

International SAP® Conference for Utilities

March 28 - 30, 2017
Lisbon, Portugal



The Best-Run Businesses Run SAP®



WELCOME

Powering the Next Generation

We are delighted to bring you our most interactive and ambitious International SAP Conference for Utilities yet!

Taking place in the beautiful city of Lisbon, Portugal, our 2017 event will be packed with opportunities for you to discover how innovation from SAP is powering the next generation digital utility.

The utilities industry is dynamic and fast moving. Digital disruption impacts all lines of business, bringing with it opportunities and challenges. Whether you represent electricity, water, or gas, the International SAP Conference for Utilities is built to reflect the diverse challenges faced by utilities in this era of digital disruption. From strategic keynotes, to solution roadmaps, global customer case studies, and deep dive workshops, our event represents a world class learning, benchmarking and networking opportunity.

Networking is at the heart of our 2017 event. Customer case studies are all built with time for Q&A, while each track will close with the opportunity to talk to our speakers in our 'meet the experts zone.' Our vibrant exhibition will play host to both SAP and Partner Innovation Theaters, where you will hear case studies, microforums, demos, and have the opportunity to take part in discussion sessions covering a diverse range of themes.

You will also have the opportunity to meet privately with ourselves and our solution management teams in Lisbon. Nowhere else in 2017 will SAP's global ecosystem of executives, solution experts, partners and customers all be together in one place, at one time – don't miss this opportunity to join the community!

In order to enhance cross-industry networking opportunities, we are also happy to announce that this year's event will once again be co-located with the International SAP Conference for Oil and Gas. Our shared exhibition will feature numerous SAP partners, including this years' Diamond Sponsor, Accenture.

Over the following pages, we invite you to review the many highlights of our 2017 event.

We look forward to welcoming you and your colleagues in Lisbon, Portugal.

Peter Maier

General Manager Energy and
Natural Resources Industries
SAP

Dr. Maher Chebbo

General Manager Energy & Natural
Resources Europe Middle East and Africa
SAP

Henry Bailey

Global Vice President IBU Utilities
SAP



WELCOME FROM OUR DIAMOND SPONSOR



Accenture is proud to be the exclusive Diamond sponsor of this year's International SAP Conference for Utilities

Several disruptors are transforming the traditional utility model, and business as usual is no longer an option. Success for utilities in this new era requires nothing less than reinvention. We are confident that you will find this forum to be invaluable as you transform your business to succeed in today's digital world.

Accenture believes that using digital technology as an enabler and driver of change will put utility organizations on a path to growth. That's why we have been making substantial investments in our utilities solutions, including joining forces with SAP in unprecedented collaboration.

We invite you to visit our booth and learn how the next generation of SAP-powered solutions can enable better and faster decision making, and position your utility for growth.

Vincent Nguyen

Managing Director, Utilities
Accenture

About Accenture

Accenture is a leading global professional services company, providing a broad range of services and solutions in strategy, consulting, digital, technology and operations. Combining unmatched experience and specialized skills across more than 40 industries and all business functions – underpinned by the world's largest delivery network – Accenture works at the intersection of business and technology to help clients improve their performance and create sustainable value for their stakeholders. With approximately 384,000 people serving clients in more than 120 countries, Accenture drives innovation to improve the way the world works and lives. Visit us at www.accenture.com.

About Accenture's Utilities Industry Group

The Accenture Utilities Industry Group brings deep industry knowledge, world-class capabilities, digital innovation and cutting-edge technology to our clients to help them transform their businesses in the current and ever-evolving digital world. With decades of experience working with electric, gas and water utilities worldwide to reinvent for the next generation, our services are structured around the entire value chain to address specific industry issues. Our 15,000+ consultants work with more than 200 utilities, including 16 of the top 20 utilities on the Fortune Global 500. Visit us at www.accenture.com/utilities.

Accenture and SAP: Unique and unprecedented collaboration to build the next generation of utilities solutions.

Accenture and SAP have invested in decades of joint solution development. Recently, in an unprecedented collaboration, SAP and Accenture joined forces to create the next generation of predictive analytics solutions for asset management in the utilities industry to enable condition-based maintenance and to accelerate the delivery of a multi-channel customer engagement platform for utilities to sell new revenue generating products.

Accenture's team of more than 46,000 practitioners focused on SAP software delivers more than 1,500 cross-industry SAP software implementations every year, from straightforward implementations to large-scale transformational change programs – more than any other systems integrator.

WELCOME FROM OUR PLATINUM SPONSOR



CHOICE Technologies offers a winning combination of Revenue Intelligence analytics software for theft detection and collection improvement integrated with the SAP HANA® platform, SAP for Utilities solutions, SAP® BusinessObjects™ business intelligence solutions, and fraud management applications. This powerful software platform, together with business expertise and an extensive knowledge base, is the foundation of the CHOICE Revenue Assurance Intelligence Center.

Revenue Intelligence is unique in many aspects, covering the full range of electricity theft – plus water and gas theft – by combating fraud activities on conventional and smart meters. The software starts with detection of theft and fraud patterns using state-of-the-art artificial intelligence algorithms and self-learning technology. It then helps select inspection targets that have a higher probability of theft and higher value, and manages the inspection processes to optimize utility recovery. Using the algorithms, CHOICE Revenue Intelligence accurately predicts fraud probability and associated financial return for each customer. Leading utilities companies confirm that the software provides the only proven commercial solution for once-a-month conventional meter readings.

Revenue Intelligence supervises over 30 million utilities customers worldwide. It has helped utilities companies such as Light S.A., with 4 million consumers in Rio de Janeiro, Brazil, using SAP for Utilities solutions, to improve revenue, with reported benefits above US\$40 million per year. The Metering, Billing/CRM Latin America 2011 conference (now called the Latin American Utility Week conference) granted Light the 2010 Excellence Award for this project.

Revenue Intelligence Centers have managed more than 2 million field inspections, recovering over 300 gigawatts per year. This has reduced CO2 emissions by more than 350 thousand tons annually in many regions, helping utilities companies recover more than \$1 billion. These returns benefit shareholders, the society, and the environment by helping increase earnings before interest, taxes, depreciation, and amortization (EBITDA), and lowering tariffs.

Revenue Intelligence was the first application in the utilities industry to have certified integration with the SAP HANA platform and to exploit the high-speed in-memory computing database technology to maximize the benefits of the application's artificial intelligence algorithms.

Collaboration between SAP SE and CHOICE includes a co-innovation agreement and joint projects with large corporations in many regions to reduce nontechnical losses. CHOICE's cloud solution benefits utilities companies with its fast deployment. Also commercialized as software as a service (SaaS), the cloud solution provides fast payback and a high benefit-to-cost ratio.

Established in 1993, CHOICE is headquartered in Luxembourg, with offices in Rio de Janeiro, Brazil; Madrid, Spain; Istanbul, Turkey; Warsaw, Poland; Cairo, Egypt; and Medellin, Colombia.

For more information, please visit www.choiceholding.com

WELCOME FROM OUR HOST UTILITY



Energias de Portugal (EDP) is proud to serve as the host utilities company for the International SAP Conference for Utilities, which brings over 150 organizations from more than 40 countries together in Lisbon, Portugal.

The 2017 event focuses on how digitalization is powering the next generation.

The main challenges brought by digitalization can be grouped into three categories: the technological challenges, the cultural challenges, and the competitive challenges. On the one hand, the digital world is evolving at breakneck speed, both producing new technologies and obsoleting those technologies within very short cycles. This is contrary to what we are used to, especially in the world of energy and utilities.

Digitalization is an irreversible trend and despite posing challenges, it also offers great opportunities in terms of operational optimization and excellence in customer relations. Both are fully aligned with EDP's strategic objectives. For years EDP has been investing heavily in strengthening skills and capacity in this area, whether by investing in the cloud, adopting Big Data technologies and agile software development philosophies, or strengthening advanced data analytics.

For EDP, digital is a powerful tool, serving primarily strategic objectives such as operational optimization and customer relationship excellence. However, we cannot ignore the opportunities that digitalization opens up for new products, new services, and new business models, especially in a world where the consumer-energy relationship paradigm is changing rapidly. We now have distributed microgeneration, with storage of energy and electric vehicles at customers' homes. Digital energy management platforms, such as EDP's RE: DY, are playing a central role in optimizing energy efficiency.

We count on your participation at this conference to share your experiences and animate discussions about this reality, which until recently did not exist. Today, that reality offers business opportunities that deserve attention.

António Martins da Costa

Board Representative
EDP

About EDP

EDP Energias de Portugal is the largest generator, distributor, and supplier of electricity in Portugal, with significant operations in electricity and gas in Spain. EDP is one of the major electricity generation companies and one of the largest gas distributors in the Iberian Peninsula. It has wind energy parks at home on the Iberian Peninsula as well as in the United States, Canada, Brazil, France, Belgium, Italy, Poland, Romania, and Mexico. EDP is developing new projects in the United Kingdom. Additionally, EDP produces photovoltaic solar energy in Portugal, Romania, and the United States. In Brazil, EDP is the fifth largest private generator of electric energy, with two concessions for electricity distribution. EDP is the third biggest private supplier in the liberalized market. EDP has a strong presence in the energy market worldwide, operating in 14 countries and serving more than 10 million electricity customers with 1.4 million gas supply points and over 12,000 employees. In 2016, EDP had an installed capacity of 25.2 GW and a production of 70 TWh, 65% of which came from renewable energies.

For more information, please visit www.edp.pt/en

CONFERENCE HIGHLIGHTS

Why should you join us in Lisbon?



Experience Innovation

Explore new technology in the conference exhibition and participate in interactive SAP and partner innovation zones



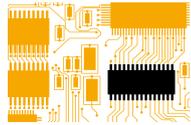
Improve Performance

Hear first-hand case studies, lessons learned, and strategic advice from leading international organizations



Network With Your Ecosystem

Connect and build long-term working relationships with industry peers, SAP experts, and partners



Digital Transformation

Create your digital agenda and explore how you can revolutionize your company processes and business



Meet with the Experts

Nowhere else will you have the opportunity to meet formally and informally with SAP's executive team, solution experts, partners, and customers - all in one place, at one time



Deep Dive Workshops

Explore key SAP solutions in great detail during the interactive post conference workshops

Introducing our Keynote Speakers



Jorge Seguro Sanches
Portuguese Secretary of State of Energy



Peter Maier
SAP



Henry Bailey
SAP



Benjamin Beberness
Snohomish County PUD

This is THE go-to utilities industry conference of the year. Here are some reasons why:

17+ hours packed with interactive and informative content

10+ SAP strategic roadmaps and solution updates

25+ real life business focussed customer case studies

12+ hours of undiluted networking time

10 pre-conference workshops

... Plus SAP Interactive Forums, Partner Innovation Zone, Live Demos, Microforums, and much more!

Evening Event

Following the completion of day one, you are invited to join us at the historical Convento do Beato for an evening of food, drink, dancing, and relaxation. Reconnect with past contacts and make new connections.

This is sure to be a memorable evening, so don't miss out!



PRECONFERENCE WORKSHOPS

TUESDAY 28 MARCH, 2017

These preconference workshops led by industry experts with feature presentations, demos and real-life scenarios that together represent years of experience with SAP solutions across a variety of business situations.

Please note that you cannot switch between parallel workshops. Each workshop will include refreshment breaks and lunch.

For more detailed information on our pre-conference workshops please visit www.tacook.com/utilities-workshops

The following workshops will take place between 09:00 - 17:00

Workshop 1: Overview of SAP for Utilities Solution Portfolio

Massimo Vegetti, Juan Manuel Nunez, Hamendra Gupta, Jordi Masip, SAP

Workshop 2: SAP S/4HANA® Utilities Solution – Insights, Transition, Impact on SAP BW/4HANA, and Embedding Predictive Analysis

Axel Memminger, Raphael Maultzsch, Jan Fetzer, Mateu Munar, SAP

The following workshops will take place between 09:00 and 12:30

Workshop 3: Engaging with Customers: How to Choose the Right SAP Solutions for Customer Engagement

Florian Froemberg, Susana Zanders, SAP

Workshop 4: From Smart Metering Integration to Cloud for Energy

Holger Schweinfurth, Miguel Gaspar, SAP

Workshop 5: How Utilities and Oil and Gas Companies Use Predictive Maintenance to Optimize Their Maintenance Strategy

Hisham Gouda, Gero Bieser, Ralph Kuehne, Ken Pierce, SAP, Anil Parekh, Accenture

Workshop 6: Planning, Building, and Commissioning Assets with the SAP Enterprise Portfolio and Project Management Package

Carlos Lemos, Anke-Katrin Rasmussen, Marc Sebastian Stein, Renato Zadro, SAP

The following workshops will take place between 13:30 and 17:00

Workshop 7: Engaging with Customers: Implementation and Technical Aspects of SAP Solutions for Customer Engagement

Steen Hansen, David Edwards, SAP

Workshop 8: Enterprise Mobility for Utilities – An Updated View

Miquel Carbo, Robert Straubinger, SAP

Workshop 9: A Day in the Working Life of a Maintenance Worker

Christian Polivka, Martin Janssen, SAP

Workshop 10: Digital Transformation Utilities – A Digital World Reinvents the Utilities Value Chain

Joerg Ferchow, Adrien Mathieu, Heike Rawe, SAP

Partner Workshop

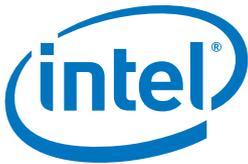
We invite all partners to join us for a pre-conference workshop during the afternoon of Tuesday March 28th. The objective of the workshop will be to provide partners with an update on the SAP direction and offering, to prepare them for go-to-market efforts, and to enable them to deliver deeper value to customers in 2017. Key topics to be covered will include the following:

- The 2017 SAP Strategy for Oil & Gas and Utilities
 - The SAP Innovation Pipeline for Oil & Gas and Utilities
 - Digital Transformation with S/4 HANA: New Use Cases
 - Value Assurance for S/4 HANA
 - Customer Panel Discussion
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PRE-EVENT WELCOME RECEPTION

TUESDAY 28 MARCH, 2017

Sponsored by:



We are delighted to announce the Welcome Reception of the co-located International SAP Conferences for Utilities and Oil and Gas, which will be held on Tuesday March 28, 2017 from 18:30 until 20:00. The event is sponsored by Intel and will be hosted by EDP at the Maat Power Station, their beautiful Electricity Museum, located along the Tejo riverbank.

The perfect start to the two day conferences, don't miss this unique opportunity to network and make early connections whilst enjoying the fabulous river views!

Hosted by:



Please note, attendance at the welcome reception is strictly limited and available on a first come, first served basis. If you wish to attend, please contact Emma Peters at em.peters@tacook.com

INTEL MAKES POSSIBLE THE MOST AMAZING EXPERIENCES OF THE FUTURE

You may know us for our processors, but we do so much more. Intel invents at the boundaries of technology to make amazing experiences possible for business and society, and for every person on Earth. Harnessing the capability of the cloud, the ubiquity of the Internet of Things, the latest advances in memory and programmable solutions, and the promise of always-on 5G connectivity, Intel is disrupting industries and solving global challenges.

Intel® technologies make it easier to securely connect sensors and edge devices in the field to data centers, which allows energy companies to gain valuable insights derived from finding patterns, extracting meaning, and ultimately making decisions that lead to greater efficiency and reliability.

Learn more at <https://itpeernetwork.intel.com/energy/>

CONFERENCE DAY ONE

WEDNESDAY 29 MARCH, 2017

Join us in Auditorium 1 for the Conference Opening

08:00 **Registration and Welcome Refreshments**

09:00 **Conference Opening Performance**

09:10 **Welcome and Opening Remarks**

Henry Bailey, SAP
Ken Evans, SAP

09:20 **Energy in Portugal: A Strategy and its Challenges**

Jorge Seguro Sanches, Portuguese Secretary of State of Energy

09:35 **Powering the Next Generation with SAP Solutions**

Peter Maier, SAP
José Gonçalves, Accenture (short address)

10:20 **Industry Leadership Panel - Energy Digital Transformation: Disruptive or Progressive? Are we Ready to Change and who Stands to Benefit?**

Hosted by: Maher Chebbo, SAP
Expert Panelists: Peter Maier, SAP / Joao Torres, EDP / Yaser Al-Jughaiman, SASREF / Sean Maritz, ESKOM

11:00 **Morning Refreshment Break, SAP and Partner Demos, Microforums and Browse Shared Exhibition**

Stay in Auditorium 1 for Utility Industry Keynotes

11:45 **Welcome from the Utilities Industry Chairman**

James McClelland, SAP

12:00 **Transforming EDP into a Digital Utility**

António Martins da Costa, EDP

12:30 **The Digital Utility Roadmap for Powering the Next Generation**

Henry Bailey, SAP

13:00 **Networking Lunch and Browse Shared Exhibition**

Join us in the Exhibition Area for SAP and Partner Microforums and Demos.
For more information, please see pages 12-16

Auditorium 2
Track 1: Customer Engagement

Hosted by Claire Volkwyn,
Metering International

Auditorium 3
Track 2: Digital Asset Management

Hosted by Ralph Kühne,
SAP

Exhibition
Track 3: Business Interactive Track

Hosted by Divya Struebing,
SAP

Exhibition
Track 4: SAP Interactive Track

Hosted by Thomas Cook, T.A.
Cook Conferences

14:45 **SAP® Software as Multi-Channel Foundation for Improved Customer Engagement at Contact Energy**

Hanno Schupp, Contact Energy

How Alliander is Industrializing Asset Data Creation and Driving Best-Practice EAM Operations

Reinier van Doorn,
Alliander
Michael Jordan, Utopia

A Multidimensional Reporting System on SAP S/4HANA Finance

Ting Wang, State Grid
Jiangsu Electric Power Company
Marc Astor, SAP

Interactive Forum Led by SAP: The Journey to SAP S/4HANA

Axel Memminger, SAP
Benjamin Beberness, Snohomish County PUD

15:15 **Leading IT in Utilities and Ensuring 360-Degree Customer Engagement Despite Disruptive Times**

Luciano Caroti, ACEA

JUMP - Digital Transformation at EDP DSO (PT)

Joaquim Teixeira, EDP
Cristóvão Mateus, EDP

SAP S/4HANA and SAP HANA® as the Foundation for an Integrated Digital Business

Inge Opreel, Farys

Interactive Forum Led by SAP: Cloud for Energy

Holger Schweinfurth, SAP
Judith Caball, Jemena

15:45 **Meet the Experts – Following the completion of the tracks, join us in the meet the experts zone, where speakers will be on hand for further discussion and Q&A into the break**

16:00 **Afternoon Refreshment Break, SAP and Partner Demos, Microforums and Browse Shared Exhibition**

CONFERENCE DAY ONE

WEDNESDAY 29 MARCH, 2017

	Auditorium 2 Track 1: Customer Engagement	Auditorium 3 Track 2: Internet of Things (IoT)	Exhibition Track 3: Business Interactive Track	Exhibition Track 4: SAP Interactive Track
	Hosted by Claire Volkwyn, Metering International	Hosted by Ralph Kühne, SAP	Hosted by Divya Struebing, SAP	Hosted by Thomas Cook, T.A. Cook Conferences
16:30	Holistic Customer Experience Management: A Co-Innovation Project Between SAP and Energie AG Franz Fischer, Energie AG Christine Grimm, SAP	The New Era of Meter Data Management Markus Bechmann, SAP Lars-Lee Potreck, Siemens	Collaborate to Reduce Costs and Increase Reliability with SAP Asset Intelligence Network Albere Cohen, United Energy	Interactive Forum Led by SAP: How Water Utilities Benefit from the Latest SAP Solutions Holger Schweinfurth, SAP Rory Shaffer, SAP
17:00	How Revenue Intelligence is Helping Utilities to Detect Meter Fraud and Reduce Electricity, Water and Gas Theft Inés Helena Velez Perez, EPM (via video) Rui Mano, CHOICE Technologies	Optimizing the Asset Life-Cycle with Predictive Maintenance Anil Parekh, Accenture Gero Bieser, SAP	Realtime Customer Service Reporting with SAP HANA Smart Data Integration (SDI) and SAP BusinessObjects Stefan Lysenko, E.ON Business Services Florian Schlüfter, Natuvion	Interactive Forum Led by SAP: Enterprise Mobility for the Utilities Industry Miquel Carbo, SAP Tiago Azevedo, REN
17:30	Meet the Experts – Following the completion of the tracks, join us in the meet the experts zone, where speakers will be on hand for further discussion and Q&A			
Join us in Auditorium 1 for Day One Closing Panel				
17:40	Business Transformation Panel: Utilities 4.0 – Business Transformation to the Next Generation Utility Hosted by: Stefan Engelhardt, SAP Expert Panellists: Phil Crannage, Centrica / Hanno Schupp, Contact Energy / Andreas Lamken, RWE Generation SE			
18:10	Close of Day One			
18:30	Depart for the Evening Event			

Wednesday, March 29

Tejo Restaurant, 1st Floor, Lisbon Congress Centre
13:15– 14:15



Women in Energy - Business Women's Networking Luncheon

We are delighted to invite you to join SAP's Business Women's Network Oil & Gas and Utilities Industries Joint Annual Luncheon Meeting. This luncheon meeting is designed to provide an open and engaging networking forum where you will have the opportunity to discuss industry topics with peers from around the globe. At the same time, we hope that through this forum, we will be able to provide support for the advancement and development of women within the Oil & Gas and Utilities industries.

Please contact Emma Peters (em.peters@tacook.com) or +44 (0)121 200 3810 to register.

CONFERENCE DAY TWO

THURSDAY 30 MARCH, 2017

Join us in Auditorium 1 for the Day Two Opening Keynotes

08:30 **Registration and Refreshments**

09:00 **Welcome Back**
Henry Bailey, SAP
Ken Evans, SAP

09:05 **Digital Energy 4.0 : The Disruptive Transformation**
Mark van Stiphout, European Commission, Introduced by Maher Chebbo, SAP

09:35 **The Promise of Blockchain to Change the Utility and Oil and Gas Industries**
Prof. Dr. Jens Strüker, Institute of Energy Economics (INEWI)

10:05 **Customer Panel: SAP S/4HANA® - The Foundation for the Next Generation Energy Company**
Hosted by: Henry Bailey and Ken Evans, SAP
Expert Panellists: Benjamin Beberness, Snohomish County PUD / Inge Opreel, Farys / Margaret Hopkins, Puget Sound Energy / Andreas Skubski, BP

11:00 **Morning Refreshment Break, SAP and Partner Demos, Microforums and Browse Shared Exhibition**

Auditorium 2
Track 1: Business Transformation
Hosted by Malaya Toll, SAP

Auditorium 3
Track 2: Cloud Innovation
Hosted by Sabine Wachter, SAP

Exhibition
Track 3: Business Interactive Track
Hosted by Maurizio Cattaneo, SAP

Exhibition
Track 4: SAP Interactive Track
Hosted by Thomas Cook, T.A. Cook Conferences

11:45 **Human Beings at the Centre of Digitalisation**
Andreas Lamken, RWE Generation SE

Digital Transformation Journey of OPGC with SAP HANA® Enterprise Cloud
H P Nayak, OPGC
Alok Mukherjee, OPGC

Accenture and SAP Accelerate Delivery of Multi-Channel Customer Engagement Platform for Utilities
Benjamin Bender, Accenture
Wasim Arafat, SAP

Interactive Forum Led by SAP: IoT in the Utilities Industry – Considerations, Business Impact, and Long-Term Trends
Tom Raftery, SAP
Dieter Koerber, SAP

12:15 **Creating a World Class SAP Delivery Organisation at British Gas**
Phil Crannage, Centrica
Cijo Joseph, Centrica

Get Insight into your Smart Meter Data Using SAP Energy Analysis in the Cloud
Judith Caball, Jemena
Albina Shapiro, SAP

Get to Zero - Improving Customer Experience at Puget Sound Energy
Brian Fellon, Puget Sound Energy
Timothy Foley, Puget Sound Energy

Interactive Forum Led by SAP: Customer Engagement for Utilities
Juergen Kuhmann, SAP
Stefan Wolf, SAP

12:45 **Meet the Experts – Following the completion of the tracks, join us in the meet the experts zone, where speakers will be on hand for further discussion and Q&A into the break**

13:00 **Networking Lunch and Browse Shared Exhibition**

Join us in the Exhibition Area for SAP and Partner Microforums and Demos.
For more information, please see pages 12-16

CONFERENCE DAY TWO

THURSDAY 30 MARCH, 2017

	Auditorium 2 Track 1: Business Transformation Hosted by Malaya Toll, SAP	Auditorium 3 Track 2: Journey to SAP S/4HANA Hosted by Stefan Engelhardt, SAP	Exhibition Track 3: Business Interactive Track Hosted by Maurizio Cattaneo, SAP	Exhibition Track 4: SAP Interactive Track Hosted by Thomas Cook, T.A. Cook Conferences
14:00	Big Digital Transformation Project with Integrated Information Systems Gökhan Demir, Baskentgaz Tuncay Celebi, BTC	Today's Challenges Tomorrow's Vision - E.ONs Roadmap Options Towards the Digital Core Peter Agel, E.ON Business Services	Business Process Optimization and Mobility Adoption in the Water Distribution Sector Mohammed Jebbar, BC Skills Mohammed Rhalloussi, ONEE Water Khalid Ammor, ONEE Water	Interactive Forum Led by SAP: Digital Asset Management Bernd Keller, SAP Albere Cohen, United Energy
14:30	Business Transformation at the City of Cape Town Enabled by SAP for Utilities Solutions, SAP AMI Integration for Utilities, SAP HANA, and SAP Mobile Platform Rudy Abrahams, City of Cape Town	Innovation with SAP Business Warehouse Powered by SAP HANA® Mehmet Firat, Enerjisa	The New European Data Protection Regulation: Functions and Features in SAP Business Suite Volker Lehnert, SAP	Interactive Forum Led by SAP: Improve Efficiency and Decision Making with Location-Intelligent Business Processes Karsten Hauschild, SAP
15:00	Meet the Experts – Following the completion of the tracks, join us in the meet the experts zone			
15:15	Afternoon Refreshment Break and Browse Shared Exhibition			
	Join us in Auditorium 1 for Closing Keynotes and Farewell			
15:45	Joint Industry Closing SAP Keynote: From Vision to Business Innovation in the Energy Sector Stephan Klein, SAP			
16:15	Closing Reflections and Farewell Henry Bailey, SAP Ken Evans, SAP			



PARTNER DEMOS AND MICROFORUMS

DAY ONE

WEDNESDAY 29 MARCH, 2017

Over the course of the International SAP Conference for Utilities, our partners will deliver a wide range of microforums and live demos. Taking place in the Business Interactive Track and SAP Interactive track (both of which can be found in the exhibition hall), this is your opportunity to discover the latest partner innovation and meet the experts.

	Theater 1 (Business Interactive Track in Exhibition)	Theater 2 (SAP Interactive Track in Exhibition)
11:10 – 11:20	LIVE DEMO Data Discovery and Identification (DDI) and SAP® Cloud Platform Kolja Hanke, Natuvion GmbH	LIVE DEMO myJobCard – Mobile Work and Asset Management with Built-In Dynamic Form Engine Pete Massey, On Device Solutions Navdeep Singla, On Device Solutions
11:25 – 11:35	LIVE DEMO The Intelligent Enterprise – Six Trends for Augmenting Your Business Roberto Frossard, Accenture Daniel Gonzalez, Accenture	LIVE DEMO Mobile Device Management using SAP Afaria® Mohammed Jebbar, BC Skills Alexander Silkeit, Prologa
13:35 – 14:05	MICROFORUM Optimizing Utility Workflows Across SAP Solutions and GE Smallworld and into SAP HANA, Spatial Edition Glenn Smethurst, GE Grid Solutions	MICROFORUM How Choice Revenue Intelligence Is Helping Utilities Reduce Nontechnical Losses by Using an Advanced Analytics and Machine Learning Platform Bruno Gapo, CHOICE Technologies
14:10 – 14:40	MICROFORUM Long-Term Asset Planning Len Harms, Vesta Partners	MICROFORUM ESRI GIS and SAP - Why Platforms Matter Steve Benner, ESRI
16:15 – 16:25	LIVE DEMO Utilities in a Box Premanand Seshadri, Tech Mahindra	LIVE DEMO The Year of Where – Why Now and What's Next Steve Benner, Esri

DAY TWO

THURSDAY 30 MARCH, 2017

	Theater 1 (Business Interactive Track in Exhibition)	Theater 2 (SAP Interactive Track in Exhibition)
11:10 – 11:20	LIVE DEMO Meter Data and Advanced Device Management Lars Lee-Potreck, Siemens	LIVE DEMO SAP Fiori® Apps for Utilities Tuncay Celebi, BTC
11:25 – 11:35	LIVE DEMO Geospatially Enabled EAM Rob Ericsson,, Vesta Partners	LIVE DEMO Revenue Intelligence – Using Advanced Analytics to Drive Down Losses and Increase Revenues Bruno Gapo, CHOICE Technologies
13:30 – 14:00	MICROFORUM Usability and Mobility in the Concept of the Digital Utilities Company Representative, ITGest and Tech Mahindra	MICROFORUM SUBNET and the SAP HANA IoT Integrator Solution by Osisoft Anthony Eshpeter, SUBNET

SAP DEMOS AND MICROFORUMS

DAY ONE

WEDNESDAY 29 MARCH, 2017

Over the course of the International SAP Conference for Utilities, SAP solution experts will deliver a wide range of microforums and live demos. Taking place in the central SAP hub in the exhibition, this is your opportunity to discover the latest innovation and meet the SAP experts.

	Microforum 1 (in SAP zone in exhibition)	Microforum 2 (in SAP zone in exhibition)
11:05 – 11:20	Manage Capital Projects with SAP S/4HANA® Renato Zadro, SAP	Prepayment for Utilities Harald Knust, SAP
11:25 – 11:40	The Live EHS Solution in SAP S/4HANA Christian Polivka, SAP	On Today's Episode on Mythbusters: What Are SAP® Hybris® Solutions? Dean Afzal, SAP
13:05-13:20	How PPM can Support Specific Planning and Reporting Requirements in Utilities Anke-Katrin Rasmussen, SAP Marc Sebastian Stein, SAP	SAP Hybris as a Service on SAP Cloud Platform – Innovate and Pilot Faster Than Your Competition with Microservice-Based Cloud Applications and Enhancements Jürgen Kuhmann, SAP
13:25 –13:40	Continuous Accounting with the SAP S/4HANA Finance Solution Marc Astor, SAP Thorsten Jopp, SAP	Service Engagement Center on SAP Hybris as a Service – The Next-Generation High-Volume Omnichannel Interaction Center Built with an Ultraflexible Microservice Approach (including dedicated utilities content) Paul Roth, SAP
13:45 –14:00	Migration Strategies for SAP S/4HANA – Identify the Right Path Sabine Wachter, SAP	Market Process Management for Utilities Harald Knust, SAP
14:05 –14:20	Charting your IOT Journey with SAP® Software Ken Pierce, SAP	SAP Hybris Cloud for Sales, SAP Hybris Cloud for Service – Get a Holistic View of Your Customer with Our CRM Cloud Solution for Utilities Steen Hansen, SAP
14:25 –14:40	Supply Chain Solution for Utilities: Real-Time Inventory and Chain of Custody Management System Ian Nazzari, HURU Systems	Assessing and Hedging Weather Risk – Case Study: German Stadtwerke Gabriel Gross, Meteo Protect Marcel-Steffen Reif, MunichRe
14:45 –15:00	Innovations in Operations, Finance, and Customer Domains Based on a Modern Data Platform from SAP Bala Ram, SAP	SAP Hybris Marketing Cloud – Know Your Customer So Well That You Answer Their Needs Before They Know They Have Them Florian Froemberg, SAP
15:05 –15:20	Digital Twin for Structural Dynamics from SAP Arnulf Hagen, SAP	The Utilities Accelerator for SAP Hybris Commerce – How You Can Start Selling More Stuff and Increase Profits and Customer Satisfaction Wasim Mohammed Arafat, SAP
15:25 –15:40	Cloud Innovations for Utilities with SAP Custom Development Guido Scholz, SAP	Customer Service in the SAP S/4HANA® Utilities Solution – Learn More About the Future of Our On-Premise CRM Solution Michael Ernzerhoff, SAP

SAP DEMOS AND MICROFORUMS

DAY ONE (CONTINUED)
WEDNESDAY 29 MARCH, 2017

15:45 –16:00	Maintenance and Resource Scheduling with SAP S/4HANA Miguel von Rotz, SAP	Latest Innovation in the Ecosystem for SAP Hybris as a Service – Expand Your Current Landscape with Business Processes as a Service Florian Frömberg, SAP
16:05 –16:20	Lifting Global CO2 Monitoring to the Digital Level with IoT and the SAP HANA® Platform Thomas Koller, enersis suisse Stephan Heinrich, E.ON	Collaboration of SAP in the European Union Horizon 2020 Programs: Flexiciency, Future Flow Mateu Munar, SAP Sergio Domingos, SAP
16:25 –16:40	Next-Generation Asset Monitoring Swetlana Zimmermann, SAP	SAP Transformation Navigator Tool – Clear Guidance for Live Business Susana Zanders, SAP Tilman Goettke, SAP
16:45 –17:00	E-Mobility – A New and Interesting Business Model for Utilities? David Stopp, SAP	Innovation Enablement through a Smart Meter Competence Center Steven Bekink, SAP
17:05 –17:20	SAP Offering: Customer Care Program with SAP S/4 HANA Katrin Roth, SAP	Manage Your Utilities Assets Using Predictive Analytics Rory Shaffer, SAP
17:25 -17:40	SAP Immersive Experience – Virtual Reality for Serious Business Manfred Johann Pauli, SAP	



SAP DEMOS AND MICROFORUMS

DAY TWO

THURSDAY 30 MARCH, 2017

	Microforum 1 (in SAP zone in exhibition)	Microforum 2 (in SAP zone in exhibition)
10:45 – 11:00	Digital Twin for Structural Dynamics from SAP Arnulf Hagen, SAP	On Today's Episode on Mythbusters: What Are SAP® Hybris® Solutions? Dean Afzal, SAP
11:05 – 11:20	Innovations in Operations, Finance, and Customer Domains Based on a Modern Data Platform from SAP Bala Ram, SAP	SAP Hybris as a Service on SAP Cloud Platform – Innovate and Pilot Faster Than Your Competition with Microservice-Based Cloud Applications and Enhancements Jürgen Kuhmann, SAP
11:25 – 11:40	Cloud Innovations for Utilities with SAP Custom Development Guido Scholz, SAP	Customer Service in the SAP S/4HANA® for Utilities Solutions – Learn More About the Future of Our On-Premise CRM Solution Michael Ernzerhoff, SAP
11:45 – 12:00	Manage Capital Projects with SAP S/4HANA® Renato Zadro, SAP	Prepayment for Utilities Harald Knust, SAP
12:05 – 12:20	The Live EHS Solution in SAP S/4HANA Christian Polivka, SAP	Service Engagement Center on SAP Hybris as a Service – The Next-Generation High-Volume Omnichannel Interaction Center Built with an Ultraflexible Microservice Approach (including dedicated utilities content) Paul Roth, SAP
12:25 – 12:40	How PPM Can Support Specific Planning and Reporting Requirements in Utilities Anke-Katrin Rasmussen, SAP Marc Sebastian Stein, SAP	SAP Hybris Cloud for Sales, SAP Hybris Cloud for Service – Get a Holistic View of Your Customer with Our CRM Cloud Solution for Utilities Steen Hansen, SAP
12:45 – 13:00	Maintenance and Resource Scheduling with SAP S/4HANA Miguel von Rotz, SAP	Latest Innovation in the Ecosystem for SAP Hybris as a Service – Expand Your Current Landscape with Business Processes as a Service Florian Froemberg, SAP
13:05 – 13:20	Manage Your Utilities Assets Using Predictive Analytics Rory Shaffer, SAP	Collaboration of SAP in the European Union Horizon 2020 Programs: Flexiciency, Future Flow Mateu Munar, SAP Sergio Domingos, SAP
13:25 – 13:40	SAP Offering: Customer Care Program with SAP S/4 HANA Katrin Roth, SAP	SAP Transformation Navigator Tool – Clear Guidance for Live Business Susana Zanders, SAP Tilman Goettke, SAP
13:45 – 14:00	E-Mobility – A New and Interesting Business Model for Utilities? David Stopp, SAP	Market Process Management for Utilities Harald Knust, SAP

SAP DEMOS AND MICROFORUMS

DAY TWO (CONTINUED)
THURSDAY 30 MARCH, 2017

14:05 – 14:20	Continuous Accounting with the SAP S/4HANA Finance Solution Marc Astor, SAP Thorsten Jopp, SAP	SAP Hybris Marketing Cloud – Know your Customer So Well That You Answer Their Needs Before They Know They Have Them Florian Frömberg, SAP
14:25 – 14:40	Migration Strategies for SAP S/4HANA – Identify the Right Path Sabine Wachter, SAP	The Utilities Accelerator for SAP Hybris Commerce – How You Can Start Selling More Stuff and Increase Profits and Customer Satisfaction Wasim Mohammed Arafat, SAP
14:45 – 15:00	Charting your IOT Journey with SAP® Software Ken Pierce, SAP	Innovation Enablement Through a Smart Meter Competence Center Steven Bekink, SAP
15:20 -15:35	SAP Immersive Experience – Virtual Reality for Serious Business Manfred Johann Pauli, SAP	Next Generation Asset Monitoring Swetlana Zimmermann, SAP



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BC Skills



BC Skills is the leading SAP services partner performing software implementation in the francophone region of Africa. It helps companies of all sizes optimize their processes. By introducing intuitive and smart solutions based on SAP® software, BC Skills enables them to take advantage of the digital transformation.

BC Skills staff includes over a hundred SAP software experts and engineers, whose know-how covers most functional and technical areas of SAP software. They are rated as the best SAP software talents in the region.

BC Skills delivers solutions for the following industries:

- Public sector, including smart government
- Utilities
- Oil and gas
- Healthcare
- Telecommunication
- Industrial machinery and components
- Professional services

For more information, please visit www.bcskills.com

BTC Business Technology Consulting AG



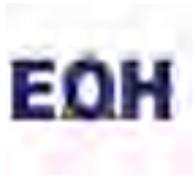
BTC Business Technology Consulting AG is a leading IT consulting company headquartered in Oldenburg, Germany. In order to provide IT consulting close to its customers, BTC developed a tight network of branch offices throughout Germany, with offices in Poland, Romania, Turkey, Switzerland, and Japan as well. In 2015, the BTC group generated sales of €171.7 million with around 1,600 employees.

BTC offers a wide range of trade-specific IT consulting services and has expertise in the fields of private services, energy, telecommunication, the public sector, and industry. As a full-service provider, the group is capable of handling the complete performance range required by comprehensive IT projects, from requirements analysis to business. As a pioneer in the consulting area, BTC has the flexibility to adapt to change quickly. Its industrial expertise and comprehensive IT knowledge gives it both a better vision of future trends, and the ability to provide tailor-made solutions to support the critical business processes of its customers.

BTC has comprehensive knowledge of the energy and utilities industry, and is familiar with its commercial processes as well as its technical and operational processes. BTC helps customers implement the SAP for Utilities solution portfolio, customer relationship management solutions, geographic information systems, and supervisory control and data acquisition (SCADA) applications. BTC is also experienced in implementing solutions for efficient energy data management. BTC has a strategic partnership with SAP.

For more information, please visit www.btc-ag.com/en/index.htm

PREMIUM SPONSORS



EOH Holdings Ltd. and SMART Government

As a division of the Johannesburg stock exchange listing EOH Holdings Ltd., EOH – an alliance services partner of SAP SE – and SMART Government truly embrace EOH's purpose: to provide the technology, knowledge, skills, and organisational ability critical to the development and growth of the societies it serves. EOH strives to be an ethical, relevant force for good and to play a positive role in society, beyond normal business.

As a global enterprise applications and digital solutions implementation specialist, EOH has built a broad base of competence in SAP® software and technology. It represents deep industry skills and has the critical global presence that gives it the unique ability to meet the needs of developing countries.

With a clear growth strategy of international expansion and global thought leadership through industry innovation, the services EOH offers supporting SAP solutions focus on ecosystems of collaboration for problem solving. They employ EOH's "SMART concept" to bridge the gap between strategy and execution implementation, with technology as the enabler. Focus areas address infrastructure spend, the Internet of Things, cloud "everything as a service", and mobile solutions supporting EOH's vision of providing solutions for a developing world.

EOH at a glance:

- Global solution provider
- Largest listed African technology company
- Largest SAP partner on the African continent
- Presence in more than 40 countries
- 6 global delivery centers
- 12,000 employees
- Local Expertise. Global Reach.

For more information, please visit www.eohsapservices.co.za

ESRI



Add the power of location to your data. Esri helps utilities create, discover, share, and use maps anywhere, anytime, on any device. Esri's spatial analytics enrich SAP BusinessObjects solutions to help uncover new patterns in your data, resulting in more accurate and actionable decision making. The Esri ArcGIS Platform transforms the way utilities analyze and share their data across the organization.

Operators and managers access ArcGIS for improved situational awareness and decision making. Field and office staff use ArcGIS to manage, update, and analyze information about customers, network assets, and work orders. Visit the Esri kiosk to learn how you can use Esri maps and analytics to improve safety, customer service, the bottom line, and more.

For more information, please visit www.esri.com/electric

GE Grid Solutions



Grid Solutions, a General Electric and Alstom joint venture, equips 90% of power utilities companies worldwide to bring power from the point of generation to consumers. With over 200 years of combined experience in providing advanced energy solutions, its products and services enable more resilient, efficient, and reliable power systems. Over 20,000 employees in 80 countries work to satisfy its customers globally.

For more information, please visit www.GEGridSolutions.com

PREMIUM SPONSORS



ITGest

ITGest is a systems integrator and a long-time partner of SAP. It has been delivering SAP® solutions since 2008 to utilities companies across Africa and Europe, answering the complex challenges of going digital. It knows about your business processes, and how to run, measure, and control them. It is well-positioned to help you address issues concerning best practices, governance, risk, and compliance.

Its solution accelerators and process-oriented graphical user interfaces fulfill the most demanding roles and functions in the utilities industry. They cover contact centres, customer relationship management, and service, for a 360-degree customer view, all built on top of SAP software to help you move to a higher level of OT and IT integration. You can build bridges between business and operations, prepare to adopt smart metering, and get ready to transform your service, network management, mobility, and control practices. ITGest knows your business relies heavily on managing and optimizing the assets lifecycle. To assist in that area, ITGest can help you achieve ISO 55001 certification.

The Laboratory Information Management System (LIMS) from ITGest, integrated with SAP software, serves as an essential tool to help you achieve or maintain your ISO 17025 certification.

Technology is just the enabler. People will always be the key component of any organization or system. That's why in all regions and countries, ITGest delivers certified training as part of its solution delivery framework to ensure the proper mobilization of customer teams. This helps them close skills gaps, prepare for change, and increase readiness.

At ITGest, you'll find the right balance of leading SAP solutions and ITGest's acceleration frameworks and specific components for utilities companies. ITGest will guide your business to efficiency together with you as a team.

For more information, please visit www.itgest.pt/?lang=en

Natuvion



As Natuvion GmbH, we combine many years of experience in SAP® software projects with profound understanding of and process skills in the utilities industry. Our actions focus on trusted and creative working methods. We are convinced that cooperation is the basis for professional and technically innovative IT services. We create future-oriented, cost-effective, and technologically leading solutions together with our customers.

Our excellence has been recognized by SAP. We have attained SAP gold partner status, and achieved SAP Recognized Expertise in the utilities industry in Germany as well as for landscape transformation solutions in Germany. Natuvion is worldwide the only SAP gold partner who has attained SAP Recognized Expertise in both these areas.

Our solutions and services cover the entire breadth of SAP Business Suite software and include the additional core competency in the field of the SAP for Utilities solution portfolio. We offer tailor-made solutions in the fields of Big Data analytics, data privacy and security, and transformation.

Natuvion – Solutions for Your Success.

For more information, please visit www.natuvion.com/en

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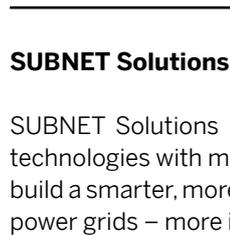
Siemens



Siemens AG, based in Berlin and Munich, is a global technology powerhouse that has been standing for engineering excellence, innovation, quality, reliability, and internationality for more than 165 years. The company is active in over 200 countries, and focuses on electrification, automation, and digitalization. One of the world's largest producers of energy-efficient, resource-saving technologies, Siemens is a leading supplier of efficient power generation and power transmission solutions. It is a pioneer in infrastructure solutions as well as automation, drives, and software solutions for industry. The company is a leader in laboratory diagnostics and clinical IT as well as a top provider of medical imaging equipment – such as computed tomography and magnetic resonance imaging systems. In fiscal 2016, which ended Sept. 30, 2016, Siemens generated revenue of €79.6 billion and a net income of €5.6 billion. At the end of Sept. 2016, the company had approximately 351,000 employees worldwide.

For more information, please visit www.siemens.com

SUBNET Solutions



SUBNET Solutions Inc. provides innovative interoperability solutions that combine the latest substation technologies with modern day networking and computing technologies to help electrical utilities companies build a smarter, more effective electricity grid. SUBNET creates products that make substations – and overall power grids – more intelligent. This enables you to deliver power to your customers more reliably and safely.

Over the last decade SUBNET has created many innovative solutions to bridge the real-time information gap between intelligent substation and grid monitoring devices on the one hand and powerful utilities business intelligence systems on the other. This is the focus of the Unified Grid Intelligence philosophy that has guided the company since 1992. SUBNET's experience is put to work helping electrical utilities companies realize the potential of their substation intelligent electronic devices and business intelligence investments.

For more information, please visit www.subnet.com

Tech Mahindra



Tech Mahindra Limited represents the connected world, offering innovative, customer-centric information technology services and solutions to enable enterprises, associates, and society to Rise™. It is a US\$4.2 billion company with over 117,000 professionals across 90 countries helping more than 825 global customers, including Fortune 500 companies. Tech Mahindra's convergent digital design experiences, innovation platforms, and reusable assets connect across a number of technologies to deliver tangible business value and experiences to stakeholders. Tech Mahindra counts among the Fab 50 companies in Asia (included in the Forbes 2016 list).

Tech Mahindra believes that understanding the customer domain is critical if technology is to be leveraged to deliver responsive, proactive services that add value to the business. Its utilities vertical is structured around a centre of excellence that integrates domain knowledge and technology. This integration helps Tech Mahindra address the challenges of the utilities business. It transforms the IT and OT landscape through thought leadership initiatives, innovative workarounds, industry-specific templates, and support for best-practice standardization across the utilities value chain. Tech Mahindra continually invests in innovative ideas, solutions, and proofs of concept that address utility industry challenges.

By maturing its support for best practices advanced by SAP for utilities companies, Tech Mahindra has created niche solutions for the industry. They include "Utilities in a Box" to support connection-to-collection and customer engagement processes; "WAM in a Box," which covers asset management to asset health; and "IEVCS," a solution for grid-connected electric vehicle charging that taps into the Internet of Things (IOT). Tech Mahindra is well-aligned with the five pillars of digital strategy SAP promotes and has migrated its solutions to SAP S/4HANA®. Along with SAP, Tech Mahindra helps utilities companies digitalize and simplify their operations in order to grow profits and reduce costs.

For more information, please visit www.techmahindra.com

PREMIUM SPONSORS



Utopia

Utopia Global Inc. is a global software, consulting, and services company specializing in enterprise data solutions that enable management and governance of critical master data for an enterprise. Our “build, fix, and sustain” approach, along with best-in-class software, empowers our customers to get their data right, and keep it right. Customer, vendor, material, financial and asset data are targeted to provide customers with better actionable insights. Governing asset data is no longer a problem with Master Data Governance for EAM by Utopia™.

For more information, please visit www.utopiainc.com



Vesta Partners

Vesta Partners is a professional services firm with deep domain expertise in asset management. We provide customers with industry best practices in business processes, brought to life through the proven SAP® Enterprise Asset Management (SAP EAM) solution. In addition, Vesta supports third-party applications within the SAP ecosystem to provide customers with specific solutions that meet their unique business requirements.

Vesta’s mission is to deliver to our customers the highest quality, most efficient support for asset management processes along with consulting solutions focused on SAP technology. Our real-world experience and practical solutions deliver results that translate into notable cost savings.

For more information, please visit www.vestapartners.com

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Attunity Ltd. is a leading provider of software solutions that enable information availability. Attunity's data management solutions reduce storage requirements, improve the quality and availability of test data, restore development integrity, and help ensure data security. Businesses worldwide choose the selective data copy products and services of Attunity Gold Client Solutions to maximise the value of their investments in SAP® software. The solutions help them rapidly migrate to the SAP HANA® platform and handle the data transfers required in acquisitions and divestitures. Gold Client Solutions are the most powerful and flexible ways to transform, synchronise, and copy select data subsets across your SAP software landscapes, on-premises or in the cloud.

For more information, please visit www.attunity.com.

Capgemini



With more than 190,000 people, Capgemini is present in over 40 countries. It celebrates its 50th anniversary in 2017. A global leader in consulting, technology, and outsourcing services, the Capgemini Group reported 2016 global revenues of €12.5 billion. Together with its clients, Capgemini creates and delivers business, technology, and digital solutions that fit the needs of its customers, enabling them to achieve innovation and competitive edge. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

For more information, please visit www.capgemini.com/utilities

EY



About EY's Global Power and Utilities Services

In a world of uncertainty, changing regulatory frameworks, and environmental challenges, utilities companies must maintain a secure and reliable power supply, while anticipating change and reacting to it quickly. EY's global power and utilities services bring together a worldwide team of professionals to help utilities companies succeed – a team with deep technical experience in providing assurance, tax, transaction, and advisory services. The team anticipates market trends, identifies their implications, and develops points of view on relevant industry issues. Ultimately, this team enables EY to help organizations meet their goals and compete more effectively.

For more information, please visit www.ey.com/gl/en/industries/power---utilities

On Device Solutions Ltd



On Device Solutions Ltd. is a niche IT consultancy providing enterprise mobility services and products. Its goal is to be your "Trusted Mobility Partner".

On Device Solutions has many years of experience rolling out mobile asset management and field service solutions like the SAP® Mobile Asset Management application, the SAP Work Manager mobile app, and bespoke builds. Recently On Device Solutions launched "myJobCard", a mobile work and asset management application that comes with a built-in dynamic form engine and integrates with the SAP ERP application.

"myJobCard" brings together best practices from the extensive experience On Device Solutions has acquired deploying mobile asset management solutions. In addition to incorporating feedback provided by customers, the application leverages the latest advances in mobile technology. Giving employees access to and visibility into data, processes, and interactions anywhere and anytime can increase their performance and productivity, and improve both tactical and strategic decision-making processes. Companies using a mobile solution have seen productivity increases of 50% and preventable failure reductions of 90%, as well as other improvements.

For more information, please visit www.onddevice.co.uk

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Future business will be digital business, as digital becomes the new norm for business operations. Information is at the heart of this digital transformation. OpenText Corporation is an established leader in managing unstructured information in the context of business processes in an SAP® software environment.

OpenText's integrated solutions for SAP software enable utilities companies to realize the full value of digital data and pursue ongoing innovation in such key areas as customer experience, enterprise asset management, and IT/OT convergence. These solutions enable business transformation by digitizing key utility processes that leverage SAP technology innovations, such as the SAP HANA® platform as well as cloud and mobile offerings.

Simplify. Run Digital. SAP and OpenText

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OSISoft



OSISoft LLC, a global leader in operational intelligence, delivers an open enterprise infrastructure to connect sensor-based data, operations, and people to enable real-time, actionable insights. As the maker of the PI System, OSISoft empowers companies across a range of industries in activities such as exploration, extraction, production, generation, process and discrete manufacturing, distribution, and services. We help companies leverage streaming data to optimize and enrich their businesses.

For over 30 years, OSISoft customers have embraced the PI System to deliver process, quality, energy, regulatory compliance, safety, security, and asset health improvements across their operations. Founded in 1980, OSISoft is a privately held company, headquartered in San Leandro, California, with offices around the world.

For more information, please visit www.osisoft.com

Peach Group



PeachGroup B.V. helps utilities companies to optimize their maintenance and service processes. With its agile approach, PeachGroup connects people and processes with machines and software. It analyzes and optimizes your processes, implements SAP® software, and develops Internet of Things (IoT) solutions.

For more information, please visit www.peachgroup.nl

PROLOGA



We, PROLOGA GmbH, have been giving advice to customers in the utilities and waste management industries for more than 15 years. We plan and specify IT solutions for our customers. Our deep expertise has enabled us to embark on a cooperative relationship in development with SAP SE.

Our specialized experience and know-how in the utilities industry focuses on the development of business-oriented, high-performance solutions for companies working in a complex, industry-specific environment.

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S&V, an SAP partner, offers a well-established brand within the data management space. It provides services related to data quality that address data governance, data migration, data cleansing, and data consolidation. Within asset-intensive industries, such as the utilities and oil and gas industries, S&V's services are used to develop structures that define asset boundaries and hierarchies. This facilitates alignment to global ISO standards and helps manage O&M costs. S&V services specifically related to SAP® software include building functional location, equipment, and bill-of-material structures end to end. S&V implements the SAP Master Data Governance application and SAP Data Services software to ensure ongoing data quality, builds data dashboards, and facilitates the governance of data elements used by the SAP for Utilities solution portfolio. S&V's expertise extends to the data science domain and embraces academic partnerships through which it engages in building mathematical models and solving complex use cases. If you are thinking of data, think of S&V. Capture the QR code on your nametag ribbon and talk to us.

For more information, please visit www.sandv.biz

VIZIYA Corp.



With over 55,000 users at 850 sites from Fortune 1000 companies, VIZIYA Corp. is the standard for enterprise asset management (EAM) software worldwide. VIZIYA is an esteemed SAP partner and an SAP-certified provider of application management services focusing on helping asset-intensive companies optimize their asset performance. VIZIYA's WorkAlign Suite supports multiple platforms, multiple instances, and system transitions. VIZIYA's portfolio includes WorkAlign Scheduler, with support for field service, maintenance analytics, maintenance budgeting, mobile, and warranty tracking operations, as well as support for the Industrial Internet of Things (IIOT) engine.

VIZIYA creates purpose-built maintenance software solutions – in the cloud or on-premise – for all major computerized maintenance management systems (CMMS). Its Web-based, out-of-the-box solutions integrate seamlessly to optimize your asset utilization and deliver continuous improvement.

For more information, please visit www.viziya.com

Wipro



Wipro Ltd. (NYSE:WIT) is a global information technology, consulting, and outsourcing company with a workforce exceeding 170,000 that serves clients in over 175 cities across 6 continents with \$7.7 billion revenues in fiscal year 2016. Wipro helps customers do business better by offering its industry-wide experience, deep technology expertise, wide range of services, and vertically aligned business model.

Wipro has been an SAP global services partner providing strategic services for system integration based on SAP® solutions since 2007. With a comprehensive portfolio of consulting services, Wipro is well positioned to facilitate business growth for customers by accelerating their digital adoption and innovating service transformation. Wipro's application management and consulting capabilities, combined with integrated SAP offerings for cloud, infrastructure, and analytics, enable Wipro to deliver measurable business outcomes. Wipro features as a leader in "Gartner's Magic Quadrant for SAP Application Services."

Wipro's innovative solutions help electricity, gas, and water utilities companies improve their top line by creating differentiated offerings and processes that benefit the consumer.

For more information, visit www.wipro.com

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AED-SICAD Aktiengesellschaft is one of Europe's largest providers of state-of-the-art geographic information system (GIS) applications based on the Esri platform for the utilities industry. The UT Product Suite is the leading Esri-based utilities solution in Europe. AED-SICAD has been implementing GIS and SAP® software integrations for 15 years and has built up extensive, unique, renowned know-how in this area. With the UT Integrator, AED-SICAD provides a standard enterprise application integration (EAI) product for back-end and front-end integration. The UT Integrator 10 has SAP-certified integration with the SAP ERP application. AED-SICAD is an Esri Platinum Partner and a strategic partner of Esri for the utilities industry in EMEA.

For more information, please visit www.aed-sicad.com

Innovapptive



Innovapptive Inc. is a provider of highly configurable, cloud-based enterprise mobile solutions supporting enterprise asset management (EAM), field operations, and supply chain management. With over 150 employees in offices across the United States, Germany, and India, Innovapptive serves companies within the oil and gas, utilities, chemicals, and manufacturing industries, to name just a few. Innovapptive was named a 2016 winner of the SAP Pinnacle Award, and has received this distinction three years in a row. Most recently, CIOReview named Innovapptive as one of the top 20 most promising SAP® solution providers. Today, some of the world's largest brands run Innovapptive technology and software.

For more information, please visit www.innovapptive.com



For more information on the SAP Startup Partners, please visit:
<http://startupfocus.saphana.com/gotomarket/>

Enersis



Enersis S.A. has developed grids for smart-grid and sustainability management. Its 15 grid applications combine all internal and external energy-relevant Big Data to provide more transparency with the goal of energy transformation. All data is geovisualized and follows a "one screen to the user" principle with intuitive GUI.

For more information, please visit www.enersis.ch/en

Huru Systems



Huru Systems uses next-generation processes to track physical assets from their "birth" in the factory and their time in the field to ultimately their retirement. Through the use of chain-of-custody methodology, real-time inventory management builds a wealth of cloud-based data from photos, time and GPS stamps, and proprietary authentication protocols. An enterprise can optimize material management while reducing theft and improving efficiencies of field personnel. The asset-tracking platform supports the validation of tens of millions of assets installed in the field as well as searches for lost or stolen assets.

For more information, please visit www.hurusystems.com

Meteo Project



Meteo Protect is an insurance and reinsurance broker with the largest team in Europe dedicated to weather risk management. It developed Vivaldi, a risk assessment and hedging software solution with a global weather database and pricing platform. The software is offered to insurance companies, brokers, and cooperatives who want to distribute weather hedging information to their clients and affiliates.

For more information, please visit www.meteoprotect.com/en



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W3 W4 W5 W6

Afternoon Half-Day Workshop (28 March P.M) Please select from one of the 4 workshops:

W7 W8 W9 W10

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Early Bird Fee is valid when registration and payment are made by 3 February 2017

Terms and Conditions of Registration

Cancellations must be made in writing at least two weeks before the beginning of the event. In this case we will charge a processing fee of €200 euro. Cancellations received less than two weeks before the event will be liable for the full registration fee. This also applies to registrants who do not attend the event. If a participant cannot attend for whatever reason, it is of course possible to nominate a substitution. Substitutions must be received in writing, must be addressed to the registration office, and must include the names of both the original and the substitute registrants. Participation in an event is only possible if payment has already been received, or if it is submitted at the event in cash or with a collection-only cheque. Please note that non-attendance for any reason is subject to the cancellation terms laid out in point above.

Organizer's Changes

We reserve the right to cancel your registration or refuse access to the event. We reserve the right to make changes to the event program. In the unfortunate event that an event is cancelled, we are not liable for any costs incurred by delegates in connection with their attendance.

Data Policy

By registering for this event, you grant T.A. Cook permission to keep you informed of future events and content within your field of interest. We will only send you relevant information (by email, post or telephone) and you can unsubscribe at any time. Your details will only be held on the T.A. Cook internal data base and will not be supplied to 3rd parties without your knowledge and permission. If you wish to unsubscribe immediately, please send an email to info@tacook.com with "Unsubscribe" in the subject line. Privacy Policy

Video and Photography

We plan to take photographs and video material at the event and reproduce them in educational, news, or promotional material, whether in print, electronic, or other media, including event Websites. By participating in this event, you grant us the right to use the photographs and video footage for such purposes. All photos and videos become the property of T.A. Cook. These may be displayed, distributed, or used by T.A. Cook for any purpose. Should you wish to opt out of this, please contact us at info@tacook.com.

VAT Number: PT 980 430 925

I agree to the above terms and conditions
(This must be ticked in order for the registration to be processed)

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