

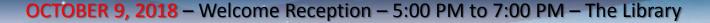
CREATING OPPORTUNITIES

2018 Euro Conference

Doubletree by Hilton Hotel London - Docklands Riverside | London, UK October 9 – 11, 2018

TEGG®

SCHEDULE OF EVENTS | PRINCIPALS AND GENERAL MANAGERS



OCTOBER 10, 2018

Welcome and Opening Session

8:15 AM - 9:30 AM

Networking and Break

9:30 AM - 9:45 AM

LEAD with Integrity – Part 1

9:45 AM - 10:45 AM

Networking and Break

10:45 AM - 11:00 AM

LEAD with Integrity – Part 2

11:00 AM - 12:00 Noon

Group Lunch – Columbia Restaurant

12:00 Noon - 1:15 PM

Managing Millennials

1:15 PM - 2:15 PM

Networking and Break

2:15 PM - 2:30 PM

All About Perspective

2:30 PM - 3:30 PM

Group Outing – Thames River Dinner Cruise

(depart promptly at 6:00 PM)

OCTOBER 11, 2018

Sales Coaching – The Lost Art of Retaining Talent

9:00 AM - 10:00 AM

Networking and Break

10:00 AM - 10:15 AM

Leveraging Data Analytics in the M&E Industry

10:15 AM - 11:15 AM

Break and Group Lunch – Columbia Restaurant

11:15 AM - 12:45 PM

Scenario Selling – Part 1 (joint with Maint. & DES Sales Reps)

12:45 PM - 2:00 PM

Networking and Break

2:00 PM - 2:15 PM

Scenario Selling – Part 2 (joint with Maint. & DES Sales Reps)

2:15 PM - 3:15 PM

Networking and Break

3:15 PM - 3:30 PM

Action Plan/Closing Session

3:30 PM - 4:00 PM

SCHEDULE OF EVENTS | MAINTENANCE AND DES SALES REPS



OCTOBER 9, 2018 - Welcome Reception - 5:00 PM to 7:00 PM - The Library

OCTOBER 10, 2018

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Welcome and Opening Session

8:15 AM - 9:30 AM

Networking and Break

9:30 AM - 9:45 AM

Appointment Setting – Part 1

9:45 AM - 10:45 AM

Networking and Break

10:45 AM - 11:00 AM

Appointment Setting – Part 2

11:00 AM - 12:00 Noon

Group Lunch – Columbia Restaurant

12:00 Noon - 1:15 PM

Leveraging Data Analytics in the M&E Industry

1:15 PM - 2:15 PM

Networking and Break

2:15 PM - 2:30 PM

Speed Networking

2:30 PM - 3:30 PM

Group Outing – Thames River Dinner Cruise

(depart promptly at 6:00 PM)

OCTOBER 11, 2018



E-Call Flipbook

9:00 AM - 10:00 AM

Networking and Break

10:00 AM - 10:15 AM

Proactive Project Selling/ Round Table

10:15 AM - 11:15 AM

Break and Group Lunch – Columbia Restaurant

11:15 AM - 12:45 PM

Scenario Selling – Part 1 (joint with Principals/GMs)

12:45 PM - 2:00 PM

Networking and Break

2:00 PM - 2:15 PM

Scenario Selling – Part 2 (joint with Principals/GMs)

2:15 PM - 3:15 PM

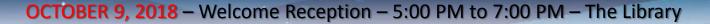
Networking and Break

3:15 PM - 3:30 PM

Action Plan/Closing Session

3:30 PM - 4:00 PM

SCHEDULE OF EVENTS | TECHNICIANS



OCTOBER 10, 2018

Welcome and Opening Session

8:15 AM - 9:30 AM

Networking and Break

9:30 AM - 9:45 AM

Substation Equipment Specialty Tests – Part 1

Presented by
Fabio Pelliccione, Luca Garagnani,
and Simone Meneghin,
Altanova Group
9:45 AM – 12:00 Noon

ALTANOVAGROUP

Group Lunch – Columbia Restaurant

12:00 Noon - 1:15 PM

Substation Equipment Specialty Tests – Part 2

1:15 PM - 3:30 PM

Group Outing – Thames River Dinner Cruise

(depart promptly at 6:00 PM)

OCTOBER 11, 2018

Substation Equipment Specialty Tests – Part 3

9:00 AM - 11:15 AM

Break and Group Lunch – Columbia Restaurant

11:15 AM - 12:45 PM

Substation Equipment Specialty Tests – Part 4

12:45 PM - 3:15 PM

Networking and Break

3:15 PM - 3:30 PM

Action Plan/Closing Session

3:30 PM - 4:00 PM

Technician Track Description - This course is designed for TEGG technicians and engineers who are performing TEGG Services and are looking for additional offerings for customers. Although the technology is designed for applications over 1000V, it can open new opportunities for learning partial discharge that identify faults within insulating systems, and is a complement for ultrasonic testing over 1000V. The course will cover:

- Partial discharge the detection of partial discharge activity within cables, transformers, rotating machines and gas-insulated switchgear
- Battery capacity testing best practices for assessing the overall health of battery systems
- Relay testing best practices to assess both distribution and transmission class protection systems
- Circuit breaker how to assess the condition of high and medium voltage circuit breakers
- Power transformer testing various testing performed to assess the condition of a power transformer