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'AIE Council of Delegates highlights the year 2016 and embraces new digital challenges and business models in electrical vehicles within the conference 'AIE Connecting'.

Brussels, 15 September 2016 – From 8-10 September, the Association for Electrical Contractors [AIE] convened in Oslo for its General Assembly hosted by Nelfo, the Norwegian trade association for the electrical industry. AIE Delegates were welcomed by their President John Harry Simonstad and enjoyed the warm Norwegian hospitality. This resulted in interesting working sessions, most inspiring business sessions and good & smooth networking.



John Harry Simonstad, President of Nelfo, welcomes all delegates and partners before enjoying the dinner at the FRAM museum

On Thursday the AIE held its annual Strategic forum, focusing on the AIE's strategy and challenges for the future taking into account the technological, economic and financial developments in Europe. This year's edition focussed on three topics:

1. **Digitalisation, Internet of Things [IoT] and 'Uberisation'**: how can contractors reflect, engage and finally turn this into revenues.
2. **The impact of renewable energy and new enabling technologies going from smart grids and self-generation to storage equipment**: How can we guarantee quality and safety and which additional services can contractors deliver?
3. **Relationships in the electrical value chain: new markets – new roles and market surveillance of electrical products.**

The delegates had brainstorming sessions in three groups, resulting in reports on the strategic issues the AIE should focus on and their perception of AIE's added value.

The Conference day was preceded by the fruitful Statutory General Assembly reporting on all AIE's activities by the President, the General Secretary and the Task Forces.

A new management committee was elected with Thomas Carlsson [EIO/Sweden] as AIE President, Gérard Constantin [VSEI/Switzerland] as Vice-President and Martin Bailey [ECA-SELECT/UK] as member.



From left to right: Martin Bailey (AIE Member of Management Committee – ECA/UK), Gérard Constantin (AIE Vice-President - VSEI/CH), Evelyne Schellekens (AIE General Secretary - BE), Thomas Carlsson (AIE President – EIO/SE), Janne Skogberg (AIE Expert Energy Affairs – STUL/FI)

In the afternoon the conference was introduced by Mr Gorän Persson, former Prime Minister of Sweden, who addressed in a lively, interesting presentation the climate and energy changes in a global, geopolitical framework and Europe’s turbulences, with its opportunities and challenges for the electrical industry.

Mr Leif T. Aanensen, Sector Manager of the Norsk Elektroteknisk Komite [NEK], grabbed the audience on the green wave and explained in human language about rapid technology changes like IoT – Internet of Things.

Mr James Watson, CEO of Solar Power Europe explained how to take Energy Storage to the next level, now that across Europe key players are making real progress. Digitisation is the one development that will allow living up to the challenge.

Electrical vehicles and new business models were elaborately discussed with Jon-Steinar Hanstad of NELFO exposing ‘the Norwegian success case’ – ‘Challenges and opportunities of electric cars from a political and technical perspective’.

Mr Jiri Räsänen, CEO of the Finnish Parkkisähkö Oy (Park Energy) illustrated with a practical example on how Internet of Things [IoT] can help the electrical vehicles development.

The panel debate moderated by Ove Guttormsen concluded that electrical contractors are definitely part of the future!

During the beautifully decorated Gala Dinner, Evelyne Schellekens was surprised and honoured by Bjørn Erik Pettersen [Former AIE President from 2002-2004] for her 15 years (!) of good work, loyalty and professionalism as AIE General Secretary. Furthermore you can discover the [photo gallery of this successful event](#) with lots of smiling faces!

> Download the [AIE annual report 2015-2016](#)

European Association of Electrical Contractors

“ELECTRICITY SURROUNDS US – TOUCHES EVERY ONE OF US, EVERY DAY, EVERYWHERE. Who we are: The AIE – the European Association of electrical contracting companies - represents through its 15 national member associations companies from all sizes, the big majors and a majority of small and medium size enterprises [SME]. AIE member companies have an in-depth knowledge and high-quality expert skills to carry out all kind of electrical engineering and infrastructure works [high, medium and low voltage]. Monitoring the EU agenda/Directives relevant for the electrical sector, the AIE points out the key strategies and main priorities for the modern electrical contractor. With the increasing complexity of technical installations, the private consumer and house owners are becoming more and more dependent on the knowledge and creativity of the electrical contractor. He is an expert adviser who is able to explain to the client the possibilities and advantages of new technology in a technical and environmental way. Kindly visit our website: www.aie.eu or contact us at info@aie.eu.