



International SAP Conference for Utilities

Reaching New Heights in a Digital World

April 17-19, 2018 - Lisbon, Portugal



Reaching New Heights in a Digital World

The concept of the 'digital utility' is constantly evolving and at a quicker pace than ever before. Renewables, distributed generation, and smart grids demand new capabilities and are triggering the need for adapted business models and frameworks. Data collection and exchange, a new generation of omni channel customers and cloud innovations all offer both valuable opportunities and challenges.

How is the energy industry adapting to these changes? How are organisations working through the 'digital white noise' and identifying the right solutions and technologies for their business? How are management teams preparing their systems and workforce for the digital revolution?

We are very excited to bring you the 2018 International SAP Conference for Utilities agenda. Returning to the beautiful city of Lisbon for a second year, this event is set to be our most impressive yet and will be packed with opportunities for you to discover how innovation from SAP can help you and your organization to reach new heights in a digital world.

Why Should You Join Us?

- Get practical advice from established users during customer case study presentations
- Plan your future strategy following solution and road map updates from SAP
- Organise one-on-one meetings with our executive team, solution experts, customers and partners
- Reinforce your solution knowledge during deep-dive workshops
- Make new connections and develop existing relationships during dedicated networking breaks and evening receptions
- Benefit from the interactive microforums and take away practical solution insight

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. The two conferences will share pre-conference workshops, keynote presentations, a combined exhibition and our shared 'Energy Innovation' track.

We look forward to meeting you and your team in Lisbon.

Kind regards,

Peter Maier,
General Manager Energy and
Natural Resources Industries, SAP

Henry Bailey,
Global Vice President
IBU Utilities, SAP

Patricia Clemas Sanchez
Partner and SVP, Events
T.A. Cook

WELCOME FROM OUR DIAMOND SPONSOR



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

Several disruptors are transforming the traditional utilities model, and business as usual is no longer an option. Success for utilities companies 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 combines deep industry knowledge, technical know-how, and unsurpassed delivery capabilities to drive breakthrough results. We are joining forces with SAP in unprecedented collaboration to help utilities companies leverage SAP S/4HANA® and the SAP® Leonardo digital innovation system across all business functions, and in areas such as analytics, cloud, and mobility, to deliver value and innovation.

We invite you to visit with us. Learn how the next generation of SAP software-powered solutions can enable better and faster decision-making. Gain insight into how you can position your utilities company to reach new heights.

Martin de Weerd

Managing Director, SAP for Utilities
Accenture



WELCOME FROM OUR PLATINUM SPONSOR



CHOICE Revenue Intelligence™ software from CHOICE Technologies improves utilities' revenue by helping reduce their nontechnical losses with cutting-edge artificial intelligence software technology.

CHOICE Technologies offers the winning CHOICE Revenue Intelligence (RI) analytics software for theft detection integrated with the SAP HANA® platform, SAP® Cloud Platform, and the SAP for Utilities solution portfolio. CHOICE's powerful software platform, together with its extensive business expertise and knowledge base, is the foundation of the CHOICE Revenue Assurance Intelligence Center.

Revenue Intelligence is unique in many respects, covering the full range of electricity, gas, and water theft. Leading utilities companies and respected market analysis firms (*) confirm that Revenue Intelligence is the most advanced solution in detecting and managing fraud at customer premises, including anomalies in field inspection and internal processes. It supports all meter types on a single platform, making it the worldwide leader in analytics for revenue protection for utilities (*).

The software detects suspicious patterns using state-of-the-art artificial intelligence algorithms and machine learning technology. It supports field inspection follow-ups, business process monitoring, analysis, self-learning, and evolution functionality. The native algorithms of Revenue Intelligence accurately predict risk and financial return for each potential fraud, which empowers utility analysts to select the inspection targets with the highest probability and value.

Revenue Intelligence supervises over 30 million utilities customers and has an unparalleled record of experience and successes. It has helped utilities companies, such as Light S.A., improve revenue and profitability. With 4 million electricity consumers, Light was able to increase its energy recovery by a factor of 400%, with reported benefits above US\$40 million per year. The project granted Light an excellence award during a Utility Week conference.

A project for Empresas Públicas de Medellín (EPM) reduced nontechnical losses, with a 129% increase of energy recovery recorded just a few months after the solution went live. EPM is a multinational electricity, water, and gas multiutilities company based in Colombia with above 7.5 million customers. Revenue Intelligence was the first application in the utilities sector to gain certified integration with the SAP HANA platform. The software exploits the high-speed, in-memory computing database to maximize the benefits of the artificial intelligence algorithms. The newly released Revenue Intelligence (v.5) extends the benefits and further reduces payback time. It improves the cost-benefit ratio and ROI with added support for SAP Cloud Platform, setting the highest standard of technology and innovation in revenue protection for utilities companies.

CHOICE is the leading vendor to focus especially on revenue protection* for utilities companies.

For more information, visit www.choiceholding.com

(*) Electricity Theft and Non-Technical Losses: Global Markets, Solutions and Vendors | May 2017, Northeast Group, LLC

Agenda Highlights

April 18 -19, 2018

Keynote Speakers



Peter Maier,
General Manager Energy and Natural Resources
Industries, SAP

“Leading the Digital Transformation Race for Energy”



Patrick Miller,
Cyber Security Specialist

**“Shelter in the Storm: Cybersecurity in Modern
Energy and Utilities”**



Henry Bailey,
Global Vice President IBU
Utilities, SAP

“Mapping the Journey to the Digital Utility”



Stephan Klein,
Senior Vice President, Global Head of Services -
Energy and Natural Resources
Industries, SAP

**“Join the Journey to the Digital Energy Enterprise with
SAP Model Company ”**



**Stephan Parthier, Senior Vice President
Corporate IT, Uniper**

**“Drive the Transformation - How Digital Supports the Energy
Industry”**



**Denis Maia, Co-founder, Chairman and CEO,
Choice Technologies**

**“What Nontechnical Losses Mean and the Challenges They
Pose”**

Agenda Hot Topics



**Cloud and Data
Platforms**



SAP Leonardo



Machine Learning



Blockchain



**Digital
Transformation**



Artificial Intelligence



**Digital Asset
Management**



Smart Metering

Preconference Workshops

April 17, 2018

These preconference workshops led by industry experts will feature presentations, demos and real-life scenarios. Our workshop leaders have vast experience of working 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 and 17:00

Workshop 1: SAP for Utilities Solution Portfolio Overview

Juan Manuel Nuñez, Massimo Vegetti, Jordi Masip and Carlo Avversari, SAP

Workshop 2: Insight into SAP S/4HANA for the Utilities Industry

Raphael Maultzsch, Ralf-Jürgen Stier and Ralf King, SAP

Workshop 3: SAP Geographical Enablement Framework: Geospatially Enabling SAP S/4HANA and SAP Business Suite Applications

Miquel Carbo, Hisham Gouda and Kevin Morrow, SAP

Workshop 4: SAP Cloud Innovations for Utilities and Oil & Gas

Carol Barth, Peter Schlemmer, Holger Schweinfurth, Axel Memminger and Udo Paltzer, SAP

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

Workshop 5: From Smart Metering Integration to Cloud for Energy

Stéphane Dotto, Holger Schweinfurth and Michael Dobler, SAP

Workshop 6: Get Started on Your New Front Office with SAP Hybris Solutions

Juergen Kuhmann, Florian Froemberg and Jutta Weissing-Hess, SAP

Workshop 7: Mobile Enterprise Solutions for Utilities – for Assets, Customers and Productivity

Robert Straubinger and Rory Shaffer, SAP

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

Workshop 8: SAP Model Company for Utilities – What's in it for You?

Alf Schweiker and Maria Joao Santos, SAP

Workshop 9: Introducing the SAP S/4HANA Utilities Solution for Customer Management

Robert Straubinger and Michael Ernzerhoff, SAP

Workshop 10: Investigate the Potential of Advanced Maintenance

Gero Bieser, Joerg Ferchow and Ralph Kuehne, SAP

Workshop 11: Planning, Building, and Commissioning Assets with SAP S/4HANA

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

Social Activities

SAP Partner Forum

Date and Time: Tuesday April 17, 2018 (16.30 - 17:30)

Following the pre-conference workshops SAP partners are invited to join Frank Ruland and members of the SAP Solution Management team for casual discussions of partner-focused topics of your choosing. Get answers to your questions prior to the kick off of the International SAP Conferences for Utilities and Oil & Gas.

Interested in joining us? As soon as you are registered for the conference, the T.A. Cook team will be in touch with your personal invitation to join. If you have any questions at all, please do not hesitate to contact us at info@tacook.com.

Business Women's Networking Luncheon

Date and Time: Wednesday April 18, 2018 (13:15 – 14:15)

We are excited to announce that for the 4th year in a row, the SAP Business Women's Networking Luncheon will take place at the 2018 International Utilities and Oil & Gas in Lisbon.

You are cordially invited to join us at the Tejo Restaurant (Lisbon Congress Centre) during lunch on the first day of the conference, where women in Utilities and Oil & Gas can meet one another, share their experiences, and extend their network. While this invitation is targeted at women delegates, the meeting is open to anyone who wishes to attend.

Interested in joining us? As soon as you are registered for the conference, the T.A. Cook team will be in touch with your personal invitation to join. If you have any questions at all, please do not hesitate to contact us at info@tacook.com.



Agenda - Day 1

April 18, 2018

08:00	Registration and Welcome Refreshments			
09:00	Welcome and Opening Remarks: Reaching New Heights in a Digital World (Auditorium 1) Henry Bailey, SAP Benjamin Beberness, SAP			
09:15	Joint Industry Address from Accenture (Auditorium 1) José Gonçalves, Accenture			
09:20	Joint Customer Keynote: Business Transformation at GALP in a 3D Transition (Auditorium 1) Carlos Costa Pina, Galp			
09:50	Joint Customer Keynote: Drive the Transformation - How Digital Supports the Energy Industry (Auditorium 1) Stephan Parthier, Uniper			
10:20	Joint Industry Keynote: Shelter in the Storm - Cybersecurity in Modern Energy and Utilities (Auditorium 1) Patrick Miller, Cyber Security Expert			
10:50	Morning Refreshment Break, SAP and Partner Demos, Microforums and Browse Shared Exhibition			
11:45	Welcome from the Utilities Industry Chairman (Auditorium 1) James McClelland, SAP			
12:00	Utilities Customer Keynote: How Centrica Is Enabling Business Transformation (Auditorium 1) Phil Crannage, Centrica			
12:30	Utilities SAP Keynote: Mapping the Journey to the Digital Utilities Company (Auditorium 1) Henry Bailey, SAP			
13:00	Utilities Keynote Address: What Nontechnical Losses Mean and the Challenges They Pose (Auditorium 1) Denis Maia, Choice Technologies			
13:10	Lunch Break, SAP and Partner Demos, Microforums and Browse Shared Exhibition			
	Customer Engagement (Auditorium 2)	Digital Asset Management (Auditorium 3)	Transformation Journeys (Theatre 1 Exhibition Hall)	Energy Innovation (Theatre 2 Exhibition Hall)
14:45	Key Ingredients to Establishing a Successful Cloud Migration Programme for the SAP HANA® Platform Michael Nichols, Mercury	SA Power Networks – Responding to the Energy Transition Through Mobility, Digital and Agile Chris Ford, SA Power Networks	JUMP: Digital Transformation Project Review and Lessons Learned Cristóvão Mateus, EDP	SAP Predictive Engineering Insights as Foundation of Business Collaboration from Asset Design to Service Delivery Dr Simone Turrin, SAP
15:15	Mastering Innovation in Customer Experience Martin de Weerd, Accenture Stefan Wolf, SAP	Integrating ArcGIS into the SAP GUI Interface at a Leading German Multi-Utilities Company Alain Maus, SAP Florian Brandi-Dohrn, AED-SICAD	Innovation Through Automation: Transforming Operations at Ketraco Mumbua Giati and David Kariuki, Kenya Electricity Transmission Co. Ltd.	Building the Industry Innovation Ecosystem with Partners Frank Ruland, SAP
15:45	Afternoon Refreshments Break, SAP and Partner Demos, Microforums and Browse Shared Exhibition			

Agenda - Day 1

April 18, 2018

	Customer Engagement (Auditorium 2)	Digital Asset Management (Auditorium 3)	IoT (Theatre 1 Exhibition Hall)	Energy Innovation (Theatre 2 Exhibition Hall)
16:30	Digitalizing Connection Requests to the Grid Noel Gallagher, Jemena	Enerya's Digital Journey with SAP Workforce Management Muhammed Kağan Demir, Enerya	Setting the Outlines of Your IoT Platform: Be in Control Inge Opreel, FARYS	New Ways of Handling Energy Data Through SAP Cloud for Energy Holger Schweinfurth, SAP
17:00	First Implementation of SAP Multichannel Foundation for Utilities and Public Sector Software in the Turkish Energy Market A.Cagatay İbisoglu, EWE Turkey Holding	Achieve Asset Master Data Quality in Aging Facilities Using Utopia's Asset Master Data Library in SAP Asset Intelligence Network Michael Jordan, Utopia Chris Pfindner, SAP	Automation of SAP Software-Based Utilities Processes with Robotics Stefan Lysenko, E.ON Business Services GmbH	SAP Leonardo Blockchain Capabilities - Innovation Accelerator for Energy Raik Kulinna and Benjamin Stoeckhert, SAP
17:30	Streamline Data Collection and Avoid Customer Complaints During Smart Meter Roll Out with Mobile OCR Immanuel Neureiter, Anyline Chris Pfindner, SAP	Loudoun Water Mobilizes SAP Geographical Enablement Framework for Improved Field Operations Craig Lees, Loudoun Water	Analytics in Adversity - CenterPoint Energy's Response to Hurricane Harvey Gary Hayes, CenterPoint Energy	
18:00	Close of Day One			
18:30	Departure for Evening Event			

Evening Event

Following the first day of the conference we are delighted to invite you to join us in Lisbon City Centre at the beautiful Estufa Fria; Lisbon's Greenhouse. With its excellent location and remarkable facilities, Estufa Fria offers one of the most pleasant green spaces in the capital, where you can relax and network among the lakes, waterfalls, streams and 100's of different plant species. There will be plentiful drinks, delicious food and superb entertainment.

Coaches will be departing from the Lisbon Congress Centre from 18:30 and returning at intervals during the evening.



Agenda - Day 2

April 19, 2018

08:00	Registration and Welcome Refreshments			
08:30	Joint Industry SAP Keynote: Leading the Digital Transformation Race for Energy (Auditorium 1) Peter Maier, SAP			
09:45	Comfort Break and Time to Move to Track Sessions			
	Business Transformation (Auditorium 2)	Cloud Innovation (Auditorium 3)	Enhancing the SAP Customer Journey (Theatre 1 Exhibition Hall)	Energy Innovation (Theatre 2 Exhibition Hall)
10:00	Increasing Revenue for DSOs by Reducing Losses with CHOICE Software and SAP HANA – A Customer Case Study Rui Mano, CHOICE Miguel Gaspar, SAP	Eneco's ERP Cloud Strategy: Big Dreams, Small Steps Jon Dorst, ENECO	The SaaS and BPO Portfolio of EnBW Based on the SAP for Utilities Solution Portfolio, Add-Ons, and Features of the SAP HANA Business Data Platform and SAP Leonardo Digital Innovation System Alexander Neuhaus, EnBW Michael Heinze, INTENSE	ESRI on HANA: Two Leaders Spatially Enabling the Enterprise Jordi Masip, SAP Brian Baldwin, ESRI
10:30	InteGrid Project: Bridging the Gap Between Citizens and Technology and Solution Providers Pedro Godinho Matos, EDP	The SAP for Utilities Cloud – Roadmap to a New Software Dimension Dieter Körber, SAP Stefan Engelhardt, SAP	Enabling Business and Technology Transformation at SEPAŞ Energy with SAP Ipek Isik, Sepaş Enerji Cevdet Ciftcibasi, BTC	Navigating Services Procurement and External Workforce Management Johan Soderstrom, SAP Matt Smith, SAP
11:00	Morning Refreshments Break, SAP and Partner Demos, Microforums and Browse Shared Exhibition			
	Business Transformation (Auditorium 2)	Journey to SAP S/4HANA (Auditorium 3)	Enhancing the SAP Customer Journey (Theatre 1 Exhibition Hall)	Energy Innovation (Theatre 2 Exhibition Hall)
12:15	From Blackouts to Batteries - Accelerating Transformation and Energy Transition in Australia Dale Alexander, AusNet Services Chris Ford, SA Power Networks Jan Lindhaus, Capgemini Malaya Toll, SAP	TasNetwork's Digital Transformation Journey with SAP S/4HANA Ross Burridge, TasNetworks	Innovation Project Manager, ESA BIC Portugal ARTES Apps Ambassador Platform Frederick Ronse, Ovinto Francisca Eiriz, European Space Agency (ESA) BIC Portugal	Actively Responding to Changing Workforce Demands at Suncor Emma Southwood, Suncor Energy
12:45	Landscape Transformation and Supporting Our Business with Up-to-Date Data Ian Naylor, Innogy Business Solutions James Watson, EPI-USE Labs	ENGIE's Common Finance Program - Central Finance Software from SAP Alain Bernard, ENGIE	The FLEXICIENCY Project and the Pan-European Market Place for Energy Services Silvia De Francisci, E-Distribuzione Karima Boukir, Enedis	Generating Value through SAP Leonardo and SAP Connected Worker Safety Christian Polivka, SAP

Agenda - Day 2

April 19, 2018

13:15	Lunch Break, SAP and Partner Demos, Microforums and Browse Shared Exhibition
14:30	Welcome to the Dematerialised Economy (Auditorium 1) Simon Moores, Futurist and Former UK Government 'Technology Ambassador'
15:00	Join the Journey to the Digital Energy Enterprise with SAP Model Company (Auditorium 1) Stephan Klein, SAP
15:30	Closing Remarks (Auditorium 1) Henry Bailey, SAP Benjamin Beberness, SAP
15:45	Close of Conference



SAP Microforum Schedule

Wednesday 18th April, 2018

Location: SAP Zone (Exhibition Hall)

	Utilities Microforum A	Utilities Microforum B
11:00 - 11:15	Cloud for Market Communication Isabel Thomas, SAP	Cerensa: Solid Waste Management on Energy Intensive and Power Generation Facilities Anibal Wanderley, Cerensa
11:20 - 11:35	Maintenance Planning and Scheduling in SAP S/4HANA Miguel von Rotz, SAP	XMPRO: Turn IoT Technology Into Operational Capability Steve Howcroft, Director at XMPRO
13:35 - 13:50	OtoSense: Sound and Vibration, the Leading Indicator!! Are You Tuned In? Sebastien Christian, OtoSense	How Can You Cover Current IS-U Compliance Requirements in Respect to the EU General Data Protection Regulation? Boris Hoffarth, SAP
13:55 - 14:10	Enerisis Suisse: Turning Utilities into Digital Energy Service Providers with Enerisis GRIDS and SAP HANA Thomas Koller, CEO at Enerisis Suisse	How Can You Cover Current SAP IS-U Compliance Requirements in Respect to the EU General Data Protection Regulation? Boris Hoffarth, SAP
14:15 - 14:30	Learn Why It's Now or Never: Digital Transformation in Energy and Water Industry Juergen Kuhmann, SAP	The SAP and ESRI Partnership: Enabling Digital Transformation for Utilities Bill Gough, SAP and Bill Meehan, ESRI
14:35 - 14:50	E-Invoicing to Public Administration Based of EU Directive 2014/55/EU Guido Scholz, SAP	Services from SAP to Expose Our Portfolio, Projects, Experiences, and Initiatives Mateu Munar, SAP
14:55 - 15:10	Introducing SAP S/4HANA Utilities for Customer Management Asif Dogar, SAP	Monitor Performance of Capital Projects in SAP Digital Boardroom Renato Zadro, SAP
15:15 - 15:30	Differentiate with Customer Service of the Future Juergen Kuhmann, SAP	Connected Worker Christian Polivka, SAP
15:35 - 15:50	SAP Customer Engagement Center Eugenia Rakcheeva, SAP	Tangible Results Through Big Data Orchestration Klaus Lohnert, SAP Peter Agel, E.ON Business Services
15:55 - 16:10	Manage Capital Projects with SAP S/4HANA Renato Zadro, SAP	
16:15 - 16:30	SAP Digital Boardroom Content for Utilities Jutta Weissing-Hess, SAP	Re-Imagining Business Through Prototypes Oliver Kraemer and Dennis Langer, SAP Daniel Oldiges, E.ON Business Services
16:35 - 16:50	Migration Strategies for Moving Your SAP Business Software to SAP S/4HANA with SAP Landscape Transformation and the SAP S/4HANA Migration Cockpit Sabine Wachter, SAP	Deliver Exceptional Service by Putting Customers at the Centre of Your Utilities Business Wasim Arafat, SAP
16:55 - 17:10	Cloud for Energy End-to-End Demonstration Michael Dobler, SAP	Product Simplification for Utilities Wasim Arafat, SAP
17:15 - 17:30	How PPM Can Support Specific Planning and Reporting Requirements in Utilities Marc Sebastian Stein, SAP	Want to Sell Like Amazon or Alibaba? Then You Need a Marketplace, Not Just a Web Shop Juergen Kuhmann, SAP

SAP Microforum Schedule

Thursday 19th April, 2018

Location: SAP Zone (Exhibition Hall)

	Utilities Microforum A	Utilities Microforum B
11:05 - 11:20	Migration Strategies for Moving Your SAP Business Software to SAP S/4HANA with SAP Landscape Transformation and the SAP S/4HANA Migration Cockpit Sabine Wachter, SAP	Re-Imagining Business Through Prototypes Oliver Kraemer, SAP Dennis Langer, SAP Daniel Oldiges, E.ON Business Services
11:25 - 11:40	Cloud for Energy End-to-End Demonstration Michael Dobler, SAP	Improve Operational Efficiency with SAP Data Hub Shantanu Goswami, SAP
11:45 - 12:00	Cloud for Market Communication Isabel Thomas, SAP	The SAP and ESRI Partnership: Enabling Digital Transformation for Utilities Bill Gough, SAP Bill Meehan, ESRI
12:05 - 12:20	Maintenance Planning and Scheduling in SAP S/4HANA Miguel von Rotz, SAP	Services from SAP to Expose Our Portfolio, Projects, Experiences, and Initiatives Mateu Munar, SAP
12:25 - 12:40	How PPM Can Support Specific Planning and Reporting Requirements in Utilities Marc Sebastian Stein, SAP	Product Simplification for Utilities Wasim Arafat, SAP
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13:25 - 13:40	Differentiate with Customer Service of the Future Juergen Kuhmann, SAP	Connected Worker Christian Polivka, SAP
15:05 - 15:20	Learn Why It's Now or Never: Digital Transformation in Energy and Water Industry Juergen Kuhmann, SAP	Tangible Results Through Big Data Orchestration Klaus Lohnert, SAP Peter Agel, E.ON Business Services
15:25 - 15:40	E-Invoicing to Public Administration Based of EU Directive 2014/55/EU Guido Scholz, SAP	Deliver Exceptional Service by Putting Customers at the Centre of Your Utilities Business Wasim Arafat, SAP

Partner Microforum and Demo Schedule

Wednesday 18th April, 2018

Location: Theatres 1 and 3 (Exhibition Hall)

Theatre 1 (Exhibition Hall)		
11:00 - 11:10	Demo	Natuvion's Project Cutover: Managing Project Cutovers Effectively Joanne Lang, Natuvion GmbH
11:15 - 11:25	Demo	End-to-End Mobile Solution for Maintenance and Utilities Operations Including SCADA, SmartCam, and GIS Integrations Hakan Atay, BTC Business Technology Consulting AG
11:30 - 11:40	Demo	Getting the Highest Business Value from your Digital Control Room Perry Stoneman, Capgemini
13:30 - 14:00	Microforum	Optimization of the Order-to-Cash Chain in the SAP for Utilities Solution Portfolio through, INTENSE Business-Process Monitoring Solution Stefan Riedel, INTENSE AG
14:05 - 14:35	Microforum	Why Reducing the Commercial Losses Is an Important Mission for Every Utility – From Campaigns to Key Program Bruno Gapo, Choice
16:00 - 16:30	Microforum	The General Data Protection Regulation in Europe and What You Need to Know and Do By Friday, May 25, 2018 Patric Dahse, Natuvion GmbH Benjamin Spies, SKW Schwarz
Theatre 3 (Exhibition Hall)		
11:10 - 11:40	Microforum	How Can the Energy and Utilities Industry Prepare Itself and Harness the Significant benefits of SAP S/4HANA Cloud? Mark Moffat and Partha Chakraborty, PwC
13:30 - 13:40	Demo	DEMO: No Leaks Demo Crawford Owens, Vesta Partners
13:50 - 14:20	Microforum	Utility Retailer of the Future David Townshend, EY
14:30 - 14:40	Demo	Simplifying SAP Enterprise Asset Management with a Mobile User Experience Sri Karthik, Innovapptive
15:45 - 15:55	Demo	GDPR Compliance: Better Safe Than Sorry! James Watson, EPI-USE Labs
16:00 - 16:30	Microforum	Cybersecurity Reporting and Compliance for Critical Infrastructure Jose Barreto, SUBNET Solutions

Partner Microforum and Demo Schedule

Thursday 19th April, 2018

Location: Theatres 1 and 3 (Exhibition Hall)

Theatre 1 (Exhibition Hall)		
11:10 - 11:20	Demo	Choice Revenue Intelligence - Leader on Analytics for Revenue Assurance in Utilities Bruno Gapo, Choice
11:25 - 11:55	Microforum	The SAP Hybris Billing Solution Roland Storbeck, Natuvion GmbH Jan van der Veen, IFS Probity
13:20 - 13:50	Microforum	Map-Based Linear Asset Management Mike Golds, Vesta Partners
13:55 - 14:05	Demo	Mobile Meter Scanning Demo – How to Maintain Data Quality During Smart Meter Rollout Clemens Müller, Anyline
14:10 - 14:20	Demo	INTENSE AG - With IoT to Energy Efficiency in the Production Process Michael Heinze, INTENSE AG

Theatre 3 (Exhibition Hall)		
11:10 - 11:20	Demo	Lay the Groundwork for Predictive Maintenance in SAP.. Whilst Optimising Cost, Risk and Performance of Your Safety Critical/Non-Safety Critical Equipment's in SAP Today Francis Rajan, AG Consultancy & Apps Ltd
11:30 - 11:40	Demo	Why Cloud for the Energy industry - Model System Alex Andrade, PwC
11:50 - 12:00	Demo	How to Reduce Nontechnical Losses with SAP Business Integrity Screening Carolina Macri, EY
13:30 - 13:40	Demo	How to Easily Create and Enrich Your Asset Data Eric Ecker, Utopia
13:50 - 14:00	Demo	Digital Transformation with Geospatial Technology Bill Meehan, ESRI Brian Baldwin, ESRI

Gold Sponsors



Anyline

How can companies efficiently manage smart meter switchovers? EU regulations play a key role in answering this question. Through the digitalization of meter reading, they can streamline processes and sink costs. Automated processes save your workforce time and reduce error rates. The versatile text-recognition technology of the Vienna-based company Anyline GmbH is a flexible solution that's helping industry leaders to overcome these hurdles.

Before the switchover to a smart meter can take place, the existing meter must be documented. This is simple to do with Anyline technology. The reading of the existing meter is scanned and can be sent directly to the utility provider's back-end software. This turns meter switchovers into child's play. In addition to meter readings, Anyline can report meter and meter point numbers.

Companies that need to read meters only for internal purposes are not required to switch to smart meters, according to the EU. Having said that, they can still profit from a smart meter solution that measures their consumption across a range of sources. Anyline is the perfect tool in this scenario. It's an alternative smart technology for automating meter reading. It can also uncover enormous potential for efficient resource management.

Private households with outdated meters can use Anyline's technology to bring smart metering into their homes – even without making the switch to a smart meter. For example, energy providers can integrate Anyline software into their consumer apps to let customers perform self-scans. There's no longer any need for a home to be visited just to take a meter reading.

For more information, visit <https://anyline.com/products/ocr-meter-reading/>.



BTC Business Technology Consulting

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, France, China, and Japan.

BTC offers a wide range of trade-specific IT consulting services and has expertise in the fields of private services, energy, telecommunications, 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 processes. 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 sector and the utilities industry, and is familiar with both the related commercial processes and the 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 applications. BTC is experienced in implementing solutions for efficient energy data management and gas and has a strategic partnership with SAP.

For more information, visit www.btc-ag.com

Gold Sponsors



Capgemini

A global leader in consulting, technology services, and digital transformation, Capgemini is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital, and platforms. Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. A multicultural company of 200,000 team members in over 40 countries, it reported 2017 global revenues of €12.8 billion.

For more information, visit: www.capgemini.com.



EPI-USE Labs

EPI-USE Labs is a global software solutions company whose products and services enable organisations to accelerate the performance of their SAP® software and SAP SuccessFactors® solutions. These enhancements empower customers to make faster, more accurate business decisions while helping them save time, money, and other resources. Through its suite of solutions and services, EPI-USE Labs can boost productivity significantly in the areas of client and data copying, reporting, and cloud solutions. It supports data security and anonymization, which greatly facilitates compliance with the General Data Protection Regulation – GDPR. The Data Sync Manager suite is tailored for industry solutions from SAP, for example, the SAP for Oil & Gas solution portfolio and the SAP for Utilities solution portfolio. Because companies running these solutions are often challenged with getting quality test data, Data Sync Manager is optimised to copy the data needed to perform accurate testing in nonproduction environments. With over 30 years of experience, EPI-USE Labs promotes a culture of driving value through innovation. It is a proud member of groupelephant.com, which has business operations in 47 countries, employs 1,600 people, and is largely employee-owned. groupelephant.com owns and funds a nonprofit entity called Elephants, Rhinos & People (ERP). ERP focuses on the preservation of at-risk elephants and rhinos through the economic elevation of rural people who inhabit areas adjacent to where these threatened species live.

For more information, visit: www.epiuselabs.com



Esri

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

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Is a global software company and industry leader in mobile enterprise asset management, field operations, and supply chain solutions. Its suite of easy-to-use mobile solutions, combined with a code-free configuration tool called RACE™, empowers asset-intensive industries to simplify the consumption and adoption of digital technologies. Innovapptive's solutions for asset performance management help enterprises maximize workforce productivity and improve wrench times. The simple and intuitive user interface ensures that enterprises achieve near-perfect adoption of their cutting-edge digital technology, resulting in higher operational efficiency. Innovapptive's supply chain solutions help enterprises lower costs and achieve higher profitability by lowering inventory carrying costs and improving inventory accuracy. Innovapptive's solutions are powered by a rapid mobile application development (RMAD) technology framework called Rapid Application Configuration Engine (RACE). RACE forms the foundation of a low-code approach to helping enterprises drive their digital transformation strategy and delivers business outcomes rapidly. RACE allows enterprises to drive agile delivery of various initiatives, while reducing total cost of ownership (TCO). Innovapptive has established itself as a leading partner for unlocking digital transformation opportunities with mobile-enabled business solutions. SAP has recognized Innovapptive's excellence by awarding it an SAP Pinnacle Award three years in a row. In addition, SAP has invited Innovapptive to participate in exclusive initiatives, boards, and programs, including the SAP Partner Advisory Council for Innovation and the SAP® Early Adopter Care program. Innovapptive's close partnership with SAP gives it visibility into the future development of SAP solutions to help ensure that it aligns its own product road maps.

For more information, visit: www.innovapptive.com



INTENSE AG

For more than 17 years, INTENSE AG has been successful in the project and consultancy business. The spectrum of its value-added services ranges from entrepreneurial requirements to technological implementation. Coherence in all levels of consultancy is its guiding principle, enabling it to develop innovative organizations, processes, and solutions for its clients.

Its core consultancy competences are the transformation of enterprises with a focus on professional IT-related process design; the design and implementation of system architectures; the implementation, optimization, and migration of SAP® software installations; as well as the essential tasks of program and project management, testing, and quality assurance. In short, INTENSE digitizes the business models of its customers.

INTENSE's most important guideline: to become successful together with its clients and partners. It focuses on topics specific to SAP software in the utilities, insurance, and automotive industries. As a result, its customer base consists of large concerns and market-listed enterprises (DAX30) as well as municipal utilities and midsize businesses.

INTENSE has been an SAP partner for many years. The SAP PartnerEdge® program has welcomed its participation in SAP programs and training, thereby enabling INTENSE to provide its customers with the very latest SAP-specific information. In 2016, it was nominated as "SAP Recognized Expertise Partner for Utilities," the highest sector-specific award given by SAP.

In summary, INTENSE stands for customer-oriented consultancy services, innovative solutions, and the ultimate idea. Its competencies and portfolio are constantly growing and changing – according to the needs of its customers and future requirements. Your progression is INTENSE's ambition!

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PwC

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An SAP global partner, PwC has a premier, globally integrated, digital SAP® software team focused on delivering actionable, sustainable results. PwC's consultants bring the right blend of industry, process, and technology skills to every project, which enables them to apply industry-specific, business-process insight with a deep technical knowledge of SAP solutions. The team works with clients to transform their business and align it with their strategic priorities. In 2016, PwC was ranked second in overall global pipeline and as fifth SAP partner globally.

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SUBNET Solutions Inc.

SUBNET Solutions Inc. is a leading global provider of advanced operational software solutions for utilities, oil and gas, and industrial companies (HQ: Calgary, Canada). These solutions enable SUBNET customers to securely integrate and centrally manage the multivendor intelligent electronic devices (IEDs) they have deployed throughout their electric grids and industrial facilities. Eight of the top 10 utilities companies in North America use SUBNET to comply with regulations set forth by the North American Electric Reliability Corporation (NERC) specific to critical infrastructure protection within a cybersecurity framework. Some of the main features of SUBNET solutions include secure remote engineering access, automatic event fault retrieval, password management, and configuration management of critical infrastructures. SUBNET is an SAP partner. Its solutions leverage the SAP HANA® business data platform. SUBNET was involved in the development efforts of Microsoft's Smart Energy Reference Architecture (SERA) 2.0.

For more information, please visit: www.subnet.com/



Utopia Global Inc

Utopia Global Inc. is a software and services company and industry leader in enterprise information management. Its suite of solutions and "build, fix, and sustain" approach to achieving accurate master data helps ensure that critical business decisions are based on reliable, trustworthy information. As an SAP software solution and technology partner, Utopia specializes in the SAP® Master Data Governance application. It developed application extensions for the application to cover enterprise asset management and retail and fashion management. Utopia's work is also reflected in the recently released SAP solution extension, the SAP Asset Information Workbench application by Utopia. Utopia's solutions provide a critical bridge for those enterprises who understand that data is a valuable currency and the key to a successful journey to digital transformation. Utopia firmly believes that "perfect data is perfectly possible."

For more information, visit: www.utopiainc.com.



Vesta

Vesta Partners is a professional services firm with deep domain expertise in asset management. It provides customers with support for industry best practices specific to their business processes, brought to life through the proven SAP® Enterprise Asset Management solution. Vesta has a team highly skilled in "design thinking" and the "agile delivery" methodology to leverage the SAP Leonardo digital innovation system for enhancing existing products and solutions as well as building completely new applications quickly.

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2BM A/S is a leading software development company implementing SAP® solutions that bring tomorrow's technology to today's business practices.

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2BM is a member of the United VARs network – the largest global alliance of SAP channel partners serving as value-added resellers (VARs). The network covers more than 80 countries and gives our clients access to over 7,500 highly qualified and experienced SAP consultants.

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AG Consultancy & Apps Ltd and Delta Reliability

The Dysfunctional Safety Critical Elements (DSCE) solution is an industry-proven innovation that defines and maintains performance standards for both safety-critical and nonsafety-critical equipment.

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AG Consultancy & Apps Ltd. is an independent SAP partner, a leader in implementing enterprise asset management software from SAP, and the creator of DSCE. The co-chair of the special interest group (SIG) of the UK & Ireland SAP User Group (UKISUG) that focuses on maintenance and service management (MSM) was recently quoted as saying, "Engaging with a highly PM-competent consultancy such as AG would be of interest to any organisation using project management software from SAP."

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AED-SICAD AG is one of Europe's largest providers of state-of-the-art geographic information system (GIS) applications based on the platform for the utilities industry provided by Esri. UT Product Suite from AED-SICAD is the leading Esri-based utilities solution in Europe. AED-SICAD has been integrating GIS systems with SAP® software for 15 years. In that time, it has gained renown for its extensive and unique know-how in this area. With UT Integrator, AED-SICAD provides a standard enterprise application integration (EAI) product for back-end and front-end integration. UT Integrator 10 has certified integration with the SAP ERP application. AED-SICAD is an Esri platinum partner and Esri strategic partner for the utilities industry in the EMEA region.

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

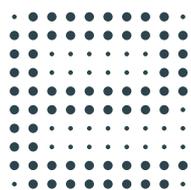
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SAP-SBN.no, the Norwegian official SAP community (in Norwegian)

SAP-SDK.dk, is a Danish SAP community (in Danish)

ADSIG.se, is a Swedish SAP community (in Swedish)

For more information please visit: www.adfaher.com



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Berg Insight is a dedicated M2M/IoT market research firm based in Sweden. We have been specialising in all major M2M/IoT verticals such as fleet management, car telematics, smart metering, smart homes, mHealth and industrial M2M since 2004. Our vision is to be the most valuable source of intelligence for our customers. Berg Insight offers numerous market reports, detailed market forecast databases and advisory services. We provide custom research tailored to your requirements including focussed research papers, business case analysis, go-to-market strategies and bespoke market forecasting. We have provided analytical services to 900 clients in 70 countries on six continents to date.

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OSGP Alliance

The OSGP Alliance is the global non-profit association dedicated to promoting the adoption of the Open Smart Grid Protocol (OSGP) and infrastructure for smart grid applications towards a future proof modern smart grid. With a key focus on security, smart metering, smart grid, grid analytics, distribution network management and smart cities our members, including utilities, hardware manufacturers, service providers and system integrators, all share a common goal and vision: promoting open standards for energy demand side management, smart grid and smart metering systems.

For more information, please visit: www.osgp.org/en



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For more information please visit: www.teitimes.com



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The Water Network by AquaSPE AG is the largest online knowledge sharing platform and business exchange for global water professionals with members from 190 countries.

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