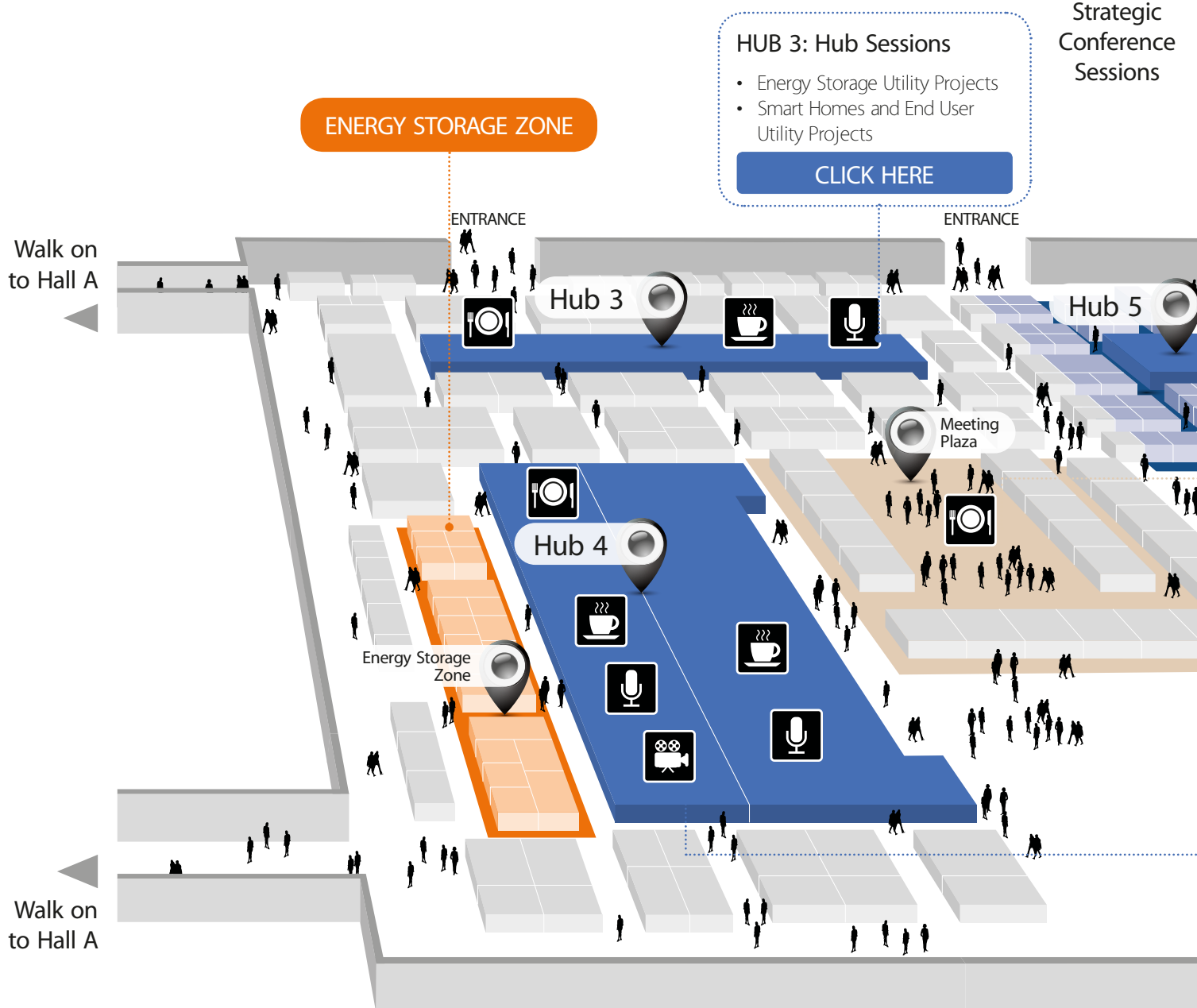
“To my experience, European Utility Week has become the meeting point for the European Industry related to the so called Smart Grids Technologies. It’s not just a workshop and exhibition on the most innovative solutions on that field, it is an excellent occasion to share ideas and trends with the European opinion leaders of the new generation of Smart Grids.”

Dr Guillermo Amann, Senior Advisor to the President, Ormazabal and Vice President, T&D Europe Association



# Exhibition Programme and Floorplan (Hall B)

▲  
Strategic  
Conference  
Sessions



## Products on Display

### IT/ICT UTILITY SERVICES

- Cloud Technologies
- Cyber Security
- Data Analytics
- Data Management
- Mobile Workforce Management
- SCADA / RTU systems
- System Integrators

### SMART HOME / END USER ENGAGEMENT

- Application Providers
- Chips / Semiconductors
- Data Aggregators
- Demand Response
- Device Developers
- E-Healthcare
- Home Area Network








- Home Automation
- Home Control / Energy Management
- Media / Entertainment Integrated Systems
- Security Systems
- Smart Appliances
- Smart Plugs
- Thermostat / HVAC control

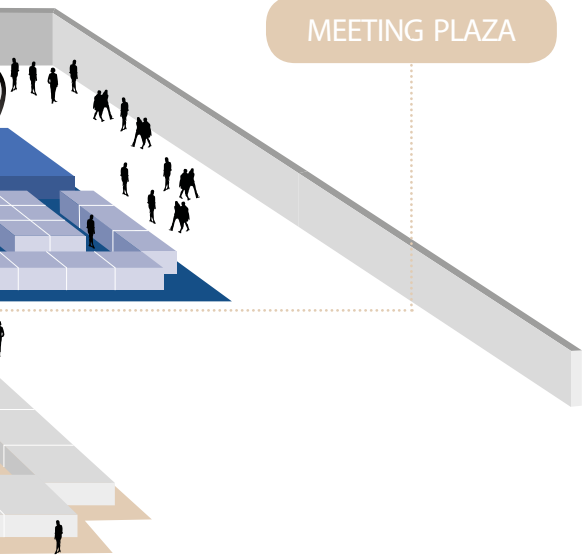
### SMART METERING SOLUTIONS

- AMI / AMR
- Billing
- CRM / CIS
- Gas Metering
- Meter Data Management
- Meter Manufacturers / Components
- Water Metering
- Electricity Metering



LEGEND:

-  Lunch break area
-  Coffee break area
-  Speaker area
-  Engerati studio
-  Exhibitor booths
-  Energy Storage zone
-  HUB



**HUB 4: Hub Sessions**

- Innovation Hub Sessions
- IoT4U Hub Sessions
- Engerati Energy Talks Studio

[CLICK HERE](#)

**TELECOMS**

- M2M
- Communication Infrastructure
- Internet of Things

**T&D OPERATIONS INFRASTRUCTURE**

- Asset Management, GIS & Mapping
- Batteries
- Distribution Automation
- Energy Storage Solutions & UPS
- EV Solutions (Charging stations / Infrastructure)
- Infrastructure Security
- Load Management
- Micro-generation / Distributed Energy
- Monitoring & Control Systems
- Outage Management
- Renewables Integration
- Smart Grid Solutions

- Substation Automation
- T&D Hardware / Equipment / Cables
- Transmission Automation

**SMART WATER**

- Smart Water Solutions

**SMART CITIES**

- Energy Management
- Energy Efficiency

**ENERGY EFFICIENCY & ENERGY SERVICES**

- Building Energy Management
- Energy/Property Auditing
- Energy Efficiency Solutions
- EPC (Energy Performance Contracting)
- ESCO
- M&V (Measurement & Verification)

**OTHER**

- Consultants
- Standards
- Utilities
- Financing/Investment
- Smart Cities Solutions

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# Sponsor List

Energy Storage Lead Sponsor



Energy Storage Sponsors



Utility Partners



Young Talent Sponsors



Country Partners



Official Community Partner



Official Publication



For an updated list of sponsors please [click here](#)

List created as of 23rd June 2015

# Exhibitor List

2N Telekomunikace a.s.	Exhibitor Basque Energy Cluster)	(co-exhibitor of 2N Telekomunikace a.s.)	Business France )	Israeli Export )	SWIBi
450 Alliance	Cisco	Ferranti Computer Systems	Lognet Systems ( Co Exhibitor Israeli Export )	Radiocrafts	Tadrian Batteries GmbH
A-Antennas	Cixi Sanyang Electronics Co.,Ltd	fifthplay nv	Lowribeck	Ramway	Taehwatrans Co., Ltd
A.P. Systems s.r.l.	Cluster Energía (Basque Energy Cluster)	FlexEnergy SA	Luna Elektrik Elektronik M.F.B. di Bonomi Eliseo & C.	Renasas Electronics Europe GmbH	Tangshan Huizhong Instrumentation Co., Ltd
ABB	CODICO GmbH	Flonidan A/S	MAK-SAY Makel Elektrik Elektronik A.Đ.	Ritter Starkstromtechnik GmbH	Taoglas Ltd
Activity	Connily Electronic Co., Ltd	FLUDIA ( Co- Exhibitor of Business France )	MapText, Inc. (part of US pavilion)	ROHM Semiconductor GmbH	Technolog Limited
ADD Bulgaria OOD	Connode AB	Forsee Power	Meghna Corporation	Rohde & Schwarz SIT GmbH	TECNALIA (Co-Exhibitor Basque Energy Cluster)
ADD Grup	Contazara S.A.	Freescal	MERYTRONIC (Co-Exhibitor Basque Energy Cluster)	ROHM Semiconductor GmbH	Tecnosystem (co-exhibitor of Pietro Fiorentini)
ADEUNIS RF	Corinex Communications Corp.	Fugro Roames	Meters and More AISBL	RTE (Réseau de Transport d'Electricité) ( Co- Exhibitor of Business France )	TELECON
Aedilis	Cuculus GmbH	G3-PLC Alliance	MeterSIT S.r.L.	S&T AG	Telekom Austria Group M2M GmbH
AEG Power Solutions GmbH	cVida ( Co-exhibitor of Israeli Export )	GE (Co-Exhibitor Basque Energy Cluster)	MeterTest Ltd	SAFT ( Co- Exhibitor of Business France )	Telit Communications S.p.A
AFL Global	Cyberhawk	GE Digital Energy	Methodia INC.	Sagemcom	Terranova Software (co-exhibitor of Pietro Fiorentini)
Aiut	CyberX Israel Ltd ( Co-exhibitor of Israeli Export )	Gemalto	ModemTec (co-exhibitor of Czech Trade )	SAP	Trilliant
ALCATEL LUCENT ( Co- Exhibitor of Business France )	Dalian DKE LCD CO., LTD	Geometria LTD	Morgan Advanced Materials	Satel Oy	TSAT AS
Alpha Technologies GmbH	DASYC S.A.	GMC-1 Prosys Ltd.	MPW	SC AEM SA	TU Wien
Alstom	Develco Products A/S	Greenbird	MTE Meter Test Equipment AG	SCHNEIDER ELECTRIC ( Co- Exhibitor of Business France )	TÜV Rheinland
AMETEK Power Instruments	Dexma	Griidbee Communications ( Co- Exhibitor of Business France )	Murata Electronics Europe	Seluxit AP5	U-blox
AMIHO Technology	Diehl Metering	Gridco Systems (part of US pavilion)	Mycroft Mind, a.s. ( Co- Exhibitor of Czech Trade )	Semtech Corporation	Uriarte Safybox (Co-Exhibitor Basque Energy Cluster)
Analog Devices GmbH	Digimatic s.r.l.	Gruner AG	Nemeus ( Co- Exhibitor of Business France )	Sensing & Control Systems	VARTA Microbattery/VARTA Storage
ANDRA Sp. z o.o.	DLMS User Association	Guangzhou MCOHome	Nest Labs	SENSING LABS ( Co- Exhibitor of Business France )	VDE Testing and Certification Institute
ANDREA Informatique	DNV GL	Technology Co., Ltd	Netatmo	VDE Testing and Certification Institute	Venios GmbH
Antennentechnik Bad Blankenburg GmbH	Dr. Neuhaus	GWF MessSysteme AG	Netinium	VERAUT GmbH	VERALUT GmbH
Apator	Telekommunikation GmbH	Haiyan Zhongxin Electronics Co., Ltd.	Networked Energy Services	Vertical M2M ( Co- Exhibitor of Business France )	Virtual Access
Apex CoVantage	DYNAMIS Batterien GmbH	HCB Battery Co Ltd	Nice Grid (ERDF) ( Co- Exhibitor of Business France )	Vitrocoll Co., Ltd.	Wasion Group Limited
Applied Precision	Ecosavers (E Group B.V.)	Hexing Electrical Co. Ltd	Ningbo Sanchao Electric Meter Factory	Watticorp SL	Webdyn ( Co- Exhibitor of Business France )
Aqua Rimat LTD ( Co Exhibitor Israeli Export )	EDF (Smart Electric Lyon & Concept Grid) ( Co- Exhibitor of Business France )	HHB Expo	Ningbo Sanxing Electric Co., Ltd	Weiha Ploumter Co.,Ltd (joint booth with Ningbo Sanxing Electric Co., Ltd & Zhejiang Weixing Intelligent Meter Stock Co., Ltd)	Wi-Sun Alliance
Arad LTD.	EDMI Ltd	HL2 group ( Co- Exhibitor of Business France )	Nites s.r.o.	Wirepas Oy	Wuhan Lixing
ARC INFORMATIQUE ( Co- Exhibitor of Business France )	Electro Industries/ Guage Tech (part of US pavilion)	HMS Industrial Networks GmbH	NKE WATTECO ( Co- Exhibitor of Business France )	Xemtec	XenoEnergy Co., Ltd
Areva H2Gen GmbH	ELEKTROMED	Hongfa Electroacoustic Co. Ltd.	NI Certin BV	Yele ( Co- Exhibitor of Business France )	Youknowwatt
Arkossa Smart Solutions, SL	Elgama Elektronika	Hsiang Cheng Electric Corp.	NorthQ	YTL (Zhejiang Yongtailong Electronic Co.,Ltd )	Yueqing Goodwin Electronic Co Ltd
ARTECHE (Co-Exhibitor Basque Energy Cluster)	Elko	i-Alarmsysteme GmbH	NURI Telecom	ZERA GmbH	Zhejiang Great Electrical Co., Ltd.
Atmel Corporation	Elster	ICEX Espana Exportación e Inversiones	ON Semiconductor	Zhejiang Jiang Cai Energy Technology Co.,Ltd.	Zhejiang Lihui electric Co., Ltd
Atos	Eltris Teknoloji (co-exhibitor of Turkish Pavilion)	IIS Fraunhofer	ONZO	Zhejiang Reallin Electron Co., Ltd	Zhejiang Weixing Intelligent Meter Stock Co., Ltd (joint booth with Ningbo Sanxing Electric Co., Ltd & Weihai Ploumter)
Audiowell	Em-lite Ltd	IJENKO	Open Systems International, Inc (part of US pavilion)	Zhejiang Wellsun Intelligent Technology Co., Ltd	ZIV (CG Automation)
AutoGrid (part of US pavilion)	EMH metering GmbH & Co. KG	INDRA (Co-Exhibitor Basque Energy Cluster)	Orga Systems GmbH	ZIP (Co-Exhibitor Basque Energy Cluster)	ZPA Smart Energy
AVOB ( Co- Exhibitor of Business France )	Encore Networks (part of US pavilion)	Inepro	Orga Systems GmbH/ Redknee		
Avtec (part of US pavilion)	Endetec - Homerider Systems	Intelen Inc.	Osaki (co exh. EDMI)		
Basari Teknolojik Sistemler	Energ Monitor ( Co- Exhibitor of Czech Trade )	IPS-Intelligent Process Solutions GmbH	OSGP Alliance		
San. Ve Tic a.s. (co-exhibitor of Turkish Pavilion)	Energy Pool ( Co- Exhibitor of Business France )	ISKRAEMECO	Osisoft ( Co Exhibitor of Esri )		
Basarsoft (co-exhibitor of Turkish Pavilion)	EnergyVille	Israel Export Institute	Oswell Group Limited (formerly Shanghai Leading International)		
BAUSCH DATACOM	EnergyWorx	ITF-EDV Fröschl GmbH	Outram Research		
BAYLAN	Enemoc	J&D Electronics	OWON Technology		
BCM Sensor Technologies	eneris suisse AG	Jablotron a.s. (co-exhibitor of Czech Trade )	Panasonic Corporation		
Beijing Data Fountain	Engineering ING. INF. SPA.	Jablotron a.s. (co-exhibitor of i-Alarmsysteme GmbH)	Perfection Meter Technology Co., Ltd		
Software Development Company Ltd.	Enika.CZ (co-exhibitor of Czech Trade )	Jiangyin Spark Electronic Technology Co., Ltd	PHOENIX CONTACT GmbH & Co.KG		
Beijing Hongweipair Technology Ltd.	Enoro	Junifer Systems Ltd	Pietro Fiorentini		
BIMETRI Bilgi Ve İletisim Teknolojileri (co-exhibitor of Turkish Pavilion)	EnStorage Israel Ltd. ( Co-exhibitor of Israeli Export )	Kamstrup A/S	Plugwise B.V.		
boostHEAT	ERDF	Kapsch	Powel		
BOR Reliability Engineering ( Co-exhibitor of Israeli Export )	ERDF Méditerrané ( Co- Exhibitor of Business France )	Kerlink	PRIME Alliance AISBL		
Brenniller Energy ( Co-exhibitor of Israeli Export )	ESCO	KG Technologies	Proant AB		
Budget Telecom ( Co-Exhibitor of Business France )	ESMIG Pavilion	KIC InnoEnergy	PSI AG		
Business France	ESRI	Kisters AG	Qingdao Techen		
CGI	Eurotech	KYLAND TECHNOLOGY EMEA GmbH	Quectel Wireless Solutions Co., Ltd		
Chakratec ( Co-exhibitor of Israeli Export )	EVE Energy CO., Ltd.	Lansens Systems AB	Qundis GmbH		
CIAC International Technologies ( Co- Exhibitor of Business France )	Evolution Energie ( Co- Exhibitor of Business France )	LEM International SA	Radiflow ( Co-exhibitor of Business France )		
Ciber - co-exhibitor of EnergyWorx	FARAB	Levisys ( Co- Exhibitor of Business France )			
CIC ENERGIGUNE (Co-	Fast Forward AG				

For an updated list of exhibitors please [click here](#)

List created as of 21st September 2015



# Pavilion

## Startup Pavilion

360 Utility  
Aquamatrix Ltd  
ARGE guh  
aWattar GmbH  
Battswap  
Bleeve  
Collective Energy  
Ecovat

Enerbyte  
Energyency  
Energy Conductors  
EnergyElephant  
Enerlin Ingenieros SL  
Enervalis  
enOware GmbH  
Entelligo

Every European  
Digital  
EXCEEDIA  
FLATOUT  
Technologies  
Flydeo  
Gradis  
Greenely AB

has.to.be gmbh  
ICE Gateway  
LineMetrics GmbH  
Losstek Ltd  
M-Tronics  
Magnage  
Meterix Ltd  
MetryTM

Mobile4Energy  
Nnergix  
OEEEX  
Open Energy  
Open Utility  
Ptrole  
SteadySun  
Stimergy

Storelectric  
Swuto  
Symvaro  
Tausendundein Dach  
Technoturbines  
Upside Energy Ltd.  
Viridom  
Watch-E

WATT-IS  
Yetu  
Zenodys B.V.

## Country Pavilions





# Join Us In Vienna!

## Registration Is Easy:



Yes, I wish to register myself for the Strategic Conference including the Hub Sessions!



Yes, I wish to register my team for the Strategic Conference including the Hub Sessions!



Yes, I wish to visit the Exhibition and Hub Sessions – free of charge!

## Need Help?

For assistance with your booking, or to co-ordinate your group booking, please contact us at [service@european-utility-week.com](mailto:service@european-utility-week.com)



Yes, I wish to exhibit!

For sales related questions or information please contact:



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[farid@synergy-events.com](mailto:farid@synergy-events.com)