



May 14 - 15, 2013  
Hotel Villa Kennedy  
Frankfurt

# 2<sup>nd</sup> International Smart Energy Conference with accompanying exhibition



powered by

FROST & SULLIVAN

[www.semexpo.com](http://www.semexpo.com)



Ladies and Gentlemen,

I would like to welcome you to the International Congress for Smart Energy Grids, Energy Storage and Energy IT.

The continued expansion of renewable energy in a number of key European markets, the gradual phasing out of aging baseload coal and nuclear power stations, and the increasing penetration of smart meters within Europe are just three developments that create an ever more pressing need for a smarter grid. Renewable energy has made solid progress in the past few years, but we still have real issues relating to the wrong volumes of power at the wrong time in the wrong geographic location. The technologies exist to combat these problems and whilst this technology is evolving, the commercial case is also increasingly being strengthened as costs come down and performance improves.

Many of our speakers will offer a vision on what these technologies are and how they might develop in the coming years. They will also give an insight into the joined up thinking that is required to ensure that the smart grid can be successfully integrated.

On behalf of the organisers, I would like to welcome all the speakers, delegates and panellists to what I hope will be an interesting and thought provoking event.

Jonathan Robinson

*Klaus Huhn / Vice President – Consulting / Head of DACH Operations / Frost & Sullivan*

F R O S T      S U L L I V A N

# Conference Information

---

**Title**

2<sup>nd</sup> International Smart Energy Conference -  
Smart Grid, Energy Storage and Energy ICT and  
exhibition

**Date**

May 14 - 15, 2013

**Place**

Villa Kennedy, Frankfurt

**Language**

English, on request simultaneous translation

**Topics**

- Energy Storage
- Business Models
- Smart Energy in Emerging Markets
- Network Management

**Participation fee**

€ 995,00 plus 19% VAT per person

€ 490,00 plus 19% VAT per person (Universities,  
Institutes)

€ 190,00 plus 19% VAT per person (Student)

The application fee includes conference documentation,  
drinks, coffee breaks, lunch, evening event as well as  
free entry to the exhibition and the award ceremony

Time	Topic / Speaker
------	-----------------

ab 08:00 Registration

09:25 - 09:30

**Opening of the Conference**

Robert Metzger, Geschäftsführer,  
MunichExpo Veranstaltungs GmbH, München (D)



09:30 - 10:00

**Macro to Micro Implications of Smart and Sustainable Cities in Driving Convergence of Competition**

Archana Amarnath, Program Manager, Visionary Innovation Research Group, Frost & Sullivan, London (UK)

FROST & SULLIVAN



10:00 - 10:30

**The challenges of striking a balance between co-operation and competition in the Smart Energy market**

Antonin Guez, Schneider Electric, Düsseldorf (D)



10:30 - 10:50

**Q&A**

All speakers from the session to take questions jointly

10:50 - 11:20

**Coffee Break**

---

Topic:  
Energy Storage

---

11:20 - 11:50

**Smart City: intelligent convergence of mobility and energy needs**

Andreas Romandi, Siemens AG, Munich (D)



11:50 - 12:20

**Role of Energy Storage in smart cities**

Ignasi Cairo, Catalonia Institute for Energy Research (ES)



12:20 - 12:50

**Energy Storage systems for the smart distribution grid: Advanced dimensioning as a key factor**

Ignasi Cairo, Catalonia Institute for Energy Research (ES)



12:50 - 13:10

**Q&A**

All speakers from the session to take questions jointly

13:10 - 14:30

**Lunch Break**

---

**Topic:**  
**Business Models**

---

**14:30 - 15:00**

**Vattenfall Smart Meters in Sweden**

Erik Nordgren, Vattenfall Services Nordic AB  
Lulea (SE)



**15:00 - 15:30**

**Case study: New business models - Smart Operator**

Ulrich Dirkmann, RWE Deutschland AG,  
Essen (D)



**15:30 - 15:40**

**Q&A**

All speakers from the session to take questions jointly

**15:40 - 16:00**

**Coffee Break**

**16:00 - 17:00**

**Round Table Discussion**

**from 17:00**

**Evening Event in the Villa Kennedy  
and Smart Energy Award**

Time	Topic / Speaker
------	-----------------

Topic:

**Smart Energy in Emerging Markets**

09:00 - 09:30



**Overview of Key Developments in the Global Market & The Key Challenges Facing European Utilities**

FROST & SULLIVAN

Jonathan Robinson, Senior Consultant, Energy and Power Systems Group, Frost & Sullivan, London (UK)

09:30 - 10:00



**Smart Developments in Russia & the CIS**

FROST & SULLIVAN

Alina Bakhareva, Research Manager, Energy & Power Systems Group, Frost & Sullivan, London, UK

10:00 - 10:30



**How traditional telco vendors can play a role in the smart market or smart industries?**

Alcatel-Lucent

Veronique Addi, Alcatel Lucent (F)

10:30 - 11:00

**Coffee Break**

Topic:

**Network Management**

11:00 - 11:30



**The Key Challenges Facing European Utilities**

FROST & SULLIVAN

Jonathan Robinson, Senior Consultant, Energy and Power Systems Group, Frost & Sullivan, London (UK)

11:30 - 12:00



**Requirements on future mobile radio systems for smart grid and metering solutions**

Markus Dillinger, Huawei (D)



12:00 - 12:30



**Storage and grid-integration : challenges regarding regulatory, financing and ownership issues**

Bernard Energy Advocacy  
EFFICIENT ADVISE

Pierre Bernard, Managing Partner of Bernard Energy, Elia Business Development, Brussels (BE)

12:30 - 13:00



**Prospects for Demand Response in Europe - a utility perspective**

N.N., E.ON

13:00 - 13:30

**Q&A**

All speakers from the session to take questions jointly

13:30 - 13:45

**Final Discussion Round**

SEM Conference

FAX +49 (89) 32 29 91-19

Please fill out one application form for each participant



Company: \_\_\_\_\_

Department/Position: \_\_\_\_\_

First name/Surname: \_\_\_\_\_

Street/P.O. Box: \_\_\_\_\_

Area Code/Town/Country: \_\_\_\_\_

Phone/Fax: \_\_\_\_\_

E-Mail: \_\_\_\_\_



**YES, I would like to take part in the 2<sup>nd</sup> International Smart Energy Conference on May 14 - 15, 2013 at the attendance fee of**

- € 995,00 plus 19,6% VAT per person
- € 490,00 plus 19,6% VAT per person (Universities, Institutes)
- € 190,00 plus 19,6% VAT per person (Students)

The conditions on participation are acknowledged and accepted as legally binding. Any applicant acting on behalf of another person is liable as a principal for all demands made by MunichExpo Veranstaltungen GmbH (MEV) on the occasion of the conference. I agree to the registration and use of information for marketing purposes by MEV. I am aware that MEV is entitled to send the latest industry news to my e-mail address.

Place/Date/Company stamp/Signature

# Organiser



## MunichExpo Veranstaltungen GmbH

Zamdorfer Straße 100  
81677 München  
Deutschland  
[www.semexpo.de](http://www.semexpo.de)

Theresa Dirr  
Tel.: +49 (89) 32 29 91-17  
Fax: +49 (89) 32 29 91-19  
E-Mail: [theresa.dirr@munichexpo.de](mailto:theresa.dirr@munichexpo.de)

