

# SPONSORSHIP & EXHIBITION OPPORTUNITIES



## 3-Day Conference, Exhibition & Networking Forum

Tuesday 10<sup>th</sup> - Thursday 12<sup>th</sup> April 2018 | Dusseldorf, Germany

### Main Conference:

***Driving the Rapid and Cost Effective Roll Out of Digital Substations to Support Smart Grid Functionality, Flexibility and Security***

Tuesday 10<sup>th</sup> & Wednesday 11<sup>th</sup> April 2018

### Cyber-Security Seminar:

***Cyber Security Strategies for Digital Substations***

Thursday 12<sup>th</sup> April 2018

### Event Format

- ✓ Case-study driven conference programme
- ✓ Post-conference substation cyber security workshop
- ✓ Technology innovation panel discussion
- ✓ Roundtable breakout sessions
- ✓ Networking evening reception
- ✓ Exhibition area displaying 10+ substation system and component suppliers
- ✓ Live demo labs of the latest tools and technologies

***For further information please contact:***

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# Event Objectives

The 5<sup>th</sup> annual [IntelliSub Europe 2018](#) conference, exhibition and networking forum takes place 10-12 April 2018 in Düsseldorf, Germany, and draws together 120+ Digital Substation implementation, operation and maintenance professionals from across the European electric utility sector.

The main conference takes place on Tuesday 10<sup>th</sup> and Wednesday 11<sup>th</sup> April 2018, and provides insights into the investment drivers, implementation issues and operations & maintenance considerations of next generation digital substation. Day 3 deep-dives into the cyber and physical security issues affecting substations and prepares utilities in implementing a robust cyber-physical security approach as IoT and Cloud services start to penetrate the substation environment.

The 3-day case-study driven programme is complemented by a series of technology innovation panel discussions, intimate roundtable debates, live demo labs of the latest tools and technologies, an exhibition area displaying state of the art solutions, and a networking evening reception open to all participants.

All delegates pay a premium ticket price to participate, are personally responsible for substation developments in their organisations, and therefore highly motivated to find practical solutions to their challenges. The audience mix is strictly controlled to ensure the optimal ratio of suppliers to utilities, leading to rich discussions in the conference room and high levels of interactivity in the exhibition area.

The audience mix is 60% utilities, 30% technology suppliers, and 10% system integrators.

## Comparison of Key Packages

Benefits	Platinum 1 available	Gold 2 available	Silver 5 available	Exhibitor 4 available	Live Demo Lab 2 available
Solo presentation	Day 1	Day 2	...	...	...
Panel presentation	...	...	Day 2	...	...
Logo on website homepage	✓	✓	✓	✓	✓
Logo on website sponsors page	✓	✓	✓	✓	✓
Logo on brochure PDF front cover	✓	✓	✓	...	...
Logo inside brochure PDF	✓	✓	✓	✓	✓
Logo on onsite programme guide cover	✓	✓	✓	...	...
Logo inside onsite programme guide	✓	✓	✓	✓	✓
Logo on stage backdrop	✓	✓	✓	...	...
Logo on speaker podium	✓	✓	✓	...	...
Logo on registration area signage	✓	✓	✓	✓	✓
Profile on website sponsors page	300 words	200 words	100 words	100 words	100 words
Profile inside brochure PDF	300 words	200 words	100 words	100 words	100 words
Profile inside onsite programme guide	300 words	200 words	100 words	100 words	100 words
Solo email announcing your participation pre-event	✓	✓	...	...	✓
A4 colour advert in the onsite programme guide	✓	✓	...	...	✓
Table-top exhibition space	3m x 2m	3m x 2m	3m x 2m	3m x 2m	Meeting Room
Pre-arranged meetings	...	...	...	...	10
Full access conference pass	5	3	2	2	2
Access to the attendee list post-event	3 times	1 time	1 time	...	...
<b>Investment</b>	<b>€15,000</b>	<b>€10,000</b>	<b>€7,000</b>	<b>*€5,000 - €6,000</b>	<b>€7,000</b>

*\*Exhibitor prices rise in line with the Early Bird deadlines 26<sup>th</sup> January & 23<sup>rd</sup> February 2018*

# Sponsorship Packages in Detail

<b>Platinum Sponsor</b>		<b>€15,000</b>
Positioning:	Sole platinum sponsor for the event	
Thought Leadership:	1 x 30 minute presentation during conference day 1	
Pre-Event Branding:	Logo on website homepage, sponsors page, brochure pdf cover and inside pages 300 word company profile on website sponsors page and inside brochure pdf Solo email to promo database announcing your participation	
Onsite Branding:	Logo on stage backdrop, 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	
Networking:	5 x conference passes to the value of €10,975 (+VAT)	
Post-Event:	3 x access to attendee list for promotional mailing	

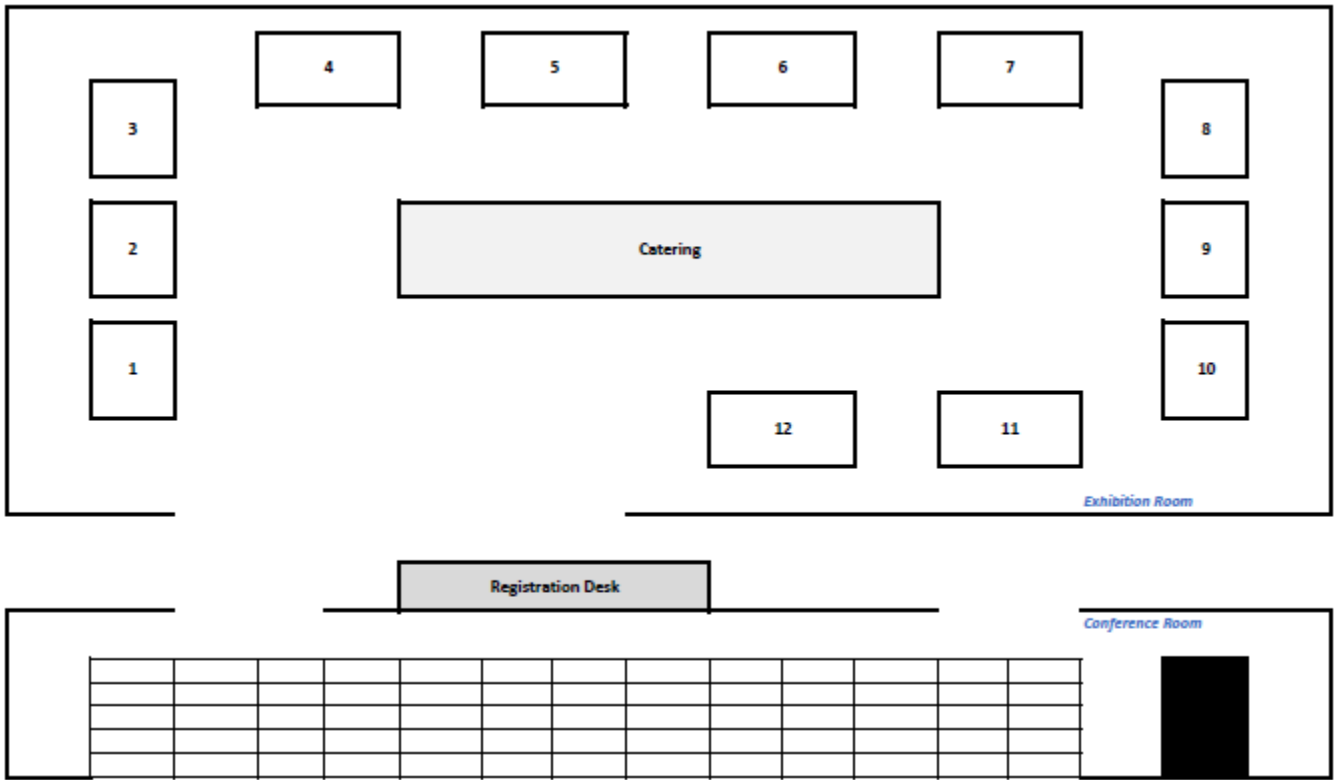
<b>Gold Sponsor</b>		<b>€10,000</b>
Positioning:	One of 2 Gold sponsors for the event	
Thought Leadership:	1 x 30 minute presentation during conference day 2	
Pre-Event Branding:	Logo on website homepage, sponsors page, brochure pdf cover and inside pages 200 word company profile on website sponsors page and inside brochure pdf Solo email to promo database announcing your participation	
Onsite Branding:	Logo on stage backdrop, 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	
Networking:	3 x conference passes to the value of €6,585 (+VAT)	
Post-Event:	1 x access to attendee list for promotional mailing	

<b>Silver Sponsor</b>		<b>€7,000</b>
Positioning:	One of 5 Silver sponsors for the event	
Thought Leadership:	1 x 15 minute panel presentation during conference day 2	
Pre-Event Branding:	Logo on website homepage, sponsors page, brochure pdf cover and inside pages 100 word company profile on website sponsors page and inside brochure pdf	
Onsite Branding:	Logo on stage backdrop, podium, registration area, onsite programme guide 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 €4,390 (+VAT)	
Post-Event:	1 x access to attendee list for promotional mailing	

<b>Exhibitor</b>		<b>€5,000 - €6,000</b>
Positioning:	One of 4 Exhibitors for the event	
Pre-Event Branding:	Logo on website homepage, sponsors page, inside pages of brochure pdf 100 word company profile on website sponsors page	
Onsite Branding:	Logo on registration area signage, and inside pages of onsite programme guide 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 €4,390 (+VAT)	

<b>Live Demo Lab Sponsor</b>		<b>€7,000</b>
Positioning:	One of 2 Live Demo Lab sponsors for the event	
Pre-Event Branding:	Logo on website homepage, sponsors page, inside pages of brochure pdf 100 word company profile on website sponsors page	
Onsite Branding:	Logo on registration area signage, and inside pages of onsite programme guide 100 word company profile inside onsite programme guide	
Business Development:	Private meeting room with 10 x pre-arranged meetings with the delegates of your choice	
Networking:	2 x conference passes to the value of €4,390 (+VAT)	

# Exhibition Floor Plan



## Table Top Exhibition Style



## Past Event Sponsors



# Event Testimonials

## IntelliSub Track at SGTech Europe 2017

***“Great networking & interactions with high-levels of technical expertise among participants.”***

Simon Rodriguez, Vice President of Business Development and Product Management - [SUBNET](#)

***“Great mix of participants with insights about challenges that utilities are facing now and in the future”***

Oleg Gulich, Smart Grid and ICT Expert, Project Manager - [Caruna](#)

***“The exchange with experts provided new inputs, and allowed for a reflection of new ideas. SGTech Europe 2017 proved once more to be invaluable.”***

Michael Knuchel, Project Manager - [Swissgrid](#)

***“Best opportunity to stay tuned in the fast-changing environment of energy world.”***

Javier Lopez, Product Line Commercialisation Manager - [GE](#)

***“A lot of innovation and knowledge showed in the presentations, also thank you for the round tables organised on day 1 of the conference.”***

Lievan Degroote, Head of Service Distribution Operating Center - [Eandis](#)

***“Sharing many good experiences, practical solutions, learning from each other’s examples and good fun.”***

Bas Kruimer, Smart Grid Services & Grid Operations - [Accenture](#)

## IntelliSub Track at SGTech Europe 2015

***“It was a great conference since the most relevant and challenging areas for many energy utilities were thoroughly addressed. We came home with great insights!”***

Nuno Medeiros, ICS and Smart Grids Security Officer - [EDP Distribuição](#)

***“Great opportunity to share views and get in touch with what’s going on in the world of Substation Automation.”***

Jose Manuel Roca Veleiro, Head of Department, Protection & Telecontrol - [Gas Natural Fenosa](#)

***“SGTech 2015 was an ideal opportunity to meet and discuss with utility experts on grid monitoring and control.”***

Thierry Pollet, Strategy & Business Development Manager Smart Grid - [Landis+Gyr](#)

***“A high quality event in which different stakeholders of the energy transmission and distribution industry, come together to share challenges, solutions, case studies and value to create a sustainable, affordable and reliable electricity transmission and distribution system. For Locamation as a vendor of substation intelligence it is extremely valuable to learn about the trends and challenges which will enable us to create the best solutions***

***matched to the needs of the Network Operators and the changing electricity industry now and in the future.”***

**Bart Schouwink, International Business Development Manager - [Locamation](#)**

***“A conference showing relevant topics through good presentations, with plenty of possibilities for networking with peers from organizations dealing with similar challenges.”***

**Carlos Montes Portela, IT Architect, Smart Grids - [Enexis](#)**

***“Very useful to meet delegates from other European utilities and to see and hear about their present projects and future plans. Also product presentations from vendor side were very interesting. All practical seminar arrangements were taken care with top class expertise. Discussions with other delegates were also very stimulating.”***

**Mika Loukkalahti, System Manager, Electric Power Systems - [Helen Electricity Networks](#)**

## **IntelliSub Europe 2013**

***“To continue to be in the forefront, visit IntelliSub”***

**Kenneth Jabrand, Global Product Manager - [ABB AG](#)**

***“A very informative and entertaining event. Good networking opportunities”***

**Ray Zhang, Technical Leader, Protection, Control & Automation - [National Grid](#)**

***“A worthwhile conference for finding out what EU countries are working on in the innovation space”***

**Andrew Urquhart, Research and Development Project Manager - [Scottish and Southern Energy Power Distribution](#)**

***“It provided me with a broad spectrum of knowledge, ideas, solutions, challenges and experiences with the opportunity to network with vendors and utility professionals”***

**Peter Gyimah, Senior Engineer - [Ghana Grid Company](#)**

***“IntelliSub is like a good wine, it gets better year by year”***

**David Valmacco, Technical Expert - [Tecteo RESA](#)**

***“Excellent organisation and support. I would highly recommend this conference”***

**Simon Rodriguez, Regional Sales Manager - [Subnet Solutions Inc](#)**

***“I found it very useful to discuss with competitors, customers and possible sub-suppliers the topics which can be handled in the future only with a strong corporation”***

**Bernd Schüpferling, Senior Key Expert Control Technology - [Siemens](#)**

***“Phoenix Forums is doing a great job bringing together leading lights from different organisations to share ideas, experiences and provide insights on the way to proceed in the future”***

**Ganesh Kulathu, Product Manager - Distribution Automation Solutions - [ABB Germany](#)**

***“A very high level of speakers, both operators and vendors. A lot of know-how in the room, mutually contributing”***

**Anton Van Der Burgt, Marketing Director - [Xelas Energy](#)**

***“Excellent organisation, good combination of end users and manufacturers. This event brings good opportunity to meet new customers and strengthen the relationship with existing ones”***

**Maciej Goraj, Director, Optical CT & Digital Measurement - [Arteche](#)**

***“Outstanding line-up of speakers”***

**Donald Von Dollen, Program Manager, Information and Communications Technology - [EPRI](#)**

***“Well organised event with high quality speakers coming to the point of the announced theme”***

**Jens Hempel, Head Smart Grid Competence Center - [Tüv Rheinland](#)**

***“An excellent mix of utilities, suppliers and consultancy attendants made this conference an excellent networking event”***

**Dr Gert Rietveld, Senior Scientist Electrical Measurements - [VSL Dutch Metrology Institute](#)**

## **IntelliSub Europe 2012**

***“IntelliSub Europe is a major event for those who want to know what is happening in smart grids. It focuses on practical examples and provides an overview of the current status of implementation of many real projects, which makes it a great place to network and benchmark our approach with other DSOs and TSOs. We got very good direction on future trends and new projects.”***

**Carlos Peças Lopes, Sub Director - [EDP Distribuição](#)**

***“IntelliSub Europe is an interesting place to gather European knowledge about the future of the smart grid. A very good place to network and discover different points of view”***

**Nils Sareczki, Project Manager - [Services Industriels Geneve](#)**

***“Pretty well condensed overview of the current status of implementation of the next generation power grid and a great setting and platform for networking”***

**Juergen Mueller, Head of R&D, [Siemens AG](#)**

***“Large diversity of subjects presented regarding intelligent substations, which gave me a more concrete image of future smart grids than I have previously seen”***

**Alexander Schouwenaar, Data Scientist - [Enexis](#)**

***“A valuable opportunity to share views on the latest trends in smart solutions for the distribution grid, communication protocols and smart substations. The conference enabled me to meet people involved in similar matters and establish valuable contacts”***

**Václav Janoušek, Regulatory Affairs Specialist - [CEZ Distribuce](#)**