



**Case Study: How EVITP & Our JATCs Helped Win New Business**

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### What is a Smart City?

- Embeds digital technology into government systems to gather and assess information
- Uses the information to take specific actions that improve the functionality of a city
- Example of practical application of IOT



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### What Makes a City Smart?

Electronic data collected from citizens, devices, and assets is processed and analyzed to monitor, manage, improve:

- traffic and transportation systems
- power plants
- water supply networks
- waste management
- street furniture
- law enforcement
- information systems
- schools
- libraries
- hospitals
- other community services



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### Why Make a City Smart?

- Increases efficiency of physical infrastructure (roads, **built environment**, other physical assets) to support economic, social, cultural development
- Engages the population to be better informed about and make better use of city resources
- Builds robust resiliency and ability to rapidly adapt to changing circumstances such as traffic congestion, natural and man-made disasters, first responder emergencies




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### Where are the Smartest Cities Right Now?



Everywhere!

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Do smart cities matter? Ask the energy industry

#### Smart cities: innovation in energy drive sustainable cities

Integrating smart cities leads from the environmental policy, digital technology and innovation will enable a better quality of life and sustainable energy consumption



- 100% Smart Governance
- 100% Smart Water Network System
- 100% Smart Healthcare
- 100% Smart Education

### Smart Cities as an Emerging Market

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### Smart Cities as an Emerging Market

- Control Systems
- Sensors
- Connected Street Lamps
- Connected Street Furniture
- Wireless Infrastructure (5G)
- Electric Vehicle Infrastructure
- Autonomous Vehicle Infrastructure
- Smart Grids/Smart Metering
- Internet of Things/Industrial Internet of Things




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### What's in it for IBEW and NECA?

- High value, rapidly growing market
- Reclaim data and telecom sectors
- Opportunity to be early leader in new market segment
- Capitalize further on credibility in municipal marketplace
- Training and working in these technologies is attractive to future labor force




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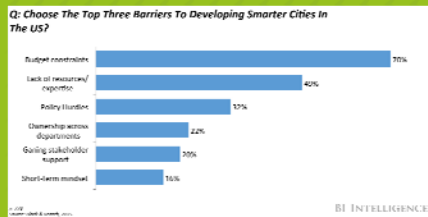
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### What's in it for the Industry's Future?

*Opportunity to solve a challenge and become trusted advisor*




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### Smart Columbus

- Smart Columbus is a federal DoT designation and \$50m grant that focuses on Columbus being a national model for smart mobility technology
- To date more than \$500 million in project funding has been committed by public and private entities including OSU, surrounding communities and major industries
- Most of the projects need to be underway/complete by end of 2020
- Some projects will be implemented outside the city of Columbus
- All projects include a component of electrical power and/or data




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### National Recognition Brings Opportunity

'Columbus under construction to become America's first smart city'

'How Columbus, Ohio parlayed \$50 million into \$500 million for a smart city transportation network'

'Columbus named finalist for second Amazon headquarters'

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Five Smart Columbus focus areas, ours is...

### Electrifying Columbus

Priorities:

- Decarbonization
- Fleet adoption of EV's
- Consumer adoption of EV's
- Transit, autonomous, multi-modal systems connected throughout region
- Build out of EV Charging Station infrastructure




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### Power Connect and Smart Columbus

- Power Connect has been involved for the past 18 months as projects were proposed and planned
- We sought an opportunity to support the initiative, be a visible resource, and generate new business opportunities for our contractor community
- The EV infrastructure buildout emerged as an immediate and primary opportunity to achieve these objectives



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### Power Connect and AEP

- AEP (utility) plans to buildout 375 charging stations of which 75 will be DC fast chargers. All installations will be in commercial locations
- Power Connect applied for and was awarded a \$65k NLMCC grant to be used in support of the Smart Columbus EV infrastructure buildout
- We will partner with AEP as their preferred installation network and use our grant to supplement their rebate program
- We will work in collaboration with the three equipment suppliers AEP selected. ChargePoint has also committed to using PC installers.



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### Power Connect and AEP

- Power Connect must provide an installation network that can cover the entire AEP service territory
- Power Connect contractor network will be promoted by AEP as their preferred installers
- We will work with each equipment manufacturer to be their go-to install network as well.



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### Power Connect Installation Network

- All contractors must have electricians with EVITP certification
- All electricians must have any additional training required by equipment manufacturer
- We will mirror AEP customer intake process with our own web portal, which will be a primary contact point for customers
- We will be responsible for all aspects of site assessment and installation




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### Call to Action

"The built environment is becoming more complicated as smart technologies are rolled out...We need electrical contractors who stay current on the technology available, who can inform and work with the other trade disciplines as they are integrating their efforts."

Jay Wilson, Smarter DC  
*Electrical Contractor Magazine*

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Is this a market we want to dominate?

If so, how will we become national leaders in bringing expertise and resources to the Smart Cities marketplace?

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### Become a Trusted Advisor

- Get involved early in the community's process to propose and plan a Smart City program
- Identify the organization that is championing the Smart City efforts and offer support in advocating for the program
- Seek opportunities to help solve challenges during program planning phase (ie: EVITP certified Install Network)



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### Become a Trusted Advisor

- Partner with distributors, electrical engineering firms, utilities and other sub contracted trades to provide customers with full range of needed expertise (system integration!)
- Bring resources to the table (funding partners, vendors, expertise)
- Host training events for facility managers, developers, other trades
- Seek opportunities to serve on working committees, speaker panels, etc



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### How people in this room helped us win

- Reached out early to NECA, IBEW, NLMCC, etA, Nat'l biz dev colleagues to make aware of opportunity and seek advisement
- Used EVITP as leverage and differentiator with Utility and equipment vendors
- Utilized local JATCs (IBEW 683, 688, 575, 1105 and NECA) and etA resources to gain contractor/IBEW interest and support
- Developed collaborations with IBEW/NECA partners like GrayBar
- NLMCC grant program is essential resource. Those funds attracted important partners and opened doors



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EVERYONE  
Has a Place  
in Our Future

US

Questions

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Smart Cities Info Sources:

<https://smartcitiescouncil.com>

<https://www.smartcitiesdive.com>

<https://www.grandviewresearch.com/press-release/global-smart-cities-market>

Thank You!

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