



VAR PARTNER DAY 2022 | ZAGREB | SEP 12 - 14

Agenda

Tuesday, September 13

Time	Topic & Speaker
09:00 – 09:15	Welcome & Opening Kresimir Mujacic, Head of Sales, Electrification & Automation, Croatia
09:15 – 09:30	Introduction, Agenda & Briefing Edward Strasser, VAR Program Manager, Head of Channel Partners CEE
09:30 – 09:45	SI EA Portfolio Overview Edward Strasser, VAR Program Manager, Head of Channel Partners CEE
09:45 – 10:30	SIPROTEC News Yelitza Rojas Ortiz, Team Lead, Technical Sales & Promotion
10:30 – 11:00	Coffee Break
11:00 – 11:35	REYROLLE News Alexander Erokhin, Regional Sales Manager
11:35 – 12:05	SICAM Applications Walter Hoermann, Senior Automation Expert
12:05 – 12:30	Cyber Security News Franziska Diestel, Head of Digitalization & IoT CEE
12:30 – 13:30	Lunch Break
13:30 – 16:20	Parallel Sessions PROTECTION & AUTOMATION and MEDIUM VOLTAGE (see detailed Agenda on backside)
16:20 – 16:30	Short Briefing for Site Visit
16:30 – 18:15	Site Visit to Elektrana-toplana Zagreb including bus transport
18:15 – 19:00	Free Time
19:00 – 22:00	Dinner at the Restaurant Vinodol Nikola Tesla 10, 10000 Zagreb



Parallel Sessions, September 13

Time	PROTECTION & AUTOMATION	MEDIUM VOLTAGE
13:30 - 14:00	SICAM A8000 News Reinhard Krug Product Lifecycle Manager, Automation	Medium Voltage Switchgear Portfolio Bernd Schuepferling, Product Lifecycle Manager GIS Secondary Switchgear
14:00 - 14:30	SICAM Device Manager News Reinhard Krug Product Lifecycle Manager, Automation	Smart Secondary Switchgear Bernd Schuepferling, Product Lifecycle Manager GIS Secondary Switchgear
14:30 - 15:00	SICAM Navigator Applications (IoT) Franziska Diestel Head of Digitalization & IoT CEE	Siemens Medium Voltage Partnering Artur Linker Partnering Manager, Medium Voltage
15:00 - 15:30	Coffee Break	
15:30 - 15:55	RuggedCom News Werner Jud Regional Sales, RuggedCom	Medium Voltage Components Hauke Wetzels, Regional Sales Manager Medium Voltage Components
15:55 - 16:20	7SX82 Universal Protection Device Yelitza Rojas Ortiz Team Lead, Technical Sales & Promotion	Siemens Vacuum Interrupters Andreas Stelzer, Head of Sales, Medium Voltage Components

Wednesday, September 14

Time	Topic & Speaker
09:00 - 09:30	Global Partner Success Stories Valdimir Teryoshkin, Regional Sales Manager
09:30 - 10:00	Medium Voltage Engineering Guide Christian Heinrich, Product Portfolio Manager
10:00 - 10:30	Partner Program Opportunities Edward Strasser, VAR Program Manager, Head of Channel Partners CEE
10:30 - 11:00	Coffee Break
11:00 - 11:30	Partner Presentation: Končar KET (Croatia)
11:30 - 12:00	Partner Presentation: ElKontrol (Bulgaria)
12:00 - 12:30	Summary, Wrap Up & Thanks Edward Strasser, VAR Program Manager, Head of Channel Partners CEE
12:30 - 13:30	Farewell Lunch & Individual Departure