

Helsinki, Finland, June 16-19, 2013

Integrator Partner Seminar 2013

Agenda Monday, June 17 2013

Best Western Premier Hotel Katajanokka

| Time | Topic | Speaker(s) |
|-------|--|---------------------------------|
| 9:00 | Welcome to IPS 2013 | Olav Lundström |
| 9:15 | Opening speech - Importance in being a valued partner of ABB | Tauno Heinola |
| 9:45 | Coffee and telephone break | |
| 10:15 | ABB's commitment to Partners - Yesterday and tomorrow | Olav Lundström |
| 10:45 | Launching the new Value Provider Program | Mats Andersson |
| 11:15 | Lunch | |
| 12:45 | Highlights from the system level product portfolio | Mikael Molander Helmut Weber |
| 13:45 | Success story – Introducing RTU based solutions in UAE | Deric Durand/ Power Economy |
| 14:05 | Coffee and telephone break | |
| 14:35 | Highlights from the bay level product portfolio | Lars Frisk Tero Talvitie |
| 15:35 | Success story – Experiences in utilizing ABB's products and applications | Ivo Marc/ CCE, d.o.o. |
| 15:55 | Summary of the day | |
| 16:00 | IPS 2013 Exhibition opening | |
| 17:45 | IPS 2013 Exhibition ends | |
| | Optional evening program | |
| 18:00 | Departure for group A | |
| 18:45 | Departure for group B | |
| 20:30 | Dinner in restaurant Sipuli | |

Helsinki, Finland, June 16-19, 2013

Integrator Partner Seminar 2013

Agenda Tuesday, June 18 2013

Best Western Premier Hotel Katajanokka

| Time | Topic | Speaker(s) |
|-------|---|--------------------------------------|
| 9:00 | Opening of the day | Gert Sjören |
| 9:10 | Discover new business potential in Network Automation | Jussi Ahola |
| 9:40 | New business with completed RTU500 series | Sigbert Reimann |
| 10:10 | Coffee and telephone break | |
| 10:40 | Success Story - MicroSCADA Pro based Lucy Automation SCADA | Muhammad Iqbal Lucy Switchgear |
| 11:00 | Grid Automation - Solutions for a Growing Business | Eero Mertano |
| 11:30 | Non conventional applications -service and support | Patrick Cost |
| 12:00 | Lunch | |
| 13:30 | Success story – Protection solution for a small generator application | Patrick Cost |
| 13:50 | Stay updated - ABB marketing for valued partners | Yasmine Abdelmoula Paula Törnroos |
| 14:20 | Coffee and telephone break | |
| 14:50 | Opportunities in after sales and service business | Stefan E Johansson Kaj Andtbacka |
| 15.50 | Summary and end of the day | |
| 17:00 | Depart for evening program and dinner | |

Helsinki, Finland, June 16-19, 2013

Integrator Partner Seminar 2013

Agenda Wednesday, June 19 2013

Best Western Premier Hotel Katajanokka

| Time | Topic | Speaker(s) |
|-------|--|-------------------|
| 9:00 | Opening of the day and introduction to the parallel sessions | Elina Hakkarainen |
| 9:15 | Parallel sessions - Business discussions and technical tracks | |
| 10:30 | Coffee and telephone break | |
| 11:00 | Parallel sessions continue - Business discussions and technical tracks | |
| 12:15 | Lunch | |
| 13:15 | Summary and conclusions | Mats von Essen |
| 13:45 | End of seminar | |