WORKSHOPS
Monday 16th October 2023
Fundamentals Workshops in IEC 61850, IEC CIM, IEC 62443

CONFERENCE & EXHIBITION
Tuesday 17th to Thursday 19th October 2023
Case-Study Conference with tracks on IEC 61850, IEC CIM, IEC 62443

BRIEFING
Friday 19th October 2023
DER Integration Briefing

For more information please contact:
Mandana White, CEO – Smart Grid Forums
E: mandana.white@smartgrid-forums.com | T: +44 (0)20 8057 1701 | M: +44 (0)7596 571585

ABOUT SGF-IEC WEEK 2023

Smart Grid Forums has been staging conferences focused on IEC standards for the smart grid for the past 10 years. These meetings go beyond promoting the standard, and instead focus on critiquing and refining the standard, to better meet end-user needs.

This year **SGF-IEC Week 2023** co-locates our three IEC standardisation events in one venue at one time, providing sponsors with access to all three audiences at once. With IEC 61850 Week for Substation Automation now in its 11th edition, IEC CIM Week for Data Exchange in its 4th edition, and IEC 62443 for OT Cybersecurity in its 2nd edition, this co-located event draws together utility technical leads for a techno-commercial review of the standards' practical implementation and operation, in order to influence the future direction of standardization and activity and product integration.

The week begins with a series of practical workshops on the Fundamentals of each standard, followed by a 3-day conference and exhibition showcasing recent implementations of the standards in different parts of the grid. The week wraps up with a future focused briefing on DER Integration and the role of these standards in fast-tracking integration.

Drawing together 250+ participants, the audience is comprised of engineering middle-managers and specialists, with a 50/50 split between utilities and suppliers. The geographical focus of the programme and the audience is 80% Europe, 10% USA, 10% ROW.

The programme is extensively audience researched to ensure timeliness, relevance and objectivity of the discussions. The speaker line-up is utility heavy to ensure the end-user voice is heard loud and clear and drives implementation and evolution priorities. Our audience generation process is carefully managed to ensure the optimal ratio of utility to supplier participants. All participants pay a premium ticket fee to attend, and we have a strict 'no-guesting' policy to ensure that we filter in only the most relevant and motivated technical decision makers.

This carefully curated approach ensures that as a sponsor you optimise the time it takes for you to filter the right participants into your business development pipeline. The week-long programme provides an environment where you get the opportunity to interact with the same individuals repeatedly through different sessions and environments, deepening your customer insights and strengthening your onsite relationship building. The facilitated networking sessions ensure that you are well supported in breaking through to deeper levels of conversation and connection, easing your post-event follow up process.

PROGRAMME FORMAT

1-Day Workshops	3-Day Conference & Exhibition								1-Day Briefing
Monday 16th October 10:00 – 17:30	Tuesday 17th October 08:30 – 17:30			Wednesday 18th October 08:30 – 17:30			Thursday 19th October 08:30 – 17:30		Friday 20th October 08:30 – 16:30
Workshops	Plenary Sessions			61850 track	CIM track	62443 track	61850 track	CIM track	62443 track	Briefing
	EXHIBITION			EXHIBITION			EXHIBITION		
	61850 track	CIM track	62443 track						
	Roundtable Discussions 17:30 – 19:00								
	Networking Reception 19:30 – 22:00								

SPONSORSHIP PACKAGES AT A GLANCE

Package Benefits	Platinum Sponsor (1 available)	Gold Sponsor (3 available)	Silver Sponsor (12 available)	Live Demo Lab (2 available)	Networking Reception (1 available)	Exhibitor (14 available)
Solo presentation (45 mins)	Day 1 am	Day 1 pm	…	…	…	…
Panel presentation (15 min)	…	…	Day 2	…	…	…
Welcome address (5 min)	…	…	…	…	Day 1 eve	…
Live Demo Lab with pre-arranged meetings	…	…	…	10 meetings	…	…
Hosting roundtable discussions end of day 1	√	√	…	√	√	…
Logo on event website homepage & sponsor page	√	√	√	√	√	√
Logo on event brochure pdf cover & inside pages	√	√	√	√	√	√
Logo on weekly event promo email html	√	√	√	√	√	√
Logo on onsite banners in conference & exhibition rooms	√	√	√	√	√	√
Logo on onsite programme guide cover and inside pages	√	√	√	√	√	√
Profile on event website sponsor page	300 words	200 words	100 words	100 words	100 words	100 words
Profile inside brochure pdf	300 words	200 words	100 words	100 words	100 words	100 words
Profile inside onsite programme guide	300 words	200 words	100 words	100 words	100 words	100 words
A4 colour advert in onsite programme guide	√	√	…	…	…	…
3x2m onsite table-top exhibition space	√	√	√	…	…	√
Private meeting room alongside main conference	…	…	…	√	…	…
Solo email announcing your participation pre-event	√	…	…	√	…	…
Solo email thanking participants post-event	√	√	√	√	√	…
3-day delegate pass for main conference and exhibition	5	3	2	2	2	2
Investment (+VAT if applicable)	€20,000	€15,000	€10,000	€10,000	€10,000	*€5,000 - €7,000

Exhibitor prices rise in line with Very Early Bird and Early Bird deadlines

SPONSORSHIP PACKAGES IN DETAIL

Platinum Sponsor   €20,000 + VAT

Positioning:	Platinum Sponsor
Thought Leadership:	1 x 45-min presentation during plenary sessions on conference day 1
	Hosting roundtable discussions end of conference day 1
Pre-Event Branding:	Logo on event website, promo email html, brochure pdf, linking to your website
	300-word company profile on the event website sponsor page and brochure pdf
	1 x solo email to our promo database of 20,000 recipients announcing your participation
Onsite Branding:	Logo on stage backdrop, speaker lectern, registration area, onsite programme guide
	300-word company profile in the printed onsite programme guide
	A4 advert in the printed onsite programme guide
Business Development:	3x2m table-top in the networking area with power sockets and Internet access
Networking:	5 x conference passes to the value of €11,975 (+VAT)
Post-Event:	1 x solo email to the event participant database

Gold Sponsor   €15,000 + VAT

Positioning:	Gold Sponsor
Thought Leadership:	1 x 45 min presentation during the technical tracks on conference day 1
	Hosting roundtable discussions end of conference day 1
Pre-Event Branding:	Logo on event website, promo email html, brochure pdf, linking to your website
	200-word company profile on the event website sponsor page and brochure pdf
Onsite Branding:	Logo on stage backdrop, speaker lectern, registration area, onsite programme guide
	200-word company profile in the printed onsite programme guide
	A4 advert in the printed onsite programme guide
Business Development:	3x2m table-top in the networking area with power sockets and Internet access
Networking:	3 x conference passes to the value of €7,185 (+VAT)
Post-Event:	1 x solo email to the event participant database

Silver Sponsor   €10,000 + VAT

Positioning:	Silver Sponsor
Thought Leadership:	1 x 15 min panel presentation during the technical tracks on conference day 2
Pre-Event Branding:	Logo on event website, promo email html, brochure pdf, linking to your website
	100-word company profile on the event website sponsor page
Onsite Branding:	Logo on stage backdrop, speaker lectern, registration area, onsite programme guide
	100-word company profile in the printed onsite programme guide
Business Development:	3x2m table-top in the networking area with power sockets and Internet access
Networking:	2 x conference passes to the value of €4,790 (+VAT)
Post-Event:	1 x solo email to the event participant database

Live Demo Lab   €10,000 + VAT

Positioning:	Live Demo Lab Sponsor
Pre-Event Branding:	Logo on event website, promo email html, brochure pdf, linking to your website
	100-word company profile on the event website sponsor page
	1 x solo email to our promo database of 20,000 recipients announcing your participation
Onsite Branding:	Logo on stage backdrop, speaker lectern, registration area, onsite programme guide
	100-word company profile in the printed onsite programme guide
Business Development:	Private meeting room with Screen, WiFi access, plug sockets for main conference
	10 x meetings pre-scheduled by SGF, unlimited onsite meetings scheduled by sponsor company
Networking:	2 x conference pass to the value of €4,790 (+VAT)
Post-Event:	1 x solo email to the event participant database

Networking Reception Host   €10,000 + VAT

Positioning:	Networking Reception Host
Pre-Event Branding:	Logo on event website, promo email html, brochure pdf, linking to your website
Onsite Branding:	Logo on stage backdrop, speaker lectern, registration area, onsite programme guide
	100-word company profile in the printed onsite programme guide
Business Development:	3m x 2m table-top stand at the Networking Reception taking place at the end of Conference day 1, with power sockets and Internet access. Roll-up banner and pose table in the Exhibition room running alongside the main 3-day conference.
Networking:	2 x conference passes to the value of €4,790 (+VAT)
Post-Event:	1 x solo email to the event participant database

Exhibitor   *€5,000-€7,000 + VAT

Positioning:	Exhibitor
Pre-Event Branding:	Logo on event website, promo email html, brochure pdf, linking to your website
Onsite Branding:	Logo on registration area banner and onsite programme guide
	100-word company profile in the printed onsite programme guide
Business Development:	3m x 2m table-top stand in the networking area with power sockets and Internet connection
Networking:	2 x conference passes to the value of €4,790 (+VAT)

Exhibitor prices rise in line with Very Early Bird and Early Bird deadlines

TABLE-TOP EXHIBITION FORMAT

Each exhibitor is provided with a table, 2 chairs, power sockets, WiFi access. Additional equipment such as screens, brochure stands, stools can be rented from the hotel or the event Audio-Visual supplier.

LIVE DEMO LAB ROOM

The Live Demo Labs take place in a board room situated within 2-3 minutes' walk of the main conference room. Each room is equipped with a boardroom table, 4-6 chairs, a TV screen, power point sockets, and Internet access.

Lunch and refreshments can be served in the Live Demo room or taken in the conference networking area with the other conference participants.

You will be provided with a schedule of pre-arranged meetings with the participants of your choice, who will be escorted to the room by SGF staff at the scheduled time, allowing you to stay in the room and focus on running the meetings without distraction.

PROVISIONAL FLOOR PLAN

	Stand 1	Stand 2	Stand 3	Stand 4	Stand 5	Stand 6	Stand 7	Stand 8	
Stand 30									Stand 9
Stand 29									Stand 10
Stand 28									Stand 11
Stand 27			Catering Station						Entrance
Stand 26									
Stand 25									Stand 12
Stand 24									Stand 13
Stand 23									Stand 14
	Stand 22	Stand 21	Stand 20	Stand 19	Stand 18	Stand 17	Stand 16	Stand 15	

Not to scale

SIEMENS	Hitachi Energy	Schneider Electric	GE	DNV
ALBEDO	arteche	ASE a Kalkitech company	BITSTREAM	CAPULA
CONDIS HIGH VOLTAGE CAPACITORS & SOLUTIONS	COPADATA	DIGSILENT	doble	DRAGOS
elvexys CONDIS GROUP	ENGIE Laborelec	FORTINET	FUNDAMENTALS	GDB IT POWER ENGINEERING
GRIDCLONE	H&S technologie	HELINKS System Tools For IEC 61850	HMS	Infoteam
inorks INDUSTRIAL NETWORKS	IriusRisk	ISA	JPEMBEDDED	Locamation
Megger	NOKIA	OMICRON	OPAL-RT TECHNOLOGIES	OWL
PROLAN POWER	Radiflow	Rhebo a Landis+Gyr company	RTDS Technologies AMETEK	SAE IT-SYSTEMS
SEL SCHWEITZER ENGINEERING LABORATORIES	SISCO	SUBNET SOLUTIONS INC.	synaptec	tekvel
TRIANGLE MICROWORKS, INC. SOLUTIONS FOR COMMUNICATION PROTOCOL DEVELOPMENT	txOne networks	WATERFALL Stronger Than Firewalls	welotec a byte smarter	westermo

"As usual high-quality presentations and very relevant topics."
Anders Johnsson, Power system specialist – **Vattenfall Eldistribution AB**

"Extremely valuable to bring together relevant utilities and technology providers regarding IEC 61850 and to learn the current status quo with regards to top-down engineering and related activities."
Bas Mulder, Technologist OT – **TenneT**

"This was a great opportunity to learn about the IEC 62443 concepts, controls and framework."
Anja Ivanovska, Info Sec Specialist - **EVN**

"Really enjoyed this timely topic and the great panel of speakers covering the material."
Jason Fields, Security Manager - **Georgia Power Company**

"Very informative to see how cyber-criminal activity is becoming very organised, which makes them even more dangerous."
John Milor, Cybersecurity Risk Consultant Expert - **Pacific Gas & Electric**

"CIM 2021 was a conference with high quality speakers, cutting edge topics and organized in an excellent way."
Miguel Escribano Rodenas, Engineer - **RED ELECTRICA DE ESPAÑA**

"Great at bringing utilities from across the world together to digitally transform our energy systems."
Jakub Sliva, Asset Data Specialist - **Stedin**

"Great opportunity to learn from others how they handle the common problems allows to find the most effective and efficient solution. This is added value at its best!"
Michael Knuchel, Head of SAS Engineering – **Swissgrid**

"Wonderful opportunity to have direct contact with experts that have development CIM-CGMES allowing direct Q&A which helps to improve actual and future delivery of services"
Eduardo Santos, Project Manager - **Coreso**

"In my opinion this is the best industrial conference about smart grid and IEC 61850."
Andrea Bonetti, Senior Specialist – **Megger Sweden AB**

"Powerful smart forum to get fresh news from the market and exchange on IEC 61850 and related topics."
Christophe Camelis, Project Leader and IEC 61850 Expert – **Hitachi Energy**

"The overall presentation and subject matter discussed was awesome. I have enjoyed the in-depth insightful discussion of the presenters thoroughly."
Aninda Chatterjee, Project Engineer – **Siemens**

"This was a fast-paced conference that focused on real life implementations of the IEC 61850 standard. The sequence of the presentations made sense and flowed nicely together."
Lorenzo Childress, Systems Integration Group Director – **SISCO**

"IEC 62443 Week was an incredible opportunity to meet with utilities and understand their challenges with cybersecurity."
Jérôme Arnaud, Product Manager - **Rhebo**