

#SLSC19

4<sup>TH</sup> INTERNATIONAL  
**STREET LIGHTING+**  
**SMART CONTROLS**  
**CONFERENCE**  
GET SMART CITY READY

**2019**

**2-4 April 2019**

International Convention Centre, Sydney, NSW  
www.streetlightingconference.com.au

## Masterclass Programme

Friday 5 April 2019

### ***Modern Business Cases for Smart Street Lighting Assets***

***An interactive workshop for turning potential into action***

This interactive workshop is facilitated by international achievers with practical implementation experience. The masterclass will drill-down into the real methods used to gain project approval to deliver substantive value adding outcomes. The session facilitators will interact very closely with masterclass participants and local support facilitators.

SESSION 1

9:00AM

#### **Lessons from the European Commission Humble Lamppost initiative for ANZ**

**Facilitator: Mr Graham Colclough**

Chair of The European Commission Innovation Partnership for Smart & Sustainable Cities (EIP-SCC) and Lead for the 'Humble Lamppost' initiative - London UK. While Europe's approach differs in key respects, there is much to learn about the application of multi function smart poles, including:

- Cities and regions working together for procurement efficiency
- Business model options for smart multi function poles
- Defining and measuring business case value
- Bundling of lighting and non-lighting smart features
- Real use-case stories from application leading cities
- Achieving quick wins

**10:20AM – 10:40AM** Morning Tea

### The DNSP Case for Smart Street Lighting

**Facilitator: Mr Justin Harmond**

Lighting & Smart Services Operations Manager, Georgia Power, Georgia, USA. Georgia Power is an investor-owned electricity utility implementing the largest conversion to LED and smart controls in the world. No matter what your interest, it's all open for candid, closed-door discussion:

- How did Georgia Power get its customers on-side?
- How did Georgia Power satisfy its regulator about pricing and technologies?
- How did Georgia Power build an internal case to adopt smart controls?
- How did Georgia Power get approval to use smart controls for metering?
- How did Georgia Power select its smart controls providers?
- How is Georgia Power using smart controls for asset management?
- How is Georgia Power providing non-lighting smart features to customers?

**12:00PM** Buffet Lunch

### Participant-Focused ANZ Problem Solving Clinic

Breaking up in to smaller groups after lunch, masterclass participants will have the opportunity for further interaction with our international speakers on the problems that they are facing. IPWEA SLSC Programme advisors will help lead a small group problem solving clinic on overcoming local issues and barriers.

Facilitators will be:

- Bryan King and Godfrey Bridger - Strategic Lighting Partners Ltd
- Graham Mawer and Paul Gowans - Next Energy Pty Ltd

### Review, Consolidation, Takeaways and Actions

**2:30PM** Masterclass closes