

SMART HOME ENERGY MANAGEMENT SYSTEMS CONFERENCE

17-18 JULY 2019 | BOSTON, MA



STAYING CUSTOMER ATTUNED IN THE HIGHLY COMPETITIVE BUSINESS ENVIRONMENT

Key Topics

In Depth Outlook Into The US Market Condition: Pricing, Savings Opportunities & Cost-effective Practices Impacting On The Business Flow

Finding Most Effective Ways To Connect With The Customer: The Utilities' Perspective

Evaluating The Future Role Of Utilities Within The HEMS Supply Chain: Expanding The Business Scope

Aiming For Operational Excellence While Managing Customers' Experience

Continuous Improvement Of Customers' Experience: Safe Data Utilisation To Solve Real Customer Problems

Exploring Current & Future Technology Trends: Making The Most Of Upcoming Innovations

Debating Growing Importance Of Energy As An Attractive Business Arena Further Down The Supply Chain

Assessing the Role Of Retail Energy Providers vs Utilities In The HEMS Market

Evaluating Future Priorities & Development Opportunities: Aiming For More Holistic Energy Management Systems & Energy Efficiency Programs

For sponsorship and exhibition opportunities, please contact:
Jean - Jacques Hermans on +44 (0) 203 141 0608 or jhermans@acieu.net



The smart home industry is predicted to be worth \$121 billion by 2022, with Home Energy Management Systems taking a \$3.15 billion share of that market. Smart home energy management tech is growing in popularity and undergoing constant and rapid development. It promises savings, control and peace of mind for consumers, as well as growth opportunities for energy utilities, appliance manufacturers and connected home platform providers.

Already on its 4th edition, ACI's 2019 Smart Home Energy Management Systems Conference will bring together senior representatives from energy utilities, home energy management system providers, smart home platform developers and technology providers, industry associations and more. The two-day event will feature informative presentations and engaging discussions examining the challenges to widespread adoption and the growth and revenue opportunities afforded by innovations in technology, business strategy and customer engagement.

The key focus of the 2019 edition will be centred in finding most sufficient solutions to stay competitive within the fast changing HEMS supply chain & customers' demand.

Join us in Boston to enjoy excellent networking opportunities with your peers!

Key Topics 2019:

- **In Depth Outlook Into The US Market Condition: Pricing, Savings Opportunities & Cost-effective Practices Impacting On The Business Flow**
- **Finding Most Effective Ways To Connect With The Customer: The Utilities' Perspective**
- **Evaluating The Future Role Of Utilities Within The HEMS Supply Chain: Expanding The Business Scope**
- **Aiming For Operational Excellence While Managing Customers' Experience**
- **Continuous Improvement Of Customers' Experience: Safe Data Utilisation To Solve Real Customer Problems**
- **Exploring Current & Future Technology Trends: Making The Most Of Upcoming Innovations**
- **Debating Growing Importance Of Energy As An Attractive Business Arena Further Down The Supply Chain**
- **Assessing the Role Of Retail Energy Providers vs Utilities In The HEMS Market**
- **Evaluating Future Priorities & Development Opportunities: Aiming For More Holistic Energy Management Systems & Energy Efficiency Programs**

Who Should Attend:

All ACI's events attract a targeted group of senior level executives and decision-makers from the industry. Our meetings are strictly end-user focused. Only a select group of companies are invited to the event, to ensure the emphasis is on the industry participants, and our delegates have a valuable and positive experience.

Delegates will be drawn from:

- ◇ Energy Utilities
- ◇ Home Energy Management System Providers
- ◇ Home Automation Platform Vendors
- ◇ Consumer Electronics Companies
- ◇ Telecommunications Companies
- ◇ Industry Associations



Join us in Boston, the host city for 2019!

Registration is Simple:

If you would like to register for this event or wish to find out more information, please contact **Rohan Baryah**

+48 616 46 7022
rbaryah@acieu.net

Commercial & Sponsorship Opportunities:

Gain direct access to our senior level audience and gain an increased level of visibility through branding and networking. For information, contact **Jean - Jacques Hermans**:

+44 20 3141 0608
jhermans@acieu.net

Speaking Opportunities:

If you would like to be considered as a speaker at the event for a 30 –40 min presentation, please submit an abstract for consideration to **Marta Kielerska**

+48 616 46 7058
mkielerska@acieu.net

DAY 1

Wednesday 17th July 2019

08:00 REGISTRATION & COFFEE**09:00 CHAIRMAN'S OPENING REMARKS****09:15 SESSION ONE****In Depth Outlook Into The US Market
Condition: Pricing, Savings Opportunities
& Cost-effective Practices Impacting On
The Business Flow**

- Analysing pricing dynamics and interoperability in the context of cost - effectiveness
- Diversity of US Market regulations and restrictions & its impact on the overall business flow

Elisabeth Titus

Director Of Research And Evaluation

Northeast Energy Efficiency Partnerships**10:30 CONFERENCE PRESENTATION****Finding Most Effective Ways To Connect
With The Customer: The Utilities' Perspective**

- Acknowledging the importance of building more personal relationships with the end users
- Understanding & meeting the ever changing needs of the customers
- Exploring better customer engagement strategies for HEMS providers
- Finding new business/marketing solutions to reach out to the clients

Patty Durant

CEO & President

Smart Energy Consumer Collaborative**11:15 MORNING REFRESHMENTS****11:45 SESSION TWO****Evaluating The Future Role Of Utilities
Within The HEMS Supply Chain:
Expanding The Business Scope**

- In depth research into the customers' needs to expand the services accordingly: Maximising revenue options
- Partnering up with other players within the supply chain: Delivering more holistic service

Jim Steffes

Executive VP, Corporate Affairs

DIRECT ENERGY**13:00 LUNCH****14:00****SESSION THREE****Aiming For Operational Excellence While
Managing Customers' Experience**

- Join Session Three to hear a comprehensive outlook into the current interoperability and standardization of HEM devices available to consumers, followed by in depth case studies discussing individual experiences & issues in practice. In depth understanding & managing the customer experience is the key in order to stay competitive in a very fast changing HEMS industry chain

Mark McGranaghan

Vice President Power Delivery & Utilisation

Energy Power Research Institute (EPRI)

Developing a platform for customer participation in the shared integrated grid

Yifan Lu

Business Intelligence Strategist

Sacramento Municipal Utility District**15:50****AFTERNOON REFRESHMENTS****16:20****SESSION FOUR****Continuous Improvement Of Customers' Experience: Safe Data Utilisation To Solve
Real Customer Problems**

- Evaluating today's challenges of customers' data collection & risk management
- Analysing future technology trends to enhance further data protection

17:35**CLOSE OF DAY ONE****SPONSORSHIP & EXHIBITION OPPORTUNITIES**

ACI has put together a range of packages to suit your requirements. These range from branding options, to full scale partner solutions and can be tailored to meet your objectives and budgets.

If you are launching a new product or service and wish to gain visibility and brand recognition within your industry, contact us today!

For commercial opportunities, please contact:

Jean – Jacques Hermans

Tel: +44 20 3141 0608

Email: jhermans@acieu.net

DAY 2

Thursday 18th July 2019

08:30 **REGISTRATION & COFFEE**09:00 **CHAIRMAN'S OPENING REMARKS**09:05 **SESSION FIVE****Exploring Current & Future Technology Trends: Making The Most Of Upcoming Innovations**

- Join us at Session Five to hear an in depth overview of current & future technology developments, followed by real case studies discussing various markets using HEMS. Find out which technologies are mostly used by the utility companies & what their success rate is

David JacotDirector of Efficiency Solutions
The Los Angeles Department of Water and Power (LADWP)

LADWP's own demonstration smart home at our CleanTech Incubator

10:55 **MORNING REFRESHMENTS**11:25 **PANEL DISCUSSION****Debating Growing Importance Of Energy As An Attractive Business Arena Further Down The Supply Chain**

- Analysing growing interest in Energy industry by software & hardware companies
- Enhancing greater cooperation amongst all of the supply chain players
- Evaluating possible future developments

12:10 **CONFERENCE PRESENTATION****Assessing the Role Of Retail Energy Providers vs Utilities In The HEMS Market**

- An outlook into the future activities of Retail Energy Providers & its possible impact on Utilities business flow
- Expanding Utilities services to meet the possible market demand
- Evaluating future trends & competitiveness of Energy providers in HEMS markets

Michael Weigras

Director Innovation & Growth Initiatives

CONSTELLATION ENERGY12:55 **LUNCH**13:55 **SESSION SIX****Evaluating Future Priorities & Development Opportunities: Aiming For More Holistic Energy Management Systems & Energy Efficiency Programs**

- Addressing the need of future grid modernisations: Key opportunities & challenges
- Assessing demand response opportunities associated with HVAC loads

Manish Rukadikar

Manager - Strategy (Business Planning & Development)

DTE ENERGY15:10 **CHAIRMAN'S CLOSING REMARKS**15:20 **END OF CONFERENCE & AFTERNOON REFRESHMENTS**3rd Smart Home Energy Management Systems Conference 2017, Houston, TX

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Registration Is Simple

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 +48 616 46 7022

 rbaryah@acieu.net

 <http://www.acius.net>

 **Postal Address:**
ACI Europe, 5/13 Great Suffolk Street, London, SE1 0NS

Registration Is Simple

Conference (Includes access to all documentation)
17th & 18th July, 2019

£1,695.00

Documentation Packet Only

£470.00

Please Note.

Members and customers of all supporting organisations are entitled to a discount off their conference package.

For more information please call +48 616 46 7022

Documentation Packet Available

We are selling the Smart Home Energy Management Systems Conference 2019 papers at just £440 (+£30 P&P). Simply tick the box on the booking form, send it with payment and your copy will be on its way to you after the meeting.

This important manual will be a source of invaluable reference for the future.

About ACI

ACI, a UK owned company, has been running successful conferences in the USA since 1999. Headquartered in Chicago with offices all around the States, ACI opened its European head office at the end of 2005 and has expanded rapidly, launching a series of events in key industries including maritime, energy, oil & gas, cosmetics, chemicals & media.

Our media partners

Terms & Conditions

Payment

Payment must be received within five business days of returning the signed contract. After receiving payment a VAT receipt will be issued. If you do not receive a letter outlining details two weeks prior to the event, please contact the Conference Coordinator at ACI Europe Ltd.

Discounts are available for multiple/group bookings. Please call +48 616 46 7022 for more information.

Cancellations

Substitutions are welcome up to 24 hours prior to the event. Cancellations must be received in writing no less than 3 weeks prior to the start of the conference; a full credit voucher towards a future ACI conference will be issued. Any cancellation received less than 3 weeks prior to the start of the event shall be deemed to be a breach of this contract by client, and accordingly, no credits will be given. Cancellations must be received in writing by mail or fax three weeks before the conference. Thereafter the full conference fee is payable. If for any reason ACI Europe Ltd decides to amend, cancel or postpone this conference, the conference fee will not be refunded. Furthermore, ACI Europe Ltd will not be responsible for covering airfare, hotel or other costs incurred by registrants. In the event that ACI Europe Ltd cancel or postpone the event, ACI Europe Ltd reserves the right to transfer this booking to another conference to be held in the following twelve months, or to provide a credit of an equivalent amount to another conference within the following twelve months. The construction, validity and performance of this agreement shall be governed in all respects by the laws of England to the exclusive jurisdiction of whose courts the Parties hereby agree to submit.

Accommodation

The cost of accommodation is not included in the event fee. Preferential rates will be arranged with or near the event venue, and all confirmed delegates will be given details of how to book accommodation at this rate in due course.

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