



EDUCATION & RESEARCH FOUNDATION

BUILDING A CONNECTED BUSINESS



What is the significance of digitization to the electrical distribution industry?

How can digital transformation provide a platform for growth and better serve customers?

Member's Dueling Strategic Imperatives

Optimize the current business



Connect disparate systems for optimum integration and execution.

Build closely related services which can be leveraged for growth & disruption insulation.

Enable the sales team with data driven selling & business outcome tools.

Transform for a new future



Build connected platforms to support new models of business & new forms of collaboration.

Build green field services for new business models & growth.

Build a cognitive selling platform that creates virtual teams for highest value business outcomes.