



2018

# 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 9, 2018** – Welcome Reception – 5:00 PM to 7:00 PM – The Library

## **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**

#### **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 9, 2018** – Welcome Reception – 5:00 PM to 7:00 PM – The Library

### **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



#### **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