

Welcome

to the EDA Regional Business Forum

Wednesday 25 September 2019

Welcome & Introductions

Glyn Prestwood

Commercial Director, Edmundson Electrical
EDA Board of Management

Today's Presentations



1. Connected Lighting – Your Chance to 'Shine': the huge commercial need for connected lighting in the SME Sector



2. eCommerce – Our Friend or Foe?



Refreshment break

Today's Presentations

3. Leaving the EU: Implications for the Electro-Technical Sector

4. EDA Update

5. Round Table Discussions & Feedback



Buffett Lunch and continued networking

Connected Lighting – Your Chance to ‘Shine’: the huge commercial need for connected lighting in the SME sector

Gary Barnett
Product Marketing Manager – Systems & Controls
Signify (Philips Lighting)



Our global brands are

PHILIPS interact

eCommerce – Our Friend or Foe?



George Brickwood
eCommerce Director UK & Ireland – Home Distribution Division
Schneider Electric Ltd



On your return after refreshments

Pick your table number from the bowls

- Wholesalers & Others
- Manufacturers

Leaving the EU: Implications of Brexit for the Electro-Technical Sector

Terence Boniface
Assistant Director
Department for Business, Energy & Industrial Strategy



EDA Update

Margaret Fitzsimons
Rose Jerez-O'Flaherty
Anne Vessey
Richard Appleton



The EDA

- Representing the interests of wholesale distributors of electro-technical products in the UK since 1914



- The essential link in the supply chain between manufacturers of electro-technical products and the electricians who install them.

EDA Headline Facts

- 242 Member Companies (Wholesalers)
 - 3 National Chains: CEF - Edmundson Electrical - Rexel UK
 - 4 Buying Groups: ANEW – AWEBB – FEGIME - IBA
 - 9 Other Independents
- Membership represents 75% of the market
- 1,900 wholesaler branches and >25,000 employees
- >£4.2 Billion Turnover
- Member of EUEW & ETIM International

79 Affiliated Members

Providing products and services to members



EDA offices - ideally located for industry collaboration



EDA Board of Management: March 2019



Chris Gibson
EDA President
March 2019 – March 2021



Simon Barkes
BEMCO



Andrew Johnson
LEW Electrical
Distributors



Alan Dunnet
Holland House
Electrical Co.



Chris Ashworth
CEF



Dan Poole
Phase Electrical Distributors Ltd



Simon Booth
ETC Electrical Supplies



Charlie Lacey
Stearn Electric Co. Ltd



Glyn Prestwood
Edmundson Electrical Ltd



Margaret Fitzsimons
CEO

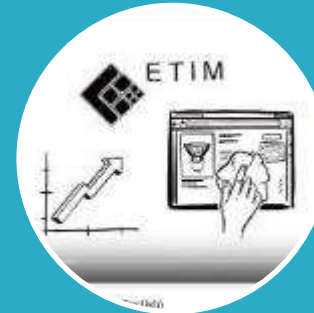
Key Pillars of EDA Activity



**Networking &
Access**



**Training &
Apprenticeships**



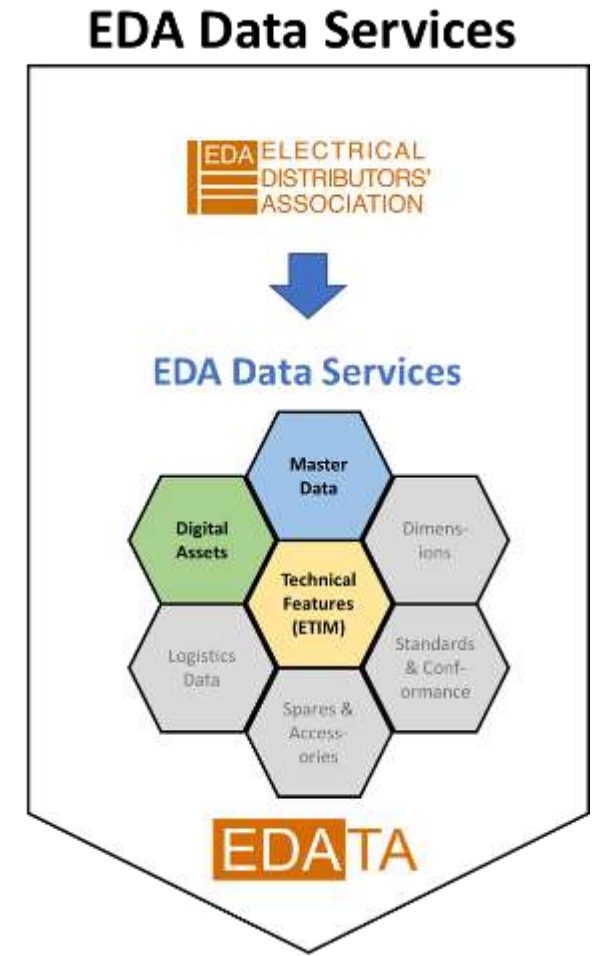
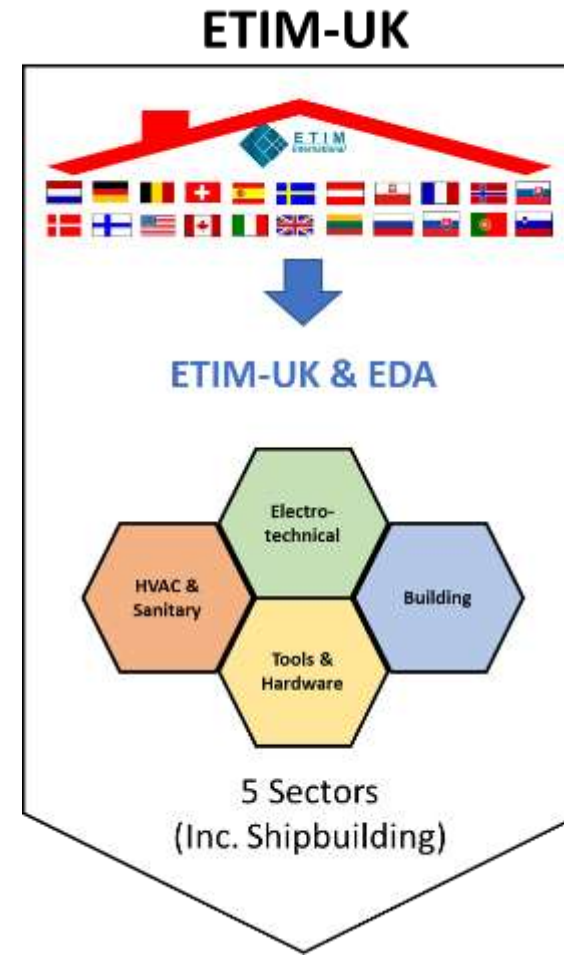
**Product Data
and ETIM-UK**



**Forums,
Publications,
Support &
Visibility**

Two New Data Related Businesses

- A not-for-profit business to manage ETIM UK the standard
- A not-for-profit subsidiary business of the EDA to set up and manage a new industry data pool (EDATA) and related services



EDA Data Services & ETIM UK

- Welcoming Richard Appleton – General Manager
- Leading the creation of EDATA – the new industry data pool for the UK.
 - Product information with ETIM at its heart
- Promoting good data practices and educating the market

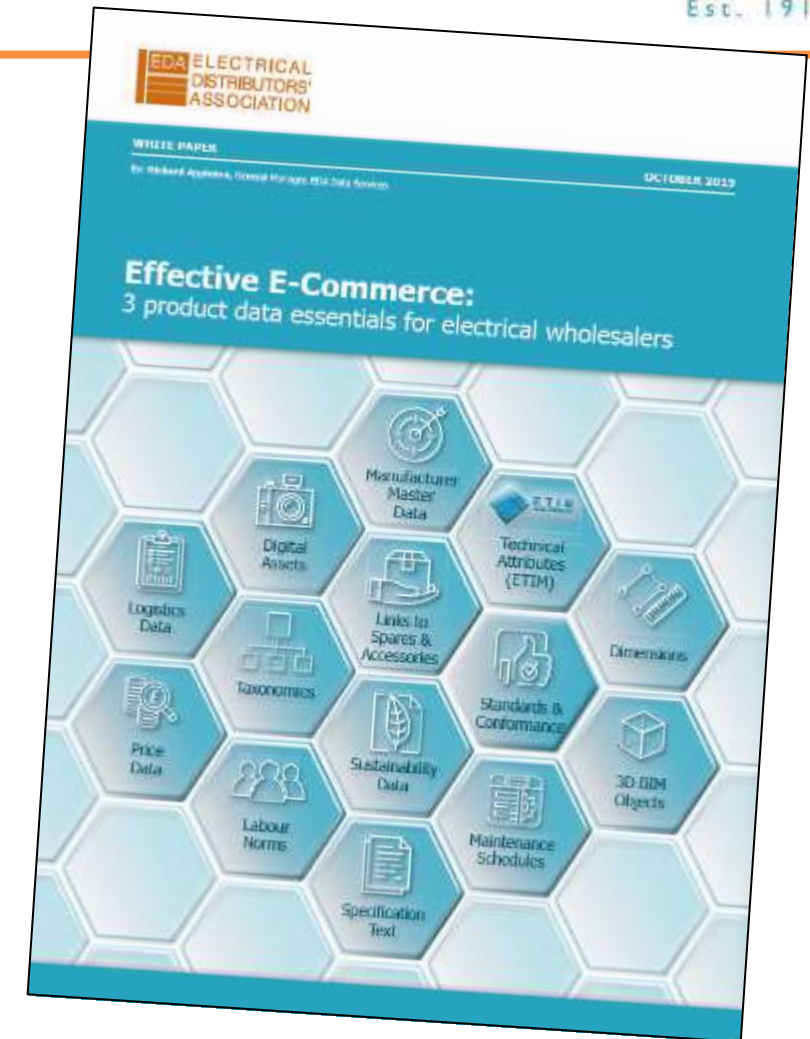


Richard.Appleton@eda.org.uk

Announcing the first in a series of White Papers

- Easy to follow guide on the types of data required for E-Commerce

Coming soon to download at
www.eda.org.uk



Helping you get the most out of your EDA membership

Anne Vessey
Head of Marketing & Communications



**Forums,
Publications,
Support &
Visibility**



**Training &
Apprenticeships**

Regional Business Forums: Networking & Industry Topics

Spread the word

- ✓ **Thursday 23 May - Harrogate**
- ✓ **Wednesday 12 June - Exeter**
- ✓ **Wednesday 25 September - Macclesfield**
- ✓ **Wednesday 13 November - London**



EDA Publications

- **Taking Stock**
 - Quarterly newsletter
 - Latest news and information
 - Mailed to lead contact
 - Inserted into Electrical Wholesaler
- **Taking Stock e-xtra**
 - e-bulletin
- **EDA Key Contact Directory**
 - Who's Who
 - Sector-wide calendar
 - Next issue: January 2020



TAKING STOCK

AN UPDATE FROM THE ELECTRICAL DISTRIBUTORS' ASSOCIATION

Est. 1914

Issue 18 July 2019



TAKING STOCK e-xtra

Your latest news and events update to help you make the most of your EDA benefits. Don't forget that the EDA head office team is ready to help on 020 3141 7350 or email.

July 2019

Who's making the most of their EDA benefits? EDA Engagement Awards 2018/19 winners revealed



Your business profile on website get the up?

has its own public profile on our website. If your business info, logo or contact details are out of date, call the EDA on 020 3141 7350.

in the hot seat

is Director at Rexel UK Ltd, three months in office



the market against potential new entrants. Which brings me neatly to the topic of training.

Investing in your people. The EDA is committed to a continuous focus on the training and development of people at all levels of our industry to deliver the best customer experience through service, product knowledge and technological enhancements. I am delighted to announce that the 12th and final module in the EDA Product Knowledge Programme – IT and Data Infrastructure – is ready to study (see article page 4).

Strategic collaboration. As I write, I am preparing for July's EDA Board of Management meeting, my first as EDA President. On the agenda is a roundtable with our colleagues from BEAMA, the UK association for manufacturers of electrical infrastructure, products and systems. Driving this inter-association supply chain dialogue is a big focus for

Guided. It was a pleasure to be invited as a guest to a recent gathering at The Worshipful Company of Lightermen, one of the City of London's livery companies.

Support the forums. On a first visit, please continue to support your Association, spread the word throughout your team about your benefits and please join me at the forums when we bring them to your region.

Delights from our first 2019 forum in Harrogate described it as 'very interesting' and said there was a 'good balance of informative topics'. One said 'I was pleasantly surprised by the day - I will come again'. And another commented 'Gave me the insight to do further research on the topics covered'.

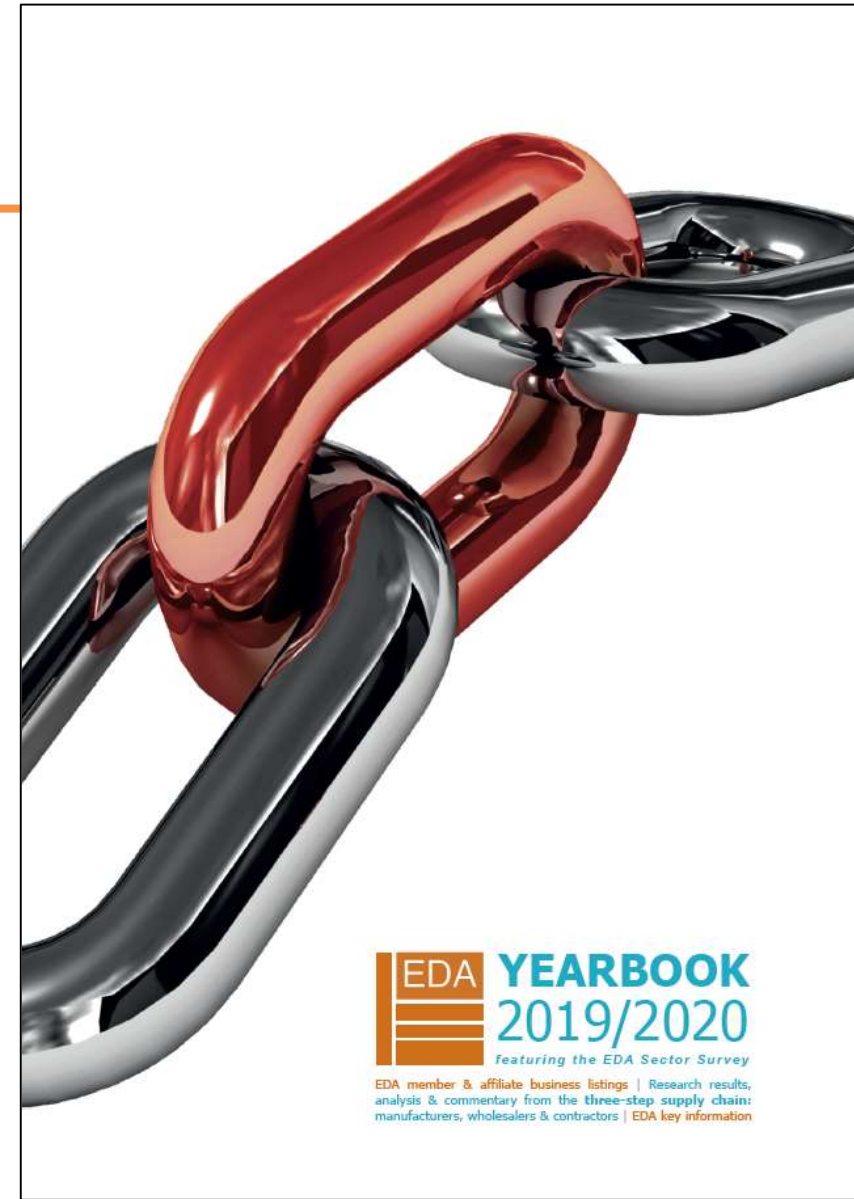
If you missed Harrogate (Hertfordshire) and London (November), all you need to do is register your attendance at www.eda.org.uk - you'll find the details in the event section on the home page. As always, the EDA head office team is ready to help you make the most of your benefits. 020 3141 7350.

020 3141 7350 Email: info@eda.org.uk Website: www.eda.org.uk

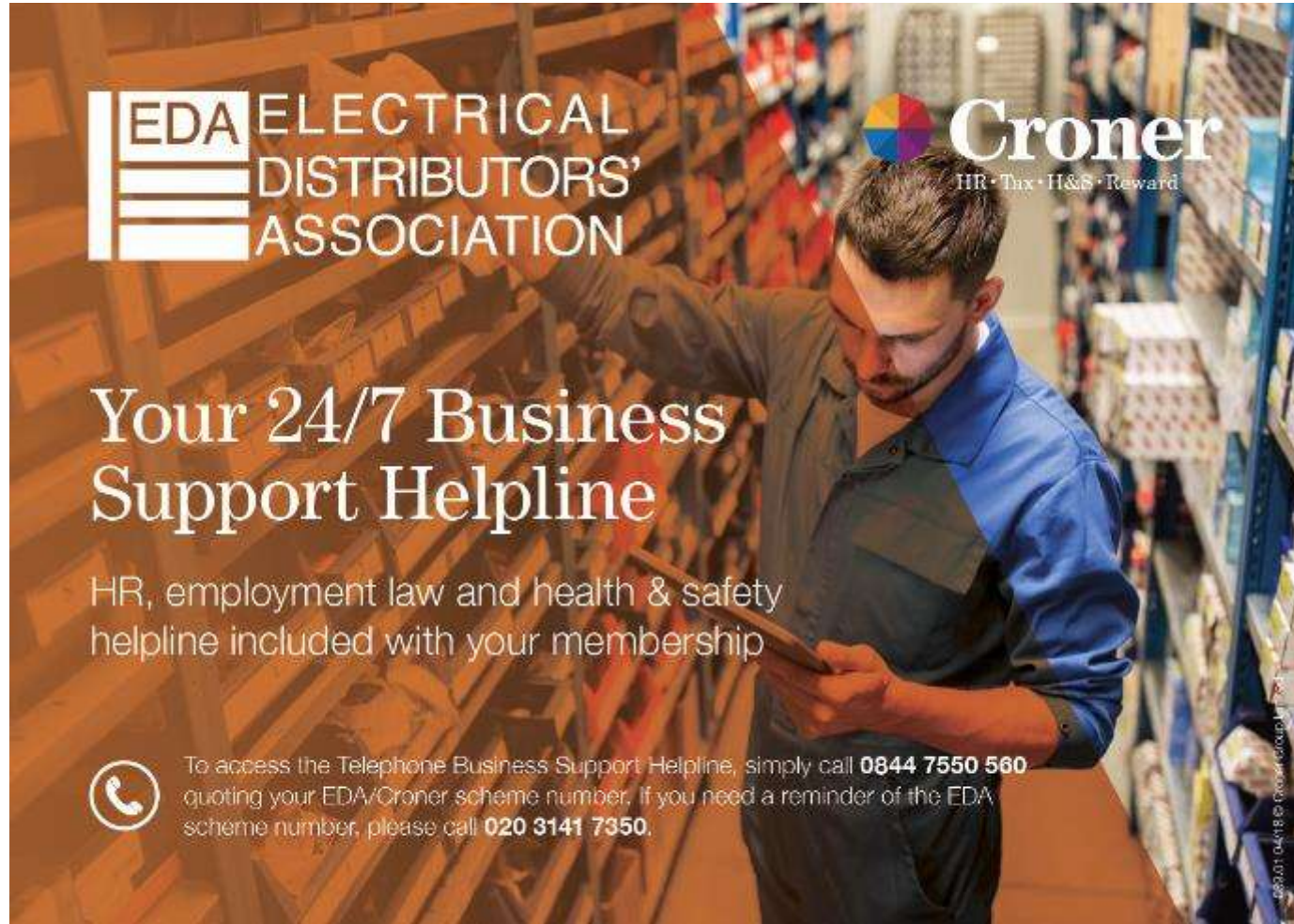
Electrical Distributors' Association Facebook Twitter LinkedIn Instagram

New look EDA Yearbook

- Featuring the **EDA Sector Survey**
- Views, analysis, commentary
 - Manufacturers
 - Wholesalers
 - Contractors
- Look out for your copy
- Download the survey findings from www.eda.org.uk
- Thanks to the 28 businesses for their commercial support



Wholesalers: expert help at the end of the phone



EDA ELECTRICAL
DISTRIBUTORS'
ASSOCIATION

Croner
HR • Tax • H&S • Reward

Your 24/7 Business Support Helpline

HR, employment law and health & safety helpline included with your membership

To access the Telephone Business Support Helpline, simply call **0844 7550 560** quoting your EDA/Croner scheme number. If you need a reminder of the EDA scheme number, please call **020 3141 7350**.

08201 0418 © Croner Group Ltd 2018

Your 24/7 Business Support Helpline



Member benefit (wholesalers): expert help at the end of the phone



EDA ELECTRICAL
DISTRIBUTORS'
ASSOCIATION

Croner
HR • Tax • H&S • Reward

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scheme number, please call **020 3141 7350**.

- Absence / Sickness
- Disciplinary procedure
- Contracts
- Policies

- Check your profile on the EDA website www.eda.org.uk
- Use the EDA logo to promote your membership/affiliation
 - Web and social media
 - Stationery and printed materials
 - Vehicle livery

Keep up-to-date with your EDA benefits



Electrical Distributors' Association



ElectricalDA



@EDA_UK

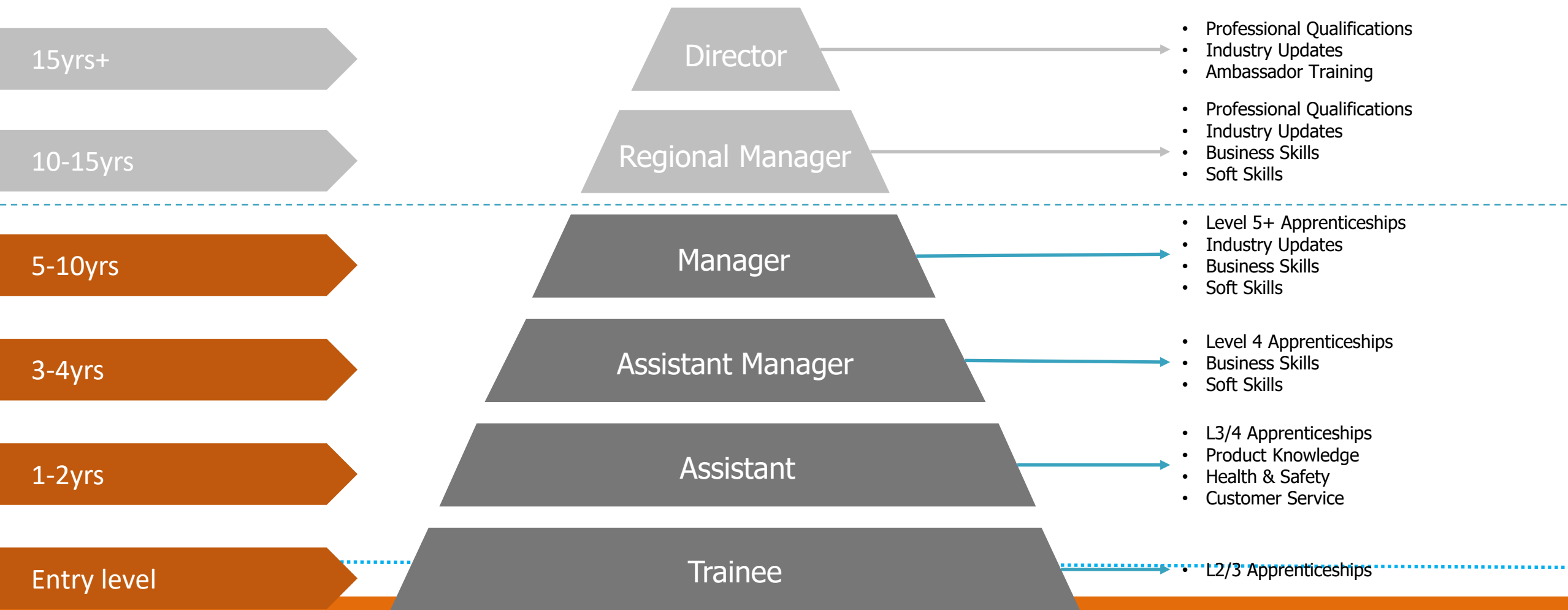
EDA Training & Apprenticeships

EDA Education and Training

EDA's vision for an industry pathway

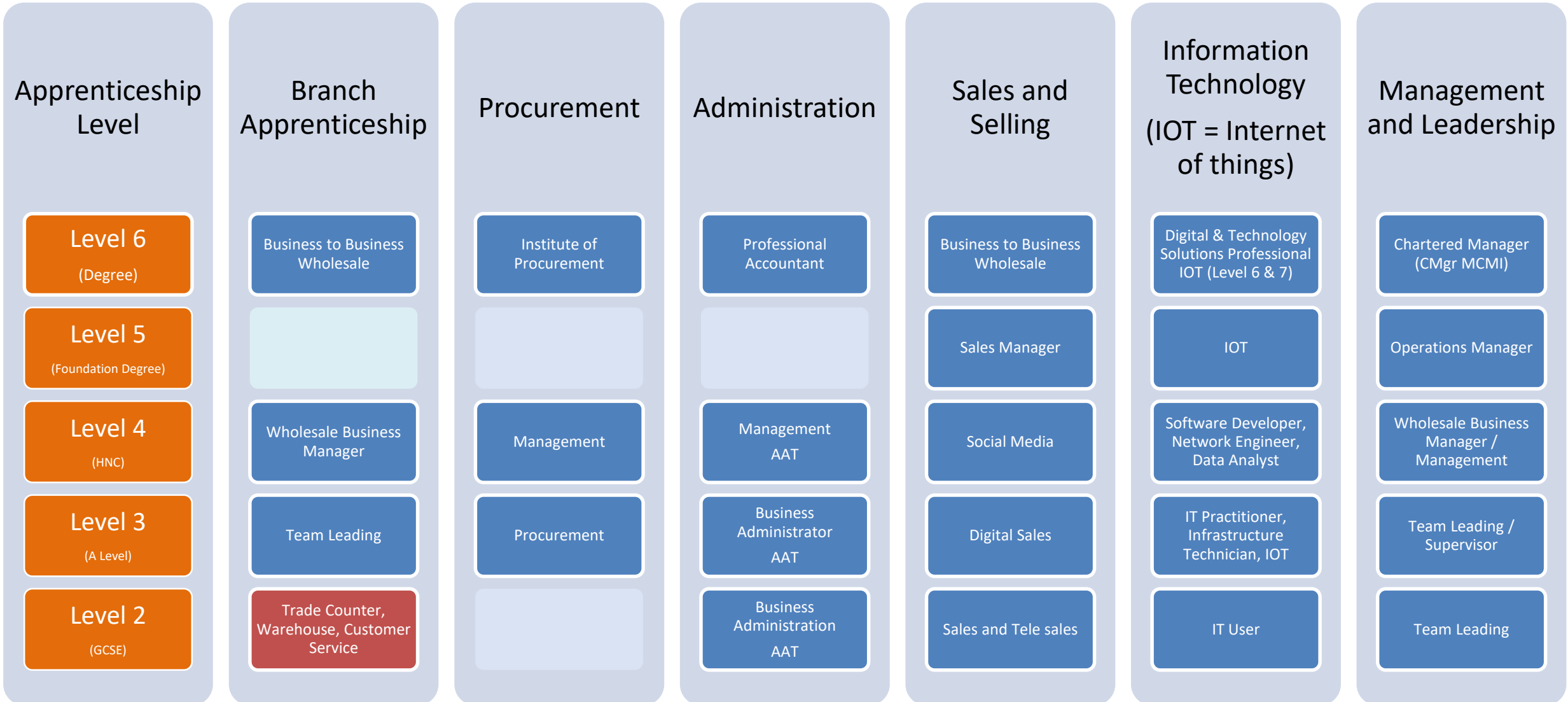


Employee Profile by Industry Experience



APPRENTICESHIPS IN YOUR BUSINESS

Workplace Skills Development Plan



Introducing EDA Training & Apprenticeships

You want improved business performance

Motivated and well trained employees,
improves retention

Confidence to cross-sell and up-sell
Satisfied loyal customers

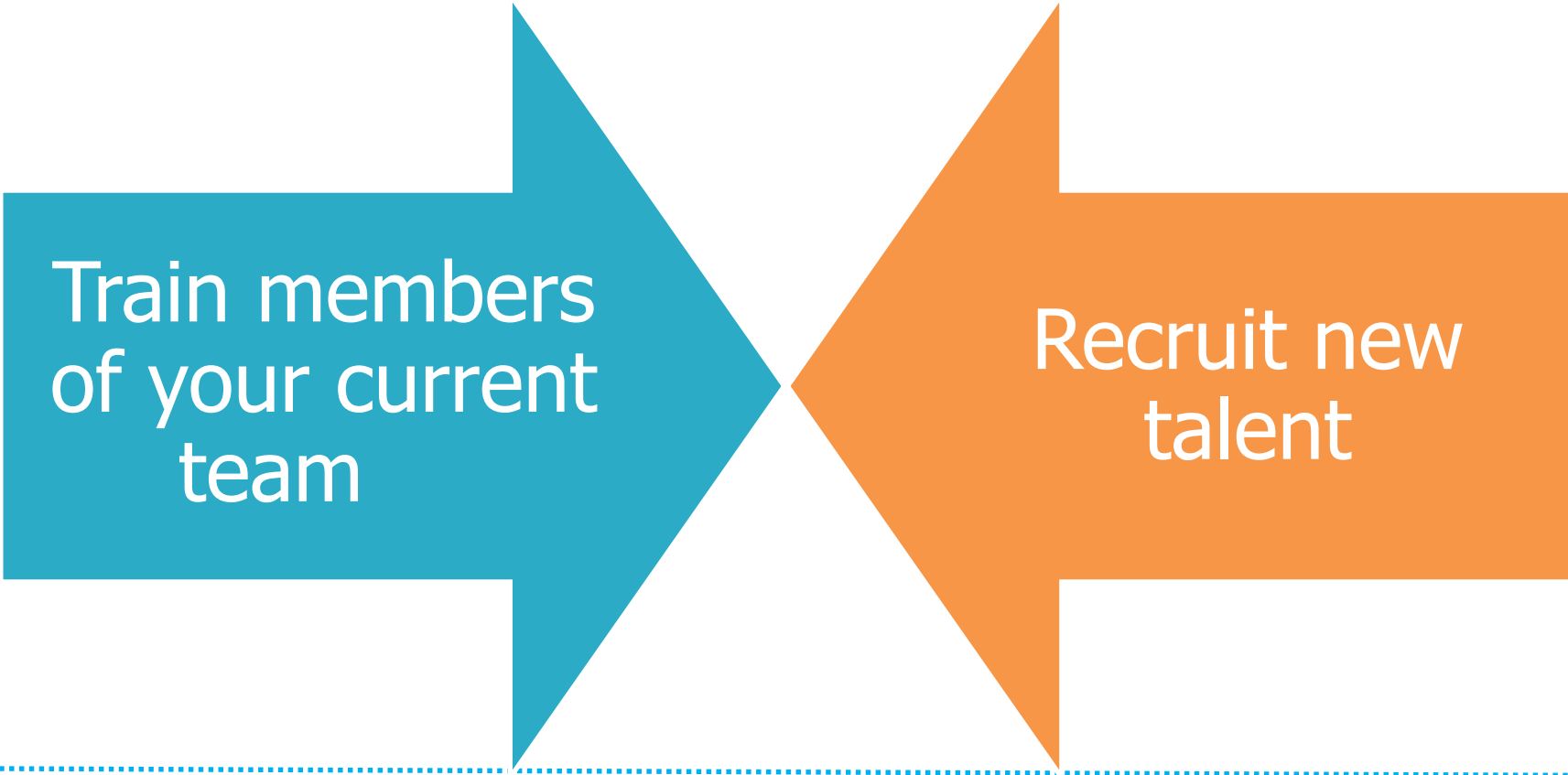
**EDA Apprenticeship
Programme,**
with our expert partners
**EDA Apprenticeships
Plus**



**EDA Product
Knowledge Modules**

Apprenticeships: the flexible training option for your business

Apprenticeships are for wholesalers and manufacturers



Train members
of your current
team

Recruit new
talent

EDA Apprenticeships Plus: value-added hosting service

- **Advertise** your role
- **Shortlist** the candidates
- **Employ** the apprentice on your behalf – you host in your business
- **Training** provider liaison
- **HR and payroll** saving you time and effort
- **Support** for you and your apprentice

Most popular apprenticeship for EDA members

Trade Supplier Level 2 Apprenticeship Standard



TRADE SUPPLIER



Overview of the role

Ensuring an efficient flow of goods and services between manufacturers and their skilled trade customer base

Since launch 200+ Trade Supplier Apprentices in training: 7 training providers delivering across England



12 month
programme
of rigorous
training



Packed
with £4,000 worth
of bespoke
training – SMEs pay
just £200 of
training fee



Assessment

1 hr knowledge test
3 hr observation
1 hr professional
discussion

Trade Supplier Level 2 Apprenticeship Standard – England only

- Created by wholesalers for wholesalers
- Launched April 2018: 450+ enquiries by EDA members in England





Apprenticeships: Getting started

- Contact Rose at the EDA



020 3141 7350

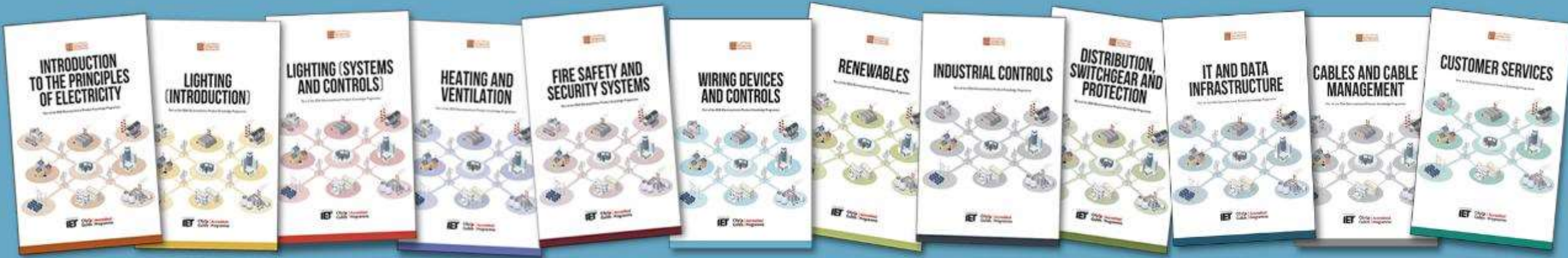


training@eda.org.uk

EDA Product Knowledge Programme

12 distance learning modules to
upskill your team

City&Guilts | **Accredited
Programme**



Professional product training, 2 years in the making

- Training that's linked to career development is at the heart of the EDA's support to members and affiliates
- Needed a new approach to refresh content
- Up-to-date and relevant
- Partners: Institution of Engineering & Technology
- 2016 we started the journey



Experts pooled their knowledge for the sector



Chaired by a wholesale
representative



Pool of product experts
from EDA Affiliates

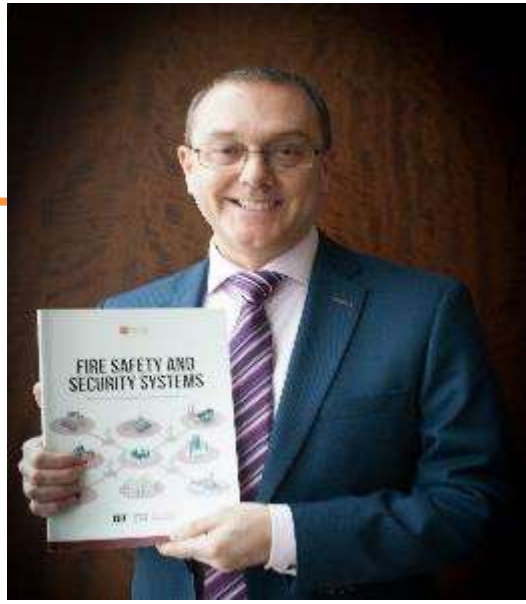
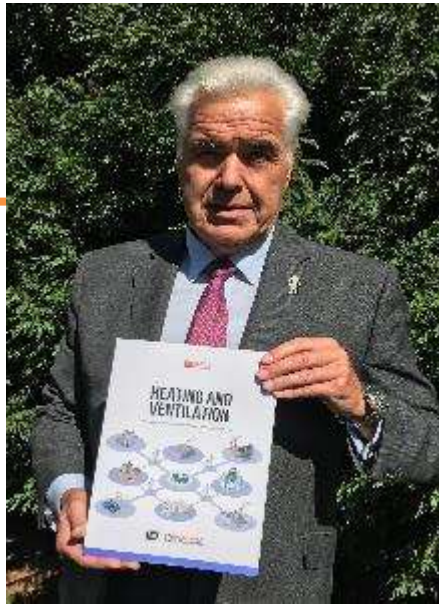


The Institution of
Engineering and Technology

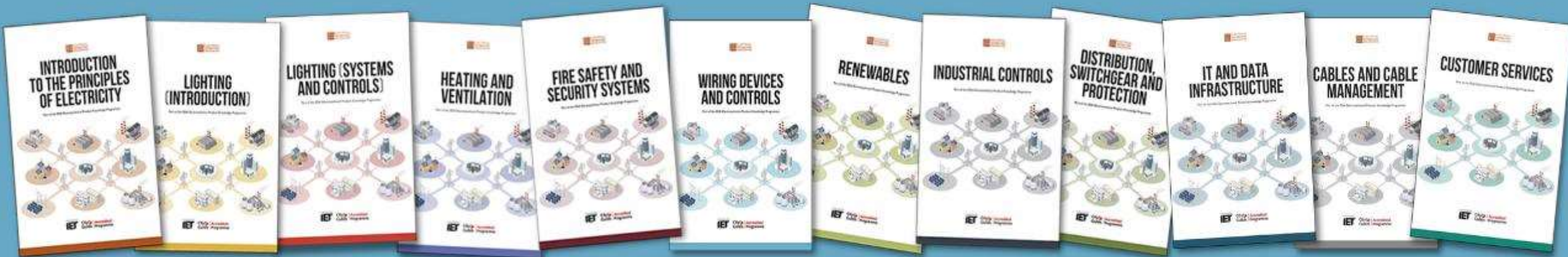


Independent lead
author





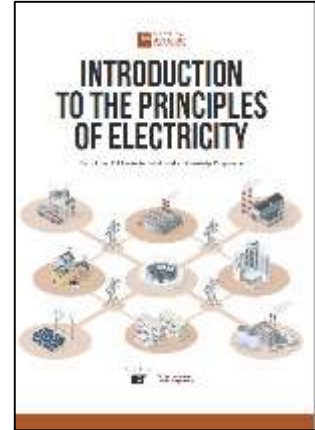
1,500+ Modules ordered so far



A two-part distance-learning course

Part 1: Hard copy textbook

(kept by the student)



Part 2: End of Module Assessment (EMA)
fillable PDF, emailed to you, completed digitally
Pass, Credit, Distinction



Supporting Managers and Learners through the process

- Convenience and flexibility of distance-learning
 - When
 - Where
 - How
- **10 weeks** to work through the textbook and complete the End of Module Assessment (EMA)
- Tailored email encouragement for both Manager and Learner

Jargon buster

Be counterfeit
savvy

Go the extra
mile!

Regulations

More about the End of Module Assessment (EMA)

- Electronically fillable PDF
 - 10 multiple choice questions
 - 5 short answer questions
 - 2 detailed research essays
- Assessed by the Institution of Engineering and Technology (IET)
- City & Guilds accredited certificate plus
 - 5 modules completed – EDA Certificate
 - 10 modules completed – EDA Diploma

City & Guilds | **Accredited Programme**

Pass (60% - 69%)

Credit (70% - 79%)

Distinction (80% - 100%)

CERTIFICATE OF ACHIEVEMENT



Electrical Distributors' Association (EDA) Product Knowledge Programme

Developed in partnership with the Institution of Engineering and Technology (IET)

This is to certify that

has successfully completed the following module

at the grade of:

City & Guilds Enrolment Number:

EDA Learner Number:



Margaret Fitzsimons
CEO
Electrical Distributors' Association



Simon Barks
President
Electrical Distributors' Association

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City & Guilds | Accredited Programme

Pass (60% - 69%)

Credit (70% - 79%)

Distinction (80% - 100%)

Prices, Discounts and Enrolment Options

- £150 per module
- £145 for 2 - 4 modules
- £130 for 5 modules+

Flexible enrolment to suit your business and team

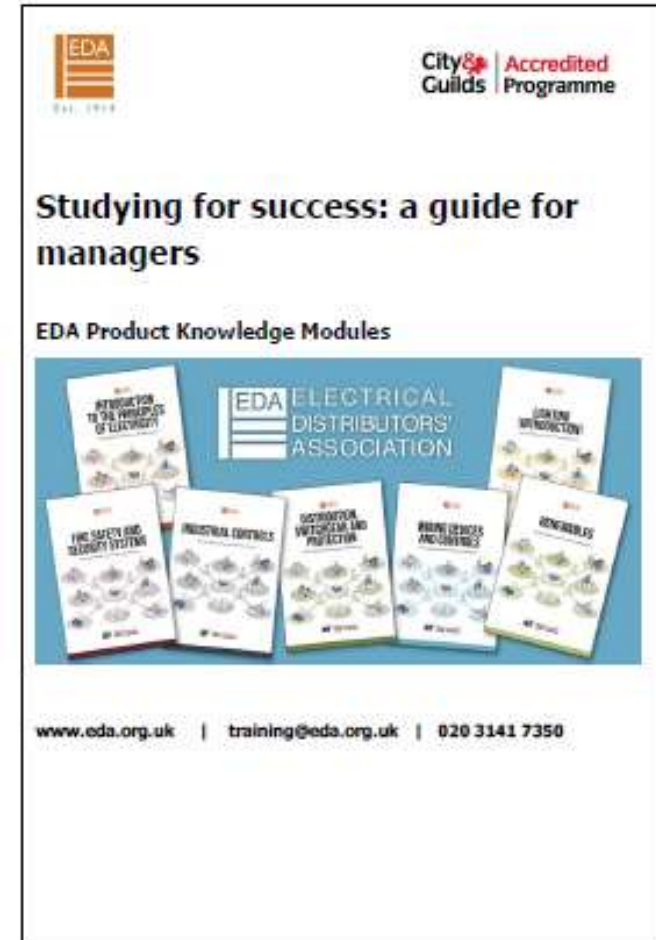
- One team member, one module
- One team member, multiple modules
- Multiple team members, same module
- Multiple team members, multiple modules

Complete a separate form for each Learner. An order can include one or multiple Learner Forms

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Your online hub

- Information and guidance at www.eda.org.uk
- Training & Apprenticeships section
- Use our online enquiry form to ask a question
- Download order forms
- Download 'Studying for success: a guide for managers'



COURSE DIRECTORY

EDA Electrotechnical Product Knowledge Programme

12 distance-learning training courses for EDA members and affiliates



In partnership with:

IET

City & Guilds
Accredited

CPD
CERTIFIED
The CPD Certification Service



Marc Roberts
Rexel UK Ltd, National Contact Centre
&
Zoe White, Internal Sales



You said...

“More interactive”

“More opportunity
for discussion”



Round-table discussions



1. Your business has access to the **EDA Apprenticeship Service** and **12 EDA Product Knowledge Modules**. If you have not used either before, what are the barriers and how can the EDA can help you overcome them?
2. What challenges and opportunities does digitalisation bring for your business?
3. What challenges and opportunities has your business faced as you prepare for Brexit?
4. We'd like to hear your views about the quality of products flowing through the market.

DELIGO

Shelley O'Carroll
National Key
Accounts Manager



Vince Pioli
Digital and Marketing
Director
&
Rebecca Hunt
Wholesale Sales Manager -
North

Q&A

Your feedback

Your badges please

All presentations available at www.eda.org.uk
from tomorrow