



CHAPTER OUTREACH PROGRAM

NECA Chapter Outreach Program

About the Chapter Outreach Program

- Participation in this outreach is voluntary for Premier Partners and Ambassadors.
- This is an opt-in benefit for NECA Chapters and members. Chapter Executives have full discretion as to when, how, or if Premier Partners and/or Ambassadors are invited to interact with their members.
- Chapter Executives, Premier Partner, and Ambassadors acknowledge that Sponsors will pay no additional rights fees or other sponsorship fees to the Chapters in exchange for participation. However, Chapters may request that participating Sponsors help financially support the cost of breakfasts, lunches, cocktails, etc., which may be provided in conjunction with these events. NECA National will not be involved in these discussions.
- Chapters, Premier Partner, and Ambassadors acknowledge that the program may be altered or cancelled at NECA's discretion.
- This program will not interfere with or limit any Chapter's Associate Member Program or sponsorship efforts.
- Chapter Executives, Premier Partner, and Ambassadors acknowledge that participation in this program is provided to NECA Premier Partners and Ambassador Sponsors who are operating under a current contract with NECA.
- NECA will continuously evaluate the value of the program to members and the engagement of the Premier Partners and Ambassador Sponsors.

Scheduling a Course

- NECA National will provide Premier Partner and Ambassador Sponsors contact information. Chapter Executives will then contact the Sponsors regarding topics that are of interest to their members and arrange the details of the content delivery. NECA National will not be involved in negotiating or managing these presentations.
- Should Chapters have trouble connecting with the Sponsors, please contact the Partnerships team.
- For questions, contact Partnerships@necanet.org or 202-991-6302.



Premier Partner Courses



About 3M

3M Electrical provides you with innovative electrical construction and management solutions you can rely on.

3M Construction Services

3M Discusses the challenges of Major Construction Projects. We will walk you through the process of using 3M to help you identify the proper Medium Voltage Cable Accessory, create custom kits with everything needed for installation, and provide onsite training to make sure the job is done right. A value-added service designed to save time and money and satisfy your client!

Fire Protection of Critical Circuitry

Local building codes typically require distributed antenna systems and fire pumps within a building to be protected for 2 hours. This ensures that all of these systems will maintain their integrity in the event of a fire. These codes protect electrical systems that supply power for distributed antenna systems, fire pumps and other critical electrically powered assets. 3M will provide information on various solutions for meeting the IBC, NFPA and NEC codes.

Cable Theory and Failure Analysis

Failures in the field can be very costly and require replacement, rapidly. Understanding basic Cable Theory and the common reasons for product failures can help your installers deliver a quality installation every time.



About ABB

ABB's Electrification is a global leader in electrical products and solutions, with employees that are dedicated to delivering safe, smart, and sustainable electrification.

Food & Beverage

Food safety will most likely continue to remain the top market trend as government agencies become more involved to ensure consumer consumption safety. Globally, food and beverage grows at 4-5 percent annually, the population is projected to grow to 8 billion by 2025, and F&B companies are expanding to keep up. The F&B market is projected to grow a minimum of 70 percent by 2050. All of this produces MRO, OEM and construction business opportunities. We'll provide an understanding of the F&B market issues and the electrical solutions that ABB provides.

Utility-Scale Energy Storage – for Improved Efficiency and Avoided Costs

Today's utility-scale battery energy storage systems have made huge advancements in technology. The evolution of the battery energy storage systems (BESS) is now pushing higher DC voltages. In addition to increasing voltage levels up to 1500 VDC, systems are also being fully integrated with cloud-based measuring and monitoring systems. Learn about the latest advancements as part of system design that will help provide even greater system efficiency and cost savings.

Power Connections

What makes a connection agency listed? What does the temperature rating mean and how does it affect the current rating? What is the difference in conductor classifications? When does the application dictate which type of conductor is to be used? What three types of connections are made? Review the NEC code requirement for torquing mechanical lugs and mounting hardware. Review agency standards use to ensure that the products safely meet customer demands. How the lugs we produce must comply with NEC requirements.

Motor Connections

When connecting motors, facility maintenance managers must have confidence in the termination. When motors are down, the production efficiencies are lower. If a motor requires to be removed for maintenance, quickly restoring the motor improves productivity. When changing motors, the method of taping back-to-back lugs can take a long time. The taping method is also inconsistent among installers. Motor Lead Disconnects (MLD) are a better way of terminating motors. This session will cover how MLDs are more efficient, consistent and safe.



About Buckingham Manufacturing

Buckingham's mission is to manufacture high-quality, reliable and innovative products that make linemen, arborists, and workers in the many industries that we serve more efficient, more effective, and most importantly, SAFER.

Fall Protection in High Voltage Work Locations

Learn about the various options for fall protection in high and low voltage work locations, along with the standards that govern those options.

New Fall Protection Products, Ideas, and Customized Solutions for Your Needs

Buckingham releases new and innovative fall protection products at a very high rate. These product ideas are generally given to us from those working in the field. Whether you are the world's largest electric utility or an electrician at a two-man shop, the best ideas come from those in the field, not a conference room. We pride ourselves in learning and working together to present customized solutions that provide answers to the challenges you face.

Maintenance, Care and Inspection

Your personal protective equipment and fall protection equipment are some of the most important aspects to going home safely to your family at the end of each day. Maintenance, Care, and Inspection of those products plays an enormous role in safety and those at Buckingham, including our engineers, are here to help run you through proper inspection, care and maintenance of those products.

Leadership at Buckingham – Why Mistakes Are OK

Buckingham Manufacturing is the world's leading manufacturer of fall protection equipment for those working at height. Through its 125 years, the company, under the leadership of President Andy Batty and General Manager, Tim Batty, Buckingham has developed a unique and proprietary system of feedback for those working in the factory. We'll explore topics like exponential feedback decay and why punishing mistakes is one of the worst things that a leader can do in manufacturing.

Future Challenges & Opportunities for Fall Protection

With the world changing at a rapid rate and advancement coming faster than it ever has in the history of our nation and world, this will provide not only many challenges to NECA contractors, but many opportunities as well. Buckingham is happy to present our views on what this industry may look like in the next decade or next decade and work together with the NECA contractors to turn these challenges into opportunities to become more efficient and more importantly safer.



About Day & Night Solar

Day & Night Solar is positioned to empower electrical contractors with direct market advantages in design, estimating, procurement, and installation of solar projects.

Solar Policy and Incentives

Understand solar policy at the federal, state, utility and governing body level. As solar is more widely adopted, there are daily changes made across the US. Educating your client on these changes before, during, and after project installation makes you a valuable resource.

Latest in Solar Technology

With this ever-changing industry you must stay up to date on all products available along with how to integrate the products when needed. DNS realizes to be effective and successful in driving large volumes of "profitable" projects to our contractors; we must arm contractors and ourselves with every market advantage. DNS will deliver a turnkey solution while managing as much or as little as the contractor may need. DNS will provide labor hours by tasks for the contractor that has never done a solar project or enter into a design build complex microgrid for the contractor that need that support.

How to Recognize and Capture Solar Opportunities

Maximizing financial incentives for your current clients will set you apart from your competitors. The combination of attractive incentives, rising power costs, and the maturity in the institutional financial markets has made going green financially advantageous.

Ownership vs Financing Strategies

How should a customer purchase solar? By understanding the advantages and disadvantages of multiple financing options. Not all options work for every client.

Energy Storage/Microgrids

This is the direction the energy sector is moving. Every electrical contractor should be aware of the industry's progression to storage.



About Federated Insurance

Federated is mutual insurance company that has proudly partnered with NECA since 2009 for its members insurance and risk management programs.

A Lasting Legacy

Planning for a time when you're no longer running your business can be overwhelming. Join us for a business succession and estate planning conversation. We will discuss how you can avoid frustration, taxation, and litigation when the time comes to exit your business.

Drive S.A.F.E.R

Distracted driving needs to be addressed. This discussion focuses on the reinforcement of S.A.F.E. driving, specifically how Speed, Attention, Fatigue, and Emotion can be managed effectively so your company drivers can return safely home from work each day to their loved ones.

Insurance Claims & Coverages

You have insurance, but are you covered? Insurance is complex and can be confusing. Attendees will leave with a better understanding of how they can take more control of their insurance and risk management programs, which in turn should help reduce future costs.

Managing Workers Compensation

On-the-job injuries affect not only the injured employee, but the business and the employee's family as well. This session provides a condensed view of the complex and frustrating aspects of workers compensation, with a goal sharing our experience on delivering workers compensation managed care with effective results.

Surety Made Simple

We'll discuss the keys to an effective relationship with your surety. The characteristics of successful contractors to help you benchmark your own business will be examined and we'll also share how to negotiate with your surety to best position your business in this arena. We'll make surety simple.



About Graybar

Graybar is a leader in the distribution of high quality electrical, communications and data networking products, and specializes in advanced supply chain management.

Market Outlook and Economic Outlook

We will assemble a local & regional that starts with our forecasting tools and analytics. We will comment on the macro economic outlook, construction spending and segment trends, product category trends and then address questions.

Continuous Improvement & Innovation

The Graybar Service team is certified in Opportunity Waste Walks to identify areas of waste and improvement in a contractor or contractor/supply chain process. We describe the process utilized and typical results when completed with a contractor. This leads to Q&A regarding innovation as well.

Emerging Technology Opportunities

We will highlight technology spaces for electrical contractors to enter including 4G/5G wireless, Public Safety Communications, Security, and data networks. The focus will be on the market opportunity and business development aspects of the market.

Physical & Digital Services Impact on Contractor Productivity

Contractors can improve back office, job site, and prefab shop by employing a thoughtful process that includes both physical and digital services from the distributors. We will discuss common services, and the process to identify what will drive impact to the contractor. We can provide examples and demonstrate services as well.



About Greenlee

Whether it's new technology, professional grade materials, or innovative design, trade professionals depend on Greenlee tools to deliver customer-focused innovation and job site efficiency every time.

Improving Safety, Ergonomics and Efficiency When Pulling and Fishing Cable

Learn how to select the cable pulling tools that will deliver the best results for each pull while improving ergonomics and incident prevention. Gain valuable time when you learn the benefits of different tools and how to tailor your selection for each pull.

High Voltage Safety

Learn more about understanding and working around electric fields in a utility environment. These energy fields surround line workers on a daily basis. It is important to be equipped with tools that can warn the user of their presence to prevent accidental contacts and injuries.

Ergonomics on the Utility Jobsite

Ergonomic considerations can enhance employee health and safety efforts by showing how the impact of tool selection and other practices in the field can make a big impact. These enhancements can help improve productivity, decrease injuries and save money over time. Learn how Greenlee uses quantitative biometric data to aid in tool design to optimize tool topography and balance.

Working Safely in an Energized Environment When Terminating Cable

The importance of using the right tools combined with best-practice work standards from the industry will be key factors in driving improved safety outcomes. When working on or near live circuits in low-voltage areas, the use of remote cutting and crimping tools or insulated manual hand tools is often required. In tight or enclosed workspaces, exerting the force necessary to operate manual hand tools can be challenging and dangerous. Join us to learn how the use of remote or battery-operated cutting and crimping tools can help improve precision and safety in these hazardous and confined work conditions.

How to Efficiently Model and Prefabricate Electrical Conduit

The use of Building Information Modeling (BIM) and prefabrication are steadily increasing, and exploring the most efficient ways to model and prefabricate electrical conduit are crucial to maximizing the benefits. Greenlee is providing the industry with better ways to leverage BIM and drive improved efficiency. Discover how to improve model accuracy and how to select tools for maximum productivity and accuracy in modeling and prefabrication.



About Milwaukee Tool

Milwaukee Tool® is a dedicated partner in making electrical contractors more productive every day, with a shared vision to increase jobsite efficiency, overall safety, and grow the workforce.

The Future of Technology in Asset Management and Tracking

Tools and equipment make up a significant expense on every project and somehow they always go missing. Whether they are misplaced, broken or have walked off the jobsite, not having the right tool adds time and cost to projects that can't afford them. This session will look at the scope of the tool management problem, simple steps that can be taken with the workforce to find solutions, and technology advancements that can save time and money.

Driving Innovation in Your Business

Mobilizing your team to drive innovation is both critical to the long-term health of your business as well as daunting on top of your daily workload. In this session, we will reveal how to foster a culture of innovation to leverage technology & deliver productivity, safety, & quality improvements.

Connected Tools Shaping the Jobsite of the Future

Tools play a key role in the intersection of people, processes, and material on the jobsite. In this session, Milwaukee will demonstrate how to adopt & integrate connected tools into your daily workflows in order to deliver value to your business. We will demonstrate how contractors are leveraging these tools to collect critical data points that serve as key indicators for project performance, health, and risk.

Innovation Training

The industry is moving quickly, and so are the solutions. In this session Milwaukee will demonstrate the latest innovations, and technologies that can drive safety and maximize productivity in an ever changing construction environment.

Committed to Safety

This presentation will showcase Milwaukee's commitment to Safety by uncovering common jobsite injuries in the construction industry, and outline innovations in health & safety to address them with Milwaukee solutions. We will also discuss how Milwaukee solutions fit into the Safety Hierarchy of Controls.



About ProcCore

ProcCore is a leading provider of construction management software. Their platform connects every project stakeholder to solutions they've built specifically for the construction industry.

How Culture Drives Business Success - Key Learnings from the ProcCore Story

Learn from a gifted orator and talented facilitator about the ways culture drives the business flywheel - elevating and improving the capabilities of your workforce. You will be guided through how culture can work at your organization and how you might work to create it for the long haul. Learn meaningful language to use to describe your ideal culture with a clear understanding that language drives culture and culture drives business performance. Take culture to an elevation in your organization that does more than just describe your ideal workplace to become your business's competitive advantage. Hear tips, tricks, and meaningful applications of this information in your organization now.

Shifting from Experienced Based to Data Based Decisions

As the industry collects more data from job sites, the strategy for analyzing and reporting on that data becomes more complex. A successful shift from experienced based decisions to those based on data involves a carefully designed process to ensure buy-in at all levels of the organization. As more experience retires from the industry, the timing of this shift has never been more important.

The Power of Belonging

Research says that we are genetically wired to belong. Learn from subject matter experts as they share insights and tools to unlock the power of belonging. You'll leave with a deeper understanding of how a wide sense of belonging can empower individuals and communities to thrive and become a competitive advantage for any company.

2021 Construction Economic Mid-Year Review

Description: Though vaccine rollout at the beginning of the year was slow and many states have eased or removed all restrictions, more signs show momentum to an increase in economic recovery. Attend this presentation to hear our experts explain the story of construction data, jobs reports, and what has happened so far in the industry in 2021.

Life Is On



About Schneider Electric

Schneider Electric is a global specialist in energy management that offers integrated solutions across all market segments to enhance your workforce safety and save time and money during installation and operation.

Grow Residential Business in the New Electric World

Power outages continue to rise in frequency. At the same time, more people are working, learning, and aging at home — meaning power reliability is increasingly vital. How can electrical contractors help homeowners keep the power on? Learn how to meet new customer needs and grow your business with connected home solutions.

Boost Your Revenue by Expanding Services

What makes up 68 percent of the construction industry's revenue? No, it's not new construction. Maintenance, modernization, and other services are the largest sources of income for contractors. In this session, we explore why and how to grow your business with service offers.

The Evolution of Electrical Distribution

In this guided virtual tour of the Schneider Electric Innovation Experience Lab, you'll get a firsthand look at the future of electrical distribution systems. Explore cutting-edge technologies integrating connected equipment, edge software, apps, analytics, services, and more.

Changing Times Require Changing Strategies. Connect Your Teams with the Latest Digital Training Resources.

Recent events have shown us that change is now the new normal. We can help you stay competitive in this evolving landscape. Access exclusive tools and training to understand emerging trends and build stronger relationships with your customers. Follow this link to start your journey: <https://www.se.com/us/en/partners/channels/electrical-contractors/>.



About Southwire

Southwire Company LLC is one of North America's largest wire and cable producers, devoted to developing innovative product and service solutions to help create a safer and more efficient way for union contractors to install wire and cable.

SIMPull Wire Pulling

Southwire will focus on setting up and performing a safe, efficient cable pull. Attendees will also learn how to set up and use the cable puller, rope, triggers, etc. We will also include branch & feeder wire pulls showing the advantages of our SIMpull CoilPAK™ Wire Payoff, SIMpull™ CoilPAK™ Cart & XD1 Circuit Puller.

Calculating Wire Pulls

This program reviews the NEC requirements and manufacturer recommended limits for installing wire in conduit and/or cable tray. Review of all variables including equipment that causes problems and solves problems.

BENDstation™ Training

Southwire will provide hands-on training and teach best practices on the Southwire BENDstation™ Pro. Attendees will learn to improve material handling efficiency, conduit bending efficiency and jobsite safety.

Hand Tools and Meter Introduction

Southwire will introduce features, benefits and best practices for hand tools and meters to the attendees which will include training and demonstrations. Southwire will provide sample tools and meters.



About United Rentals

United Rentals, Inc. is the largest equipment rental company in the world. They work together with their customers, communities, and employees to find solutions with a shared commitment to service and safety.

Equipment Operator Training

Equipment operator certification courses are offered online or in a classroom setting in English, Spanish and French. Both require a live practical evaluation that can be done at one of our many participating branches or your jobsite.

OSHA Training

Need the courses to satisfy your OSHA training requirements? Our course library has them including OSHA 10 and OSHA 30 for the construction worker in both online and classroom formats.

Trench & Excavation Training

Excavation Safety Training for Competent Persons is offered in English and Spanish and are available online, onsite, or at select United Rentals locations.

Premier Partner Contacts



3M

Jeff Darby

National Key Account Manager - Contractor Markets

Electrical Markets Division, C&I

Mobile: +1 512 744 8553

jsdarby@mmm.com

ABB

Kate Johnston

Customer Experience Marketing Leader – US Industrial Connections & Solutions LLC

Phone: 860-956-6235

Mobile: 860.480.5286

kate.johnston@us.abb.com

Jeff Schott

Strategic Account Manager

Phone: (704)658-5038

jeff.schott@us.abb.com

Buckingham Manufacturing

Ryan Tronovitch

Phone: (607) 773-2400

Mobile: (607) 237-3865

ryant@buckinghammfg.com

Chris Delavera

Vice President of Sales

Phone: 800 937-2825 (office)

Direct: 607 773-2400

Mobile: 607 727-0473

cdelavera@buckinghammfg.com

CC: Christina Fuller

Marketing Administrative Assistant

cfuller@buckinghammfg.com

Day & Night Solar

Melinda Kershaw

Director of Marketing

Phone: (618) 344-4001

Mobile: (618) 977-7790

melinda@dayandnightsolar.com

Bob Eaton

Managing Partner

bob@dayandnightsolar.com

Federated Insurance

Nate Oland

Special Projects Manager-Marketing

Phone: (507) 455-8935

nsoland@fedins.com

Graybar

Dave Moeller

Director, Customer Markets

Phone: (314) 573-9343

David.Moeller@graybar.com

Greenlee

Joel Smith

Director of Strategic Contractor Relations, U.S./ Canada

Mobile: 858-518-1360

Joel.Smith@Emerson.com

Milwaukee Tool

Sarah Hall

Sr. National Account Manager, Electrical Trades

Phone: 760-310-1519

sarah.hall@milwaukeetool.com

Procore

Chandler Brooks

Head of Industry Partnerships & Alliances

Phone: 512-298-3182

chandler.brooks@procore.com

Brian Calcagno

Associate Industry Partnerships Manager

Phone: 805-257-4845

brian.calcagno@procore.com

Schneider Electric

Erik Odden

US Contractor Channel Leader

Phone: 612-508-6533

erik.odden@se.com

Southwire Company

Jason Faircloth

Director, Contractor Solutions

Phone: 770-832-4019

Mobile: 678-333-7828

jason.faircloth@southwire.com

United Rentals, Inc.

Jon McCracken

Regional Sales Manager

Phone: 732-428-6275

Email: jmccrack@ur.com

Ambassador Sponsor Courses



About Adrian Steel

Adrian Steel is a cargo management solution for commercial vehicles. Their commitment is to take the time to understand customer's businesses and day-to-day challenges, then develop an upfit solution that provides a return on their investment.

How to Get the Most Out of Your Cargo Van Upfit

Your van upfit can produce a return on your investment, in this session learn how increase your bottom line by choosing the right van upfit.

- Safety: Keeping your people safe with the right van upfit
- Efficiency: How to increase your billable hours with the right van upfit
- Industry incentives on Cargo Vans and Electric Vehicles



About Autodesk Construction Cloud

Autodesk Construction Cloud connects workflows, teams and data at every stage of construction to reduce risk, maximize efficiency, and increase profits.

Building a Construction Technology Stack

This presentation will provide an overview of the current state of technology in construction and how one goes about developing a technology strategy for one's business. The presentation includes survey data from hundreds of contractors and industry experts on implementation best-practices that apply to any technology your company hopes to adopt.

Leveraging Software and Data for Better Business Outcomes

With construction projects getting more complex and opportunities for more work increasing globally, electrical contractors need to streamline workflows and scale with ease in order to succeed. By harnessing software, electrical contractors may produce higher-quality work, communicate better with their teams, and deliver ahead of or right on time.

How Bidding Technology Can Help Subs Navigate a New Construction World

Successful subcontractors are quickly adopting new preconstruction processes and technological solutions. Learn why centralized bidding software is becoming a requirement for subcontractors over manual excel files to create efficiency and win more bids.



About Bespoke Metrics

Bespoke Metrics is a data driven company aimed at disrupting the construction industry. It strives to provide innovative solutions for industries looking to utilize data to its fullest.

Increasing Environment of Risk in Construction

Objectives:

- How to operate in an ever-changing environment of supply chain disruptions and labor market shortages
- Regulatory compliance and preparing for Environmental, Social and Governance requirements
- Prequalification Best Practices

Empowering the Subcontractor Community Through Standardized Prequalification

Objectives:

- How to make prequalification work for YOU and your business
- Standardizing the prequalification process across the industry
- Unlock your value through data management, protection, and control management



About BuildOps

BuildOps, is a technology software company on a mission to bring a true all-in-one solution with the best technology to commercial contractors.

The ‘Forgotten’ Profitability Factor: Service

Learn how to increase efficiencies across your special projects and service business to boost profit margins! We’ll teach how to best manage scheduling and dispatching, tips on protecting your margin with better change order processes, and how to make it easier for your customers to do business with you.

How to Get Paid Faster

From ‘Pending’ to ‘Paid’ in no time flat. Learn how to speed up payments including tips on error-free invoice generation, payment acceptance, and the final crucial steps on getting the invoice to the office. Make invoicing a painless process, giving your customers a better experience and getting you paid faster.



About ChargePoint

ChargePoint is creating a new fueling network to move people and goods on electricity. Since 2007, ChargePoint has been committed to making it easy for businesses and drivers to go electric with one of the largest EV charging networks and a comprehensive portfolio of charging solutions.

Building the New Fueling Network (Beginner Session)

During the session you will learn:

- EV charging 101 and the opportunity for your business in EV charging
- Training opportunities
- EV charging for businesses: 5 key questions to ask your customers

Grants and Incentives and How You Can Take Advantage of Them (Intermediate Session)

- Overview of available Grants and incentives
- Deep dive on local grants and incentives
- How you can get started today

Project Types and Safety (Advanced Session)

- Tools for the job
- Anatomy of a project Level 2
- Anatomy of a project Level 3
- Safety as it pertains to Level 2, DC fast and EV charging equipment installation



About Foundation Software

Foundation Software has all the back-office tools contractors need to run the business side of construction. Their team believes in your company success, from sale and implementation to ongoing support and beyond.

Going Remote: Forecasting Construction Technology’s Role Post-COVID-19

In this joint presentation, Steve Antill (Foundation Software CRO) and Paul Wheaton (McCormick Systems Vice President of Sales) will discuss essential tech solutions for electrical contractors — from improved estimating and bidding techniques to winning jobs, tracking costs and seeing reporting real-time in the field. They’ll also discuss what tech and workflows electrical contractors should implement to stay competitive in the industry in the post-pandemic construction environment.

Mapping the Dark: Creating a Unified Business Strategy to Plan for the Unknown

Construction technology continues to grow — and rapidly. As it evolves, knowing which tools are right for your business can be a challenge, but by unifying your people and processes with your technology, you can set yourself up for sustained success. In this presentation, Foundation Software CRO Steve Antill will shine a light on how equipping the right people with the right tech — and the right tech vendors — can help you to integrate your platforms and software across departments.

Syncing to Save: The Value of Good Software Integrations and Vendor Partnerships

From bidding to billing, your business is only as good as your data. Aside from saving you time and headaches along the way, finding the right back-office tools to improve the accuracy of your data across all the platforms you use is critical to success. Foundation Software CRO Steve Antill and McCormick Systems VP of Sales Paul Wheaton tackle the value of finding the right software for the job — and the questions you should be asking your vendors before you pull the trigger.



About Hilti

Hilti is committed to building a better future for their local communities and for the people with whom they work. They want to help their customers build faster, safer and more sustainably, while being mindful of the legacy they leave behind.

Ergonomics – Repetitive Task, Right Tools for the Job

Having the right tools for the job can greatly increase a worker's comfortability and productivity. The wrong tools can introduce higher levels of fatigue and decrease productivity. We will discuss how a worker's productivity decreases due to fatigue and what solutions are available to assist.

BIM Design Services: Here Today, More Tomorrow!

High-tech construction methods aren't a passing trend – they're here to stay. Hilti has a dedicated BIM team ready to collaborate from design through construction and we extend continuous support from the office to the jobsite.

Dropped Objects – Tethering

Dropped objects can present serious issues on a jobsite especially when dropped from heights or when it results in injuries or property damage. During this discussion we will talk about different ways to help ensure safety on your jobsites from dropped objects such as tools.

Information about the Hilti Academy can be found on our website: <https://www.hilti.com/content/hilti/W1/US/en/services/contractor-services/hilti-academy.html>



About iToolco.

iTOOLco is a unique research and development company that has led the electrical tool industry with their groundbreaking designs since 2001. With real world experience as electrical contractors, they have a deep understanding of the kind of quality, time-saving tools electricians really need.

30/30 Advantage Program

The 30/30 program is all about ensuring members are cutting down on material and labor costs by keeping the materials their guys need within 30 feet or 30 seconds. By doing so they can cut down on lost productivity and increase their ROI on any products or services they are using within the industry. This is a recommendation we make no matter what products they are using and no matter what job site and is all about improving the processes the members are putting into place by making daily improvements to the way they work.



About Kojo

Kojo is the construction's industry leading procurement platform that enables contractors to find the best material prices, reduce excess waste, and increase labor productivity.

Electrical Contractor's Guide to Reducing Overhead Costs

In this presentation, we present the FREE process, which is a step-by-step guide to help electrical contractors decrease overhead costs by removing inefficiencies in the materials procurement and handling process.

Understanding the Rise in Materials Prices

In this presentation, we will share insights on the current state of rising materials costs, what's led to the rise, where prices look to be going, and ways to hedge against a volatile market.



About LaborChart

LaborChart was recently acquired by Procore. Procore is a leading provider of construction management software. Their platform connects every project stakeholder to solutions they've built specifically for the construction industry.

Construction Workforce Management: The Ultimate Guide

Workforce management (WFM) is an organizational approach used to optimize employee productivity and efficiency. With the right set of people, processes and tools, your business can fill the "workforce management gap" and be more effective in the office, field and everywhere in between.

Using Data to Create Holistic Visibility Across Your Entire Workforce

Workforce management platforms provide real-time information about people's skills, certifications, location and more, while also communicating project updates to your entire roster or on a need-to-know basis. With workforce management software, contractors around the world are starting to address their biggest costs and potential risks – their people.

How to Prevent Profit Fade with Proper Labor Planning.

Why do contractors "bleed out" during the closing phases of their projects? Most contractors experience a loss of their profits—also known as profit fade—at the end of each project. In this session, we introduce how contractors can identify and understand profit fade, dive into the serious financial impacts it can have if left unchecked and spotlight a way to solve the profit fade issue—with better labor planning.



About Lutron

Lutron is a technology-centered and people-driven company, with a long history of significant growth and smart innovations. A leader in light control products that range from individual dimmers to total light management systems that control entire building complexes.

Simplifying Your Projects with Wireless Lighting Control

Over the last two years electrical contractors have had to reinvent their business models in the face of ongoing and unpredictable supply chain interruptions, a persistent labor shortage, rising prices, and significant code changes in many markets. Using wireless lighting control solutions can help contractors continue to build their business, add value to their customers, and stay competitive in the field. Wireless offers smart control that integrates with other building systems, and it can make jobs easier to bid, install, and service.



About OpenSpace

OpenSpace was built and conceived on the job site, not in a conference room. It provides next-generation 360° construction photo documentation software, powerful integrations, and the smartest analytics tools in the industry.

Advanced Photo Documentation Technology: Benefits for The Electrical Contractor

We'll go over how advanced technologies are used to make jobsite photo documentation reliably easy, fast, thorough, and accessible. Then we'll hear real-life examples of how contractors use it on a daily basis to get paid faster, avoid rework, mitigate risk, and much more.

Using AI for Progressing Tracking: A Deep Dive

We'll take a deep dive into how technologies like computer vision and AI are used to make construction progress tracking easy, fast, thorough and accurate, resulting in accelerated pay applications, significant time savings, and improved forecasting for labor and materials on site.



About Recon Dynamics

RECON Dynamics was created with a vision to provide advanced best-in-class IoT solutions for wireless asset location, management, and telemetry for a broad-spectrum of industries. Recon offers a single platform with multiple money saving data solutions to benefit electric utilities and contractors.

How To Choose The Best Tool Tracking Technology For Your Company

Tracking tools and equipment the right way will cut costs, save workers' time and improve operations. This presentation explains over 15 important factors to consider for selecting the best system for your company. You'll learn the pros and cons of the many different technologies and functionalities available today.

Best Practices for Successfully Implementing Tool Tracking

How you roll out your tool tracking system often determines how successful it will be at cutting costs and saving workers' time. This presentation provides a guide to implementing any tool tracking system that will enable you to start faster, scale easier, and generate a higher ROI.



About Sonepar USA

Sonepar USA is a business-to-business distributor of electrical, industrial, safety products and related solutions. With the rapid growth of technology, Sonepar provides a network of specialists who have the training and expertise to develop solutions tailored to their customers' needs.

EV Charging

Sonepar will speak to the electrification of the transportation sector. Our experts will provide a high-level overview of EV charging and station options, incentives, rebates, and certifications.

Services & Solutions

Time is money. Sonepar will cover a range of distributor services that can help increase your productivity and profitability whether it's job planning, using an e-comm platform for real-time job oversight, job carts, tool rental, wire management, engineering support, and more.

Engaging and retaining the workforce of the future.

The trades can be a great place to spend a career. Get tips on how to help promote the industry, expand your hiring pool, and build a team that sticks together.



About Trimble

Trimble Connected Construction is your key to embracing digital construction technology. Make data driven design and construction decisions and enable all customers along the project lifecycle with digital construction tools to improve productivity, quality, transparency, safety, and sustainability.

Model-Based Estimating enables contractors to leverage the BIM model for better project insight, visibility, and execution.

The industry is embarking on the next big transformation: Model-based estimating. In model-based estimating, the model is leveraged after the project has been awarded to re-strip the BIM model for a more accurate estimate. By re-stripping the BIM model, project managers are equipped with a revised estimate that has a much higher level of detail and accuracy. The model and the estimate using the same source of managed content is critical to realizing the benefits of model-based estimating, both in terms of accuracy and ease of use. This approach enables many benefits, including faster and more accurate re-estimates on current and future projects and improved communication between your BIM department, your estimators, and your project managers. This session will define and demonstrate model-based estimating and show contractors how the adoption of model-based estimating can improve accuracy, enable easier, faster material order execution, and validate that construction drawings match what was originally supplied on the bid documents.

The Importance of data in the connected construction workflows.

Data and workflows are always a topic of discussion in construction today. But what does that really mean and where can a contractor get started. This session presents a vision for the construction that puts project, model, and managed item data at the core of what the industry must adopt to unlock downstream workflows for prefabrication, procurement, and supply chain. In doing so, construction can become more predictable and profitable for contractors.

Learn through practical applications how 3D scanning technology can improve your design and execution on the next project.

In this session you will have the opportunity to learn about the latest in 3D scanning technology. Gain an understanding of how you can use scanning to capture a high detailed 3D pointcloud and how it can be used to improve design and see how this latest technology can also be used for basic layout. We will run through field and office workflows to provide you with the best understanding of how you can adopt this technology on your next project.

Ambassador Sponsor Contacts



Adrian Steel

Jon Bezon

Associations & Events Development Manager
Phone: 517-442-4455
jbezon@adriansteel.com

Autodesk Construction Cloud

Megan Roth

Field Marketing Manager, West
Phone: 786-390-4585
Megan.roth@autodesk.com

Bespoke Metrics

Shane Boudreau

Assistant Vice President
Phone: 437-331-3714
sboudreau@bespokemetrics.com

BuildOps

Kori Sato

Head of Marketing
Phone: 805.441.3620
kori@buildops.com

ChargePoint

Mahdis Bidokhti

Channel Marketing Specialist
Phone: 408-832-8643
mahdis.bidokhti@chargepoint.com

Foundation Software

Tracie Kuczowski

Director of Marketing
Phone: 800-246-0800 ext. 7933
tak@foundationsoft.com

Hilti

Heidi Pratt

Marketing, Trade Manager, Electrical
Phone: 972-403-5982
Mobile: 972-336-1436
heidi.pratt@hilti.com

iTool

Calvin Jordan

Director of Marketing
Phone: 865-670-3713
calvinj@itoolco.com

Kojo (formerly Agora Systems)

Ken Wohl

Head of Marketing
Phone: (248) 755-1105
ken@usekojo.com

LaborChart (now Procore)

Chandler Brooks

Head of Industry Partnerships & Alliances
Phone: 512-298-3182
chandler.brooks@procore.com

Lutron Electronics

Kimberly Lattanze

Channel Marketing Manager – Commercial
Business
Phone: 484-633-8669
klattanze@lutron.com

OpenSpace

Jacinda Matherne

Sr. Partner Manager
Phone: 858-775-9179
jacinda@openspace.ai

Recon Dynamics

Geoff Bysshe

VP Enterprise Solutions
Phone: 914-552-3125
gbysshe@recondynamics.com

Sonepar USA

Paul Hollenbacher

Director, National Accounts, Contractors
Phone: 904-738-5460
Paul.Hollenbacher@sonepar-us.com

Trimble

Ron King

Global Estimating Manager, Trimble MEP
Division
Phone: (720) 441-7902
ron_king@trimble.com



1201 Pennsylvania Ave. NW, Suite 1200
Washington, D.C. 20004
202-991-6300 • www.necanet.org