




Maximizing Value & Opportunities through NECA'S Industry Alliance Network

How Partners Deliver Value to Members—and Why Your Engagement Matters



What is the Industry Alliance Network (IAN)?

- Leading industry resources designed to add more value to the contractor community
- Trusted network of industry partners aligned with NECA



What do Industry Alliance Partners Provide?

- Solutions to contractors' challenges
- Delivers education, resources, and solutions for contractors
- Supports safety, workforce, technology, and business growth
- Tools for productivity, compliance, and efficiency



Education & Training Support

- Free or low-cost education
- On-demand and live training
- Expert-led webinars and presentations
- Chapter meeting presentations
- Skills-based and certification learning



Education & Training Support

NECA CHAPTER OUTREACH PROGRAM

WHAT IS THE CHAPTER OUTREACH PROGRAM?

The NECA Chapter Outreach Program helps chapters offer additional educational opportunities by connecting them with Premier Partners and Ambassador Sponsors who deliver expert-led courses and presentations.

WHY PARTICIPATE?

- ✓ No cost to chapters
- ✓ Flexible scheduling
- ✓ Live, simu-live, virtual, or onsite options
- ✓ Wide range of timely industry topics

HOW IT WORKS

NECA National provides sponsor contact information. Chapters connect directly with sponsors to select topics and schedule sessions.



Scan for more information on the Chapter Outreach Program!



FEATURED TOPICS

- AI for Electrical Contractors: The Competitive Edge You Can't Ignore
- Cut Your BIM Time in Half with AI-Powered Routing
- Decisions Fueled by Data: The Road to AI Integration
- Grid to Charger: How Contractors Can Win in the EV Space
- Turning Standards into Service: How Regulations Can Grow Your Business



Education & Training Support

INDUSTRY PARTNERS EDUCATION & TRAINING HUB

Powered by NECA's Industry Alliance Network

The IAN Education & Training Hub provides easy access to expert-led programs designed to keep your workforce safe, skilled, and ready for the future. Your centralized destination for on-demand webinars, training videos, certification courses, and more from trusted industry partners—helping electrical contractors and their teams stay competitive.



Advance Your Knowledge. Expand Your Skills. Drive Your Business Forward.



Scan here to explore now!



INCLUDED TOPICS

- Electrical Safety & Compliance
- Jobsite Safety & Fall Protection
- EV Infrastructure & Emerging Technologies
- Digital Construction Solutions
- Workforce Innovation & Development



Business Value for Contractor/Chapter Members

- Access to experts in their field
- Relationships building with key company stakeholders
- Increase productivity, efficiency and profitability
- Apply proven best practices



Behind-the-Scenes Advocacy

- Direct access to partner leadership
- Fast escalation and issue resolution
- Stronger chapter advocacy for members



Real-World Examples

- Contractor faces issue with provider and needs escalation
- Education/training about a new solution that could help contractor be more productive and/or generate cost saving
- Sharing expertise/knowledge to assist in a grievance case



Key Takeaways

- Partners add real value
- Chapters control engagement
- Open communication benefits members
- Network of valuable connections



Why Chapter Managers Matter

- You connect members to resources
- You shape chapter value
- Your openness drives results



Wanessa Alves

Wanessa.alves@necanet.org
240-498-4751

<https://www.necanet.org/about-neca/partnerships/>