

# WAPIC

West African Power Industry Convention

**18 – 19 November 2014**

Pre-conference workshop 17 November | Site visits 20 November

Eko Hotel, Lagos, Nigeria

Accelerating West Africa's sustainable  
power transformation

Host ministry



FEDERAL MINISTRY OF POWER

Co-located shows

**METERING  
BILLING/CRM**  
WEST AFRICA



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Power Limited - Shiroro  
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- **LAMU AUDU**, Managing Director/CEO, Mainstream Energy Solutions Limited (MESL), Nigeria
- **METE BAYSAL**, Managing Director/CEO, Jos Electricity Distribution Company (JEDC), Nigeria
- **NEIL CROUCHER**, Managing Director/CEO, Abuja Electricity Distribution Company, Nigeria
- **JACOB UDO-UDO JACOB**, Managing Director, Covenance Global Energy Limited, UK
- **MACK KAST**, Managing Director/CEO, Transmission Company of Nigeria (TCN), Nigeria
- **IFOMA MALO**, Special Assistant on Energy Policy, Office of the Honourable Minister, Federal Ministry of Power, Nigeria
- **JOSEPH MAYAH**, Deputy CEO, Liberia Electricity Company (LEC), Liberia
- **OLALERE ODUSETE**, Head, Business Development, OANDO Gas & Power, Nigeria
- **ERIC OLO**, Head, Corporate Finance, North South Power PLC, Nigeria
- **AAKO UGBABE**, Board Member, Transmission Company of Nigeria (TCN), Nigeria
- **DANIEL WERNER**, Programme Director, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) – Nigeria Energy Support Programme, Nigeria
- **MUDA YUSUF**, Director General, Lagos Chamber of Commerce and Industry, Nigeria

Raise your profile and build relationships by connecting with industry influencers during various networking opportunities.

Meet our advisory board, speakers, delegates and distinguished guests in a relaxed environment.

Monday, 17 November 2014, 17:00, Eko Hotel Pool

Tuesday, 18 November 2014, 17:00, Eko Hotel Pool

# Welcome to WAPIC 2014

The 11<sup>th</sup> annual West African Power Industry Convention (WAPIC) comes at an exciting period of great opportunities for private sector involvement in the West African power and energy market, with enormous growth potential.

We have chosen the theme 'Accelerating West Africa's sustainable power transformation' to highlight the need to scale up stakeholder engagement and deepen investment partnerships needed to fast-track the palpable power sector transformation and reforms currently taking place in the region.

This year's programme promises to offer an exciting range of topics. We spoke and listened to key figures in the sector and developed an industry-relevant conference programme, shaped by the contributions of our distinguished Advisory Board. The world-class keynote presentation featured this year is remarkable. We also proudly celebrate the participation of high-level government representatives, influential business leaders, policy makers, and key stakeholders who shape the power landscape in the region.

Our exhibitor and sponsor lists grow each year. We therefore encourage you to take full advantage of the networking and new knowledge opportunities on the exhibition floor.

Spintelligent wishes to thank the Federal Government of Nigeria, the Ministry of Power and the Presidential Task Force on Power for their continued support. We would also like to thank all our sponsors, supporting utilities, exhibitors and delegates for their valuable contribution in making WAPIC the must-attend power sector event in West Africa.

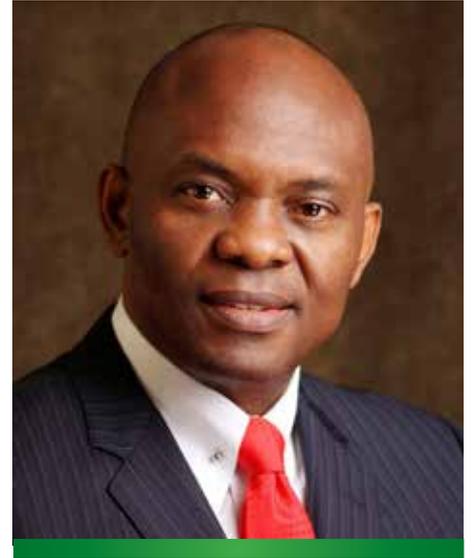
I look forward to welcoming you in Lagos.



Sincerely,

Irene Ochem  
Programme Director

## KEYNOTE SPEAKER



**TONY O. ELUMELU, CON**  
Chairman, Heirs Holdings

Tony O. Elumelu, CON, is an entrepreneur, philanthropist and chairman of Heirs Holdings. Founded in 2010, Heirs Holdings is a proprietary investment company operating a portfolio of businesses with significant interests in the ICT, financial services, energy, real estate and hospitality, agriculture and healthcare sectors across the African continent. Tony is the originator and leading proponent of 'Africapitalism', an economic philosophy that views the African private sector as the key driver of lasting economic and social transformation in Africa, through long-term investments.

### Silver sponsor



### Bronze sponsors



## Supporting utilities

### AEDC

Abuja Electricity Distribution Company

### EKEDC

Eko Electricity Distribution Company

### ECG

Electricity Company of Ghana

### EEDC

Enugu Electricity Distribution Company

### GRIDCo

Ghana Grid Company Limited

### JEDC

Jos Electricity Distribution Company

### KEDC

Kaduna Electricity Distribution Company

### LEC

Liberia Electricity Corporation

### MESL

Mainstream Energy Solutions Limited

### NSPL

North South Power Limited – Shiroro  
Hydroelectric Power Station

### ONEM

Operator of the Nigerian Electricity  
Market

### TUPL

Transcorp Ughelli Power Limited

### TCN

Transmission Company of Nigeria

# Conference overview



As the power transformation and reforms continue to evolve, how will the role of the traditional and emerging stakeholders play out and with what impact? In 2014, WAPIC will examine the present and debate the future of the West African power sector with an in-depth analysis of the key drivers that are shaping the industry.

Topics include:

- Generation capacity and infrastructure deficit
- Revenue profile
- Rural electrification
- Access to finance
- Regulation
- Investment options and opportunities
- Skilled workforce

A pre-conference workshop on energy efficiency and renewable energy technologies provides insights and solutions for boosting your profits and for alternative energy resources to ensure sustainable economic growth.



### Adequate power supply and infrastructure: Overcoming constraints.

How do you solve the power sector infrastructure issues, generation capacity, gas to power plant, gas pricing and energy security?

#### Featured speakers



**SAM AMADI**  
Chairman/CEO, Nigerian Electricity Regulatory Commission (NERC), Nigeria



**MACK KAST**  
Managing Director/CEO, Transmission Company of Nigeria (TCN), Nigeria



Effective metering management is a vital strategy if the West African power industry is to control future electricity demands, minimise risks and losses, increase customer satisfaction and loyalty, and ultimately, grow its revenue and provide economic wealth.

Now in its second year, Metering, Billing/CRM West Africa will visit and provide solutions to such burning issues as:

- Closing the huge metering gap
- How critical are revenue protection and asset management in a privatised sector
- Loss reduction
- Metering technologies
- The best payment and resource management options for electricity suppliers and their customers

The pre-conference workshop will focus on the post-privatisation Nigeria and how to ensure financial sustainability through better planning and management of the metering system and infrastructure.



### Gain new and valuable knowledge on revenue protection.

How effective a tool is it for developing the West African power market? Are the regulatory and legal systems adequate to protect utility interests or are they letting us down?

#### Featured speakers



**OLADELE AMODA**  
Managing Director /CEO, Eko Electricity Distribution Company (EKEDC), Nigeria



**UZOMA ACHINANYA**  
Managing Director, EMTECH Energy Services Ltd, Nigeria

## 7 Reasons to attend

### NETWORK

Meet the power industry's decision makers, thought leaders, innovators and influencers in one interactive environment.

### 11 YEARS IN WEST AFRICA

Benefit from our experience and track record in pioneering and facilitating partnerships in West Africa.

### NEW KNOWLEDGE

Gain from the combined knowledge and perspectives of over 1000 high-level government representatives, speakers and business leaders.

### GROW YOUR BUSINESS

Form new investment partnerships and cement old ones, move beyond networking and win deals.

### BE IN THE INDUSTRY FRONTLINE

Discover where the best opportunities lie in the newly-privatised Nigerian power market and stay ahead of the competition.

### GET TOPICAL

Keep abreast and up-to-date with key challenges and issues facing the power sector in the West African region.

### LEARN ABOUT NEW TECHNOLOGIES

Meet over 70 exhibitors showcasing new products and solutions. Attend free workshops and demos.

# INDUSTRY AWARDS GALA DINNER



WEST AFRICAN POWER

## INDUSTRY AWARDS

*Benchmarking excellence in the power industry*

18 November 2014, 19:30 – 23:30  
Eko Hotel, Lagos

### Maximise your networking opportunities at West Africa's leading power industry event

Attend the awards ceremony to celebrate West Africa's triumphs and successes with a champagne reception, three course meal and an evening of entertainment with senior executives from West Africa's utility industry.

#### NOMINATE

Submit nominations online.  
Deadline: 3 October 2014

#### REGISTER

Book your seat or corporate table. Limited availability.

#### SPONSOR

Host champagne reception and present an award.

For more information on how to nominate, register or sponsor, visit [www.wapicforum.com/awards](http://www.wapicforum.com/awards)



# Pre-conference workshops, 17 November 2014

Join the pre-conference workshops on energy efficiency and renewable energy technologies as well as metering, and gain useful practical experience to help address and provide solutions to your power and energy challenges.

07:30 Registration opens



## WORKSHOP 1

### Energy efficiency and renewable energy technologies

Workshop leader: *Jacob Udo-Udo Jacob, Managing Director, Governance Global Energy Ltd, United Kingdom*



## WORKSHOP 2

### Nigeria: After take-over – Securing your metering infrastructure to ensure financial sustainability

Workshop leader: *Anthony Hobbs, CEO, Utelligence Limited, United Arab Emirates*

09:00 **Energy efficiency: Boosting your profit and embracing sustainability**

#### Renewable energy – Solar mini-grids: Potential and challenges

*S. M. Formanul Islam, Deputy CEO, Infrastructure Development Company Limited (IDCOL), Bangladesh*

#### Planning for metering

- Business case and functionality requirements
- Determining technology based on objectives, not objectives based on technology - benefits
- Financials: Return on Investment, NPV, etc.
- Know your community demographics

10:30 Refreshment break

11:15 **Strategies for reducing energy consumption: 7 proven steps to achieving 30% reduction in industrial and domestic consumption**

#### You get what you pay for: Meter procurement strategy

- Local manufacturers vs international manufacturers
- Quality, technical & regulatory standards
- Cost comparisons (including customs and import duty)

12:30 Lunch break

14:00 **Biogas-based power: A solution for power and clean environment**

*S. M. Formanul Islam, Deputy CEO, Infrastructure Development Company Limited (IDCOL), Bangladesh*

#### Where has the money gone? Technologies and methods of organisational energy audits and smart energy management

#### Planning to reduce loss & improve quality of supply

- Understanding and quantification of losses
- Loss reduction and metering management
- Process and monitoring – Aggregation
- Load balancing and supply interruptions
- Regulatory KPIs

15:00 Refreshment break

15:30 **Demand Response Management: Exploring new opportunities and partnerships for generating income in Nigeria's electricity sector**

#### Post implementation: Skills acquisition, technology transfer and job creation

- Supplier training, support and maintenance
- Utility organisational structure – Process changes
- Social responsibilities – Job creation
- Skills availability in the market



## Have your say...

Help us make WAPIC 2014 the best regional industry event by nominating a topic or speaker you know will add value. Ask us about the criteria.

Contact Irene Ochem: [irene.ochem@spintelligent.com](mailto:irene.ochem@spintelligent.com) | +27 21 700 3564

## Opening Keynote Session



SESSION 1.0.1

### West Africa: Funding and financing the power transformation

Chairperson and Moderator: Kunle Elebute, Partner and Head Advisory Services, West Africa, KPMG, Nigeria

09:00



#### Welcome from Spintelligent

David Ashdown, Managing Director, Spintelligent, South Africa

09:05



#### Welcome address: Update on the Nigerian power privatisation

Hon Minister Chinedu O. Nebo, OON, Federal Ministry of Power, Nigeria\*

09:25



#### Power investment and financing in Ghana

Thomas M. Akabzaa, Chief Director, Ministry of Energy and Petroleum, Ghana

09:45



#### Keynote address: Unlocking investment and growth in the West African electricity power sector

Tony O. Elumelu, CON, Chairman, Heirs Holdings, Nigeria

10:15



#### Power Africa: US engagement into the African power sector and a \$7 billion commitment

Andrew Herscovitz, Coordinator for Power Africa and Trade Africa, Kenya\*

10:50

Panel discussion:

- Risks and challenges in power finance and how to mitigate them
- The private sector and energy finance
- Sustainable public-private partnerships (PPPs)
- Options and access

Panellists:

- Batchi Baldeh, Senior Vice President, Africa Finance Corporation, Nigeria
- Reynolds Dagogo-Jack, Chairman, Presidential Task Force on Power (PTFP), Nigeria
- Tony O. Elumelu, CON, Chairman, Heirs Holdings, Nigeria
- Klaus Findt, Partner COO, KPMG Global Infrastructure – Africa, South Africa
- Andrew Herscovitz, Coordinator for Power Africa and Trade Africa, Kenya\*
- Uche Orji, Chief Executive Officer, Nigerian Sovereign Investment Authority, Nigeria\*

11:30

Opening of the exhibition floor and lunch

\* Invited



# Conference day 1: Tuesday, 18 November 2014



## SESSION 1.1.1

### Adequate power supply and infrastructure: Overcoming constraints

Chairperson and Moderator: *Chineme Okafor, Energy Reporter, THISDAY, Nigeria*

13:30 **Solving power sector infrastructure issues**  
*Mack Kast, Managing Director/Chief Executive Officer, Transmission Company of Nigeria (TCN), Nigeria*

### Nigerian gas and power sector market: Post policy impediment regime

*Benjamin Ogbalor, CEO, Everlink Sourcing Ltd, Nigeria*

Panel discussion - Panelists

- *Kunle Allen, Chief Executive Officer, Gas Aggregation Company of Nigeria (GACN), Nigeria\**
- *Adeoye Fadeyibi, Managing Director/Chief Executive Officer, Transcorp Ughelli Power Limited (TUPL), Nigeria*
- *Godknows Igali, Permanent Secretary, Federal Ministry of Power, Nigeria*
- *David Ige, Group Executive Director, Gas and Power, NNPC, Nigeria\**
- *Mack Kast, Managing Director/Chief Executive Officer, Transmission Company of Nigeria (TCN), Nigeria*

15:00 Refreshment break

## SESSION 1.1.2

### Options for increased access to electricity in West Africa: The case for a regional electricity market

Chairperson: *Joseph Maya, Deputy CEO, Liberian Electricity Company (LEC), Liberia*

15:45 Panel discussion - Panelists

- *Andrew T. Barfour, Project Coordinator, Ghana Energy Development and Access Project (GEDAP), Ministry of Energy and Petroleum, Ghana*
- *Rachid Ben Dali, CEO STEG, Tunisia & President, Association of Power Utilities of Africa (APUA), Ivory Coast\**
- *Amadou Diallo, Secretary General, West African Power Pool, Benin*
- *Ifey Ikeonu, Council Member, ECOWAS Renewable Energy Regulatory Agency, Ghana*
- *Aako Ugbabe, Board Member, Transmission Company of Nigeria (TCN), Nigeria*

17:00 Networking function

19:30 West African Power Industry Awards

## SESSION 1.2.1

### Power distribution solutions: A West African perspective

Chairperson: *Alex Osei, General Manager, Management Information Systems, Electricity Company of Ghana (ECG), Ghana*

### The practical challenges of modernising a utility network in a capital constrained environment

*Robert Dickerman, Managing Director/Chief Executive Officer, Enugu Electricity Distribution Company (EEDC), Nigeria*

### Closing the metering gap: Financing metering projects after CAPMI – a vendor's perspective

*Bright Nwangwu, Chairman, Sabrud Consortium Limited, Nigeria*

### Q&A

## SESSION 1.2.2

### Strategic metering: Managing the process

Chairperson: *Uzoma Achinanya, Managing Director, EMTECH Energy Services Limited, Nigeria*

Panel discussion - Panelists

- *Oladele Amoda, Eko Electricity Distribution Company (EKEDC), Nigeria*
- *Mary Awolokun, Commissioner, Engineering, Standards & Safety, Nigerian Electricity Regulatory Commission (NERC), Nigeria\**
- *Neil Croucher, Managing Director/CEO, Abuja Electricity Distribution Company (AEDC), Nigeria*
- *Samuel Sarpong, Managing Director, Public Utilities Regulatory Commission (PURC), Ghana*
- *Lucas Scaraffiotti, CEO, Momas Electricity Meter Manufacturing Company Limited (MEMMCO), Nigeria\**

## Country-focused round tables

Following a very successful West African breakfast discussion during African Utility Week this year, we will continue the tradition, highlighting the key opportunities available in specific West African countries such as Ghana.

This breakfast intends to gather project developers, financiers and technology providers in order to explore business opportunities and get an update on recent power sector developments and initiatives.

- **Ghana breakfast – 18 November 2014; 07:00**

By invitation only

# Conference day 2: Wednesday, 19 November 2014



SESSION 2.1.1

## Harnessing opportunities in the Nigerian post-privatisation power market

Chairperson: Samuel J. Agbogun, Chief Executive Officer, Nigerian Electricity Liability Management Ltd (NELMCO), Nigeria

### 09:00 Unlocking values in the power sector

Eric Olo, Chief Commercial Officer, North South Power Plc, Nigeria

### Smart power generation solutions – Mini-LNG for power generation

Ade Audifferren, Managing Director, WARTSILA, Nigeria

### Panel Q&A

10:00 Refreshment break

SESSION 2.1.2

## Regulatory frameworks, standards and policies

Chairperson: William Amuna, Managing Director, Ghana Grid Company (GRIDCO), Ghana

### 10:45 Transforming electricity supply through incentive regulation

Sam Amadi, Chairman/Chief Executive Officer, Nigerian Electricity Regulatory Commission (NERC), Nigeria

### Improving regulatory performance through benchmarking

Ifey Ikeonu, Council Member (Legal), ECOWAS Regional Electricity Regulatory Authority, Ghana

### Developmental strides in the Nigerian electricity market

Ngozi Osuhor, Market Operator, Operator of the Nigerian Electricity Market (ONEM), Nigeria

### Panel Q&A

12:15 Lunch break



SESSION 2.2.1

## Revenue protection and loss reduction for increased profitability

Chairperson: Tetteh Okyne, Director of Operations, Electricity Company of Ghana (ECG), Ghana

### Revenue protection as a veritable tool for electricity market development

Uzoma Achinanya, Managing Director, EMTECH Energy Services Limited, Nigeria

### Asset management of distribution components

Anthony Adoghe, Senior Lecturer, Covenant University, Nigeria

### A template for commercial loss reduction in electric distribution systems

Nicholas Smart-Yeboah, Independent Energy Consultant, Ghana

### Panel Q&A

SESSION 2.2.2

## Metering technologies and standards for effective distribution management

Chairperson: Idris Mohammed, Chief Executive Officer, Kaduna Electricity Distribution Company, Nigeria

### Smart metering: Towards a revolution in revenue protection and load management

Oladele Amoda, Managing Director/Chief Executive Officer, Eko Electricity Distribution Company (EKEDC), Nigeria

### Simple prepayment meters vs. smart prepayment metering

Joseph Wittman, Vice President Business Development, PowerCom Limited, Israel

### The Standard Transfer Specification – 2014 and beyond

Kobus Van den Berg, Associate/Principal Engineer, Aurecon Group, South Africa

### Panel Q&A

African countries regularly attending WAPIC



## Opportunities in West Africa's power market

**US\$7.5 bn**

Finance required by Nigeria's generation and distribution companies between now and 2020

**Over 72%**

Electrification of its urban cities, Ghana plans to advance on rural electrification.



## SESSION 2.1.3

### Renewable energy and T&D solutions to accelerate rural electrification

Chairperson: Senator Jonathan Zwingina, Board Chairman, Rural Electrification Agency, Nigeria

14:00

#### Renewable energy solutions for productive use

Segun Adaju, Chief of Party, Winrock International, USAID-Nigeria  
Renewable Energy and Energy Efficiency Project, Nigeria

#### Beyond the grid: Off-grid and small energy solutions for rural dwellers

Andrew T. Barfour, Project Coordinator, Ghana Energy Development and Access Project (GEDAP), Ministry of Energy and Petroleum, Ghana

#### A case study on solar home systems: From darkness to light:

##### The role of solar home systems to bring in significant transformation in the rural lives of Bangladesh

S. M. Formanul Islam, Deputy CEO, Infrastructure Development Company Limited (IDCOL), Bangladesh

#### A feasibility study of Power Line Communication implementation on Single Wire Earth Return (SWER) distribution systems

Balarabe Nkom, Electrical Engineer, Department of Electrical and Electronic Engineering, Auckland University of Technology, New Zealand

#### Panel Q&A



## SESSION 2.2.3

### Appropriate billing and customer support services for improved efficiency

Chairperson: Daudu Abdul-Aziz, Chief Operating Officer, Shiroro Hydroelectric Power Station, Nigeria

#### Appropriate utility billing – process or event

Isaac Adu-Botchway, Regional Commercial Manager, Ashanti-West, Electricity Company of Ghana (ECG), Ghana

#### Customer engagement and relationship management

Jacob Udo-Udo Jacob, Managing Director, Covernance Global Energy Ltd, United Kingdom

#### Panel Q&A

15:00 Refreshment break

## CLOSING SESSION 2.1.4

### Skilled workforce in the power sector: Challenges and responses

Chairperson: Phillip Griffith, General Manager, GE Global Chain for Africa, Nigeria

#### 15:30 Developing skilled manpower for the power sector in Nigeria: The role of the National Power Training Institute of Nigeria (NAPTIN)

Reuben Okeke, Director General, National Power Training Institute of Nigeria (NAPTIN), Nigeria

#### Panel Discussion:

- Wirba Alidu, Head of Office, UNOPS, Nigeria
- Lamu Audu, Managing Director/Chief Executive officer, Mainstream Energy Solutions Limited (MESL), Nigeria
- William Hutton-Mensah, Managing Director, Electricity Company of Ghana (ECG), Ghana
- Marcel Hocheit, Country President, Schneider Electric, Nigeria\*
- Felix Nitz, Programme Manager, Nigerian Energy Support Programme, GIZ, Germany
- Reuben Okeke, Director General, NAPTIN, Nigeria



Save up to \$480 by registering for the Gold Pass (2-day conference + pre-conference), rather than booking these individually.

**Early bird discount: The sooner you register, the more you save.**  
Book before 12 September 2014 and save 30% on your conference pass  
or save 15% by booking before 17 October 2014\*

\* T&Cs apply – page 15

## Island Power Project and Eko Atlantic Development Site

09:00 – Leave Eko Hotel  
10:00 – Arrive at Island Power Project  
13:00 – Lunch  
14:30 – Arrive at Eko Atlantic site  
16:00 – Back at Eko Hotel



Located at The Marina in Lagos, the **Island Power Project** remains the fastest executed (9 months) and one of the most successful Independent Power Projects in Nigeria. The project includes an 18-km dedicated underground distribution network which guarantees power delivery to public infrastructure targets all being powered using Compressed Natural Gas (CNG). The Island Power Project has drastically improved the reliability of power supply to the named facilities from 35% to 99.4%, providing constant street lighting and cost savings for the state.



The new city of **Eko Atlantic** is an impressive urban development project in Nigeria. Eko Atlantic will be a new home to 250,000 people and the workplace of another 150,000. Work began in 2006, dredging the first few thousand of what will eventually be approximately 140 million tonnes of sand making it currently the biggest land reclamation site in the world. Soon the foundation for the first buildings will be sunk, and by 2015 the skyline will start to change. Find out more information on this exciting project including tender and investment opportunities.

**Book now, limited places available on the site visit. Only \$300**

## Introducing mPAD – co-located event Manufacturing conference and expo, 18 November 2014

Increase manufacturing process efficiency and manage productivity to grow your bottom line



The theme of the conference is 'Profitability through efficiency and productivity.' Each session is aimed at tapping into the challenges and coming out with viable long term solutions. You can expect to find in-depth discussions on issues relevant to you, hear from stakeholders that are directly involved in the industry and get to join in on the discussion to help the manufacturing industry in Nigeria reach its full potential. [www.mpad-africa.com](http://www.mpad-africa.com)

## Discover new business opportunities and secure deals in Nigeria and West Africa



### VIEW NEW PRODUCTS IN THE MARKET

Make informed purchasing decisions and increase your return on investment.



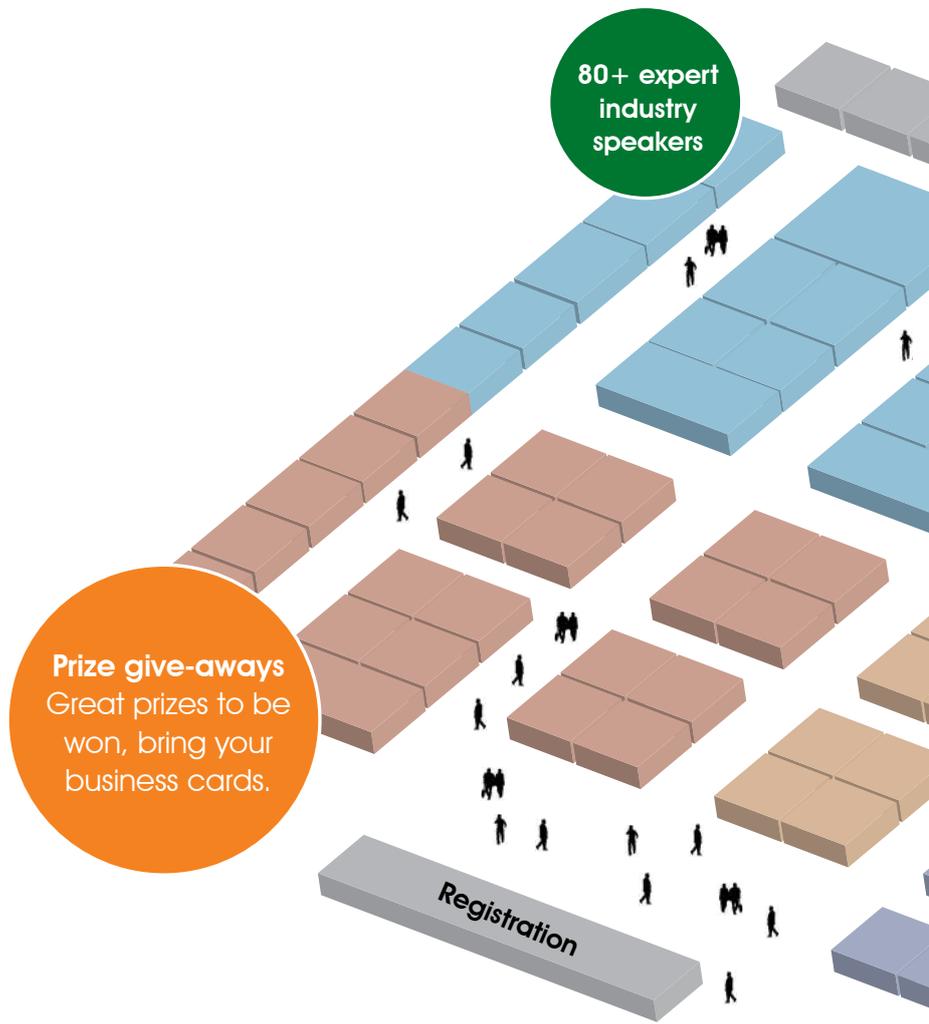
### INCREASE YOUR RETURN ON INVESTMENT

Receive all the product knowledge and insights into the latest industry innovations to increase your output.



### FREE ON THE FLOOR TECHNICAL WORKSHOPS

To get practical solutions to improve your team's productivity, attend these FREE expert-led technical workshops. Upskill your entire technical team by bringing them along.



- Transmission & Distribution
- DTI Pavilion
- Generation
- Renewable

- International
- Gas to Power
- mPAD (manufacturing)

## Some of the products available on the floor:

### METERING

Pre-paid Metering | AMR/AMI Systems | CRM | Revenue Collection | Data Management | Consultants | Chip Manufacturers/ Semiconductors | M2M Communications | Metering Components | Metering Testing Equipment

### T&D/SMART GRID

Transformers | Asset Management, GIS & Mapping | Cables/Materials | Telecoms | System Integrators | Switchgears | SCADA Systems | Distribution Automation | Security | Substation Automation | Relays | T&D Hardware & Equipment | SF6 Gas & Equipment | Outage Management | Infrastructure & Networks | Mobile Work Force Management | HVDC products | Grid Network Infrastructure | Smart Grid Solutions | Application Providers

### GENERATION

Diesel Engine Generators | Natural Gas Engine Generators | Co-generation Applications | Fans | Insulators | Boilers | Software | Pumps & Valves | Control and Measuring Equipment | Engineering & Construction Services | EPC Developers & Consulting Engineers

Register your entire team for the free expo at  
[www.wapicforum.com](http://www.wapicforum.com)



#### NETWORKING FUNCTION AND WELCOME DRINKS

Wind down after a long and productive business day and connect with your colleagues under the West African sunset.

**Tuesday, 18 November 2014, 17:00**



#### Complete your supplier shortlist in just 2 days

Be sure to attend the first-rate technology and solutions focused exhibition, where you will be able to view, operate and test power equipment energy efficiency, generation, transmission and distribution and clean energy.

Use our new online tool to find the exact products you are looking for and set up meetings with the suppliers in advance.

Go to [www.wapicforum.com/floorplan](http://www.wapicforum.com/floorplan)

Select the exhibitor you want to meet

Click  to schedule an appointment

#### CLEAN POWER

Energy Storage & UPS | Solar Water Heating | Inverters | PV Panels | Mountings | Connectors and Junction Boxes | Monitoring Systems | Wind Turbines | Seals/Bearings | Trash Gates | Consultants | Transformers and Monitors

#### LPU/ENERGY EFFICIENCY

LED Lighting | Home Control/Energy Management Systems | Smart Home Appliances | Application Providers | Submeters | Intelligent Energy Control Devices

#### OIL AND GAS

Exploration projects | Surveying and mapping equipment | Drilling equipment | Drilling Rigs-offshore | Drilling Rigs-onshore | Turbines | Fire and safety | Geophysics/Seismic technologies | Pipeline equipment | Pumps | Oilfield equipment | Petrochemicals products | Fuel & Lubricants | Terminals, Kits and Tools

# Venue



Eko Hotel and Suites  
Plot 1415 Adetokunbo Ademola Street,  
PMB 12724, Victoria Island, Lagos Nigeria  
Tel: +234 1 2772700-25, +234 1 460610



## Recommended travel partner



Wakanow.com is the approved travel partner for the 11th West African Power Industry Convention.

For the best prices on your hotel accommodation, flights, airport transfers, visa application and other travel-related services. Contact them today:  
[www.wakanow.com](http://www.wakanow.com) | Phone: +234 1 277 3019 | [wapic2014@wakanow.com](mailto:wapic2014@wakanow.com)

## Visa requirements

Visas for Nigeria are required by all nationalities:

- Valid passport (2 blank pages next to each other)
- One application form (from the website) with the deposit paid directly to Nigerian Embassy
- Detailed itinerary required (preferably travel agent)
- Original bank letter to confirm proof of funds
- Proof of yellow fever vaccination
- Letter of invitation from company in Nigeria (please ask for assistance if needed)
- Employment letter and that company financially and medically responsible as well as proof of accommodation
- Certificate of incorporation of the company in Nigeria
- Proof of hotel reservation (please ask for assistance if needed)

More details for your specific country on <http://www.immigration.gov.ng/>



**Remember: A yellow fever card is mandatory for West African entry.**



## Win a trip to African Utility Week – flights included

Send an SMS with your name, email, job title and company to +234 816 119 5994 to enter the draw. Winners will be announced at 3pm on 19 November on the exhibition floor. You need to be there to win, so remember to register.

# Registration

## 1. CHOOSE YOUR REGISTRATION TYPE

Public companies: Utility, Government, NPOs & Academics	Register and pay before 12 September (30% discount)	Register and pay before 17 October (15% discount)	Final price
Gold Pass <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$1 235	\$1 500	\$1 770
2 day conference <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$1 015	\$1 230	\$1 450
Pre-conference <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$560	\$680	\$800
Site Visit <input type="checkbox"/>		\$300	

Vendors, Private Companies, Consultants	Register and pay before 12 September (30% discount)	Register and pay before 17 October (15% discount)	Final price
Gold Pass <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$1 750	\$2 125	\$2 500
2 day conference <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$1 325	\$1 610	\$1 895
Pre-conference <input type="checkbox"/> WAPIC <input type="checkbox"/> Metering West Africa	\$560	\$680	\$800
Site Visit Eko <input type="checkbox"/>		\$300	

## 2. SELECT THE INDUSTRY THAT YOUR BUSINESS IS IN

- Power Generation  Electricity Utility  Power Distribution  Power Transmission  EPC - Engineering, Procurement and Construction  Financial Institutions  Academic / Research Institution  Government - National  
 Government - Local  Regulator  Consultants  Law Firms  Trade Association  Vendor  Media  
 Commercial Properties  Manufacturing/Plant  Mining  Independent Power Provider (IPPs)  Developers  
 Meter Manufacturers  Telecoms  Billing and Collection  Embassy

## 3. WHAT IS YOUR MAIN FOCUS OF INTEREST?

- Nuclear  Bioenergy  Hydro  Wind  Solar  Coal  Gas to power  Backup generation  Billing & CRM  
 Metering  Smart grids  Finance and investment  Transmission and Distribution  Public- Private Partnerships  
 Revenue protection  Asset Management  Health & Safety  Maintenance and Servicing

## 3. PROVIDE US WITH THE DELEGATE DETAILS

Please photocopy for multiple registrations

Mr/Mrs/Dr/Prof: \_\_\_\_\_ First name: \_\_\_\_\_ Last name: \_\_\_\_\_

Job title/Position: \_\_\_\_\_ Organisation name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Postal code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: (\_\_\_\_) \_\_\_\_\_ Mobile: (\_\_\_\_) \_\_\_\_\_

Email: \_\_\_\_\_

Authorising manager: \_\_\_\_\_ Authorising signature: \_\_\_\_\_

Date: \_\_\_\_\_  I agree to the full terms and conditions

## 4. PROVIDE US WITH INVOICE CONTACT & PAYMENT DETAILS

Bank transfer  Credit card

Credit card number:

CVC: \_\_\_\_\_ Expiry date: \_\_\_\_\_

Cardholder's name: \_\_\_\_\_

Cardholder's signature: \_\_\_\_\_

Contact person for invoicing: \_\_\_\_\_

Organisation purchase order number: \_\_\_\_\_

Name: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: (\_\_\_\_) \_\_\_\_\_ Mobile: (\_\_\_\_) \_\_\_\_\_

## EASY WAYS TO REGISTER

Phone: +27 21 700 3500 (International)  
 Fax: +27 21 700 3501 (International)  
 Email: warda.johnson@spintelligent.com  
 Online: www.wpicforum.com

## DISCLAIMER

Data Protection: Clarion Events are committed to protect your personal information which is processed in accordance with our Privacy Policy which can be found at www.clarionevents.com.

Clarion Events would like to keep you informed about our events and services.

Please tick this box if you do not wish to receive information from Clarion Events by email.

We may share our information with other carefully selected organisations who may contact you for marketing purposes by mail or telephone.

Please tick this box if you do not wish to hear about offers from our event marketing partners by email.

Please tick this box if you do not wish to receive information from selected third parties about their products/services and special offers by email.

## TERMS AND CONDITIONS

**Participation fee includes:** Access to all presentations and networking opportunities. All food and refreshments during the conference sessions (excludes evening meals). All post-conference presentation slides and notes for training purposes. Access to international subject matter experts. Access to exhibition room, On-site assistance with networking. Pass to attend the hosted drinks reception (where applicable)

**Payment details:** On receiving your completed registration form, we will send an official confirmation and invoice within 3 days. Payment of the full delegate fee is due 14 days from the invoice date, or immediately with registration if the booking is made within one month of the event. In the event that payment has not been received before the start of the event, delegates will be refused entry. We recommend you check with your finance department that payment has been made before travelling to the conference.

Service charge: A 5% service charge will be applied for all non-utility companies.

**Cancellation policy:** Cancellations made within 48 hours of receipt of the completed registration form will be eligible for a full refund. Cancellations received in writing more than one month prior to the start of the event will be refunded less a 50% cancellation fee. Cancellations received in writing within one month of the start date of the event will receive no refund and registrants will be liable for payment of 100% of the invoiced amount. A substitute delegate can be named at any time before the event starts and no fees will be applied to this.

No-Shows: Registrants who do not attend the event after the cancellation date will be liable for payment of 100% of the invoiced amount.

**Important notes:** This booking form constitutes a legally binding contract. It may be necessary for reasons beyond the control of Clarion Events to change the content and timing of the programme, the speakers, the date or the venue. In the unlikely event of the programme being cancelled, Clarion Events will issue a credit note or make a full refund but disclaim any further liability. By submitting your details, you agree to the use of your personal information as set out in our privacy policy on www.spintelligent.com.

Sales ID: BR01

For group bookings at an extra discount contact Augustine Tavaya at [augustine.tavaya@spintelligent.com](mailto:augustine.tavaya@spintelligent.com) | +27 21 700 3575

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AFRICA

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[www.eapicforum.com](http://www.eapicforum.com)

3 – 4 November 2015

Kigali, Rwanda

[www.ipad-rwanda.com](http://www.ipad-rwanda.com)

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