

Lights on! Lighting the Baltic Sea region

# HOSTING OF THE LIGHTING GRID

# Introduction Tero Asikainen

- **14 years of experience in**
  - Electric grid
  - Lighting grid
  - Industrial
  - Building technology
  - Entrepreneur



- **39 years**
- **B.Eng in Electric power technology (2007)**
- **Joensuu @ North Carelia, Finland**

**Getting things done with a positive attitude**

# Introduction to Tero Asikainen

- **Project manager of lighting business in Finland**
  - Hosting of the lighting grid
  - Coordinate planning
  - Supervisor
  - Security coordinator
- **Joined Insplan Ltd in July 2019**
- **Project manager**
  - Building an electric grid
  - Supervisor and security coordinator for constructing electric grids

# Introduction to Insplan Ltd

- **Consultant in energy infrastructure**
- **Founded in 2015**
- **Head office in Porvoo, Finland**
- **Ownership**
  - **CapMan Growth Equity Fund 36% (y. 2020)**
  - **Founders Mika and Toni Seppänen 64%**

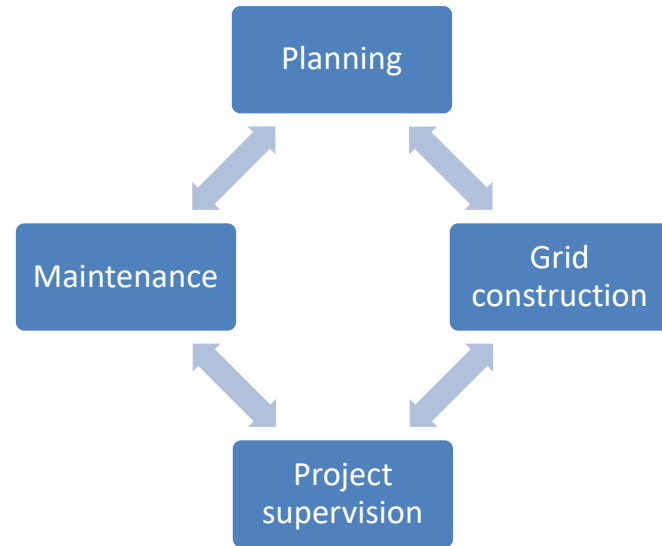
# Introduction to Insplan Ltd

- Sales in 2021, 5 m€
- 63 staff members in 7 offices and many remote workstations
- Businesses (CEO Mika)
  - Electric (Toni)
  - Telecom (Ilkka)
  - Infrastructure and Lighting (Toni)

# Introduction to Insplan Ltd

## Quality- Reliability- Responsibility

**Mission:**  
To be the leading  
consultant in  
network property



# Infrastructure and lighting business

- Lighting plans and calculations
- Inspection and repairing plans
- Documentation
- Hosting

# What is Hosting of the lighting grid

- Experienced consultant by your side
- Budget -> decisions -> actions
- Service when you need it
- Specialised in your lighting grid and your requirements
- Property management of the lighting grid



# The host is a specialist who helps with

- Decision making
- Cost-effective technical solutions
- Requirements (legislation, regulation, standards)
- Instructions and specifications (plans, materials, updating)


# The host is a specialist who helps with

- Operational development
- Cooperation with authorities  
(permits and requirements)
- Lighting grid planning
- Cost options and calculations

## How Hosting works

- Budget making, monitoring, scheduling and reporting (year and project)
- Competition documents, contract program -> Offer request, -> Choosing a contractor -> Deal
- Contract and site meetings

# How Hosting works

- **Supervising contractor and site**
    - Safety
    - Quality
    - Progress
- 
- Findings
  - Decisions and actions
  - Cost monitoring and reporting

# How Hosting works

- Receive site and summary contracts
- Warranty inspections
- To maintain your lighting grid
  - Renewal
  - New construction
  - Maintenance

# Coordination and cooperation of infrastructure

- **Planning and construction**
- **Bring everything together in sync**
  - Electric grid
  - Telecom grid
  - Heating, water and waste
  - Lightning grid

# Visions for the future

- **More lightning**
  - Safety, comfort and reduce accidents
- **Smart control**
- **Smart City**
- **EU and energy efficiency requirements**
  - Reduction of greenhouse gas emissions
  - Light pollution?

## Visions for the future

- Electric grid companys want to get rid of lightning grid
- Infrastructure ownership and investors?
  - Bigger ”shoulders” and economy



## Clients in Finland

- 309 municipalities in Finland
- Owner of the road have to maintain lightning
- Retirement and combining tasks?
- Employee time and knowledge to work with lighting grid and its' requirements

# LIGHTNING GRID

HOW TO MAINTAIN?  
WHO'S GOT TIME?



# Benefits of Hosting

- **Host knows your lighting grid and has all the data**
  - Invest and renewal at the right time in the right place
  - Manage the property as cost-effectively as possible (life-cycle)

# Benefits of Hosting

- **Experienced specialists at your service**
  - Allows your staff's valuable time to go towards other pressing matters
  - The best practices and operating models
  - Coordinates partners
  - When you need it
  - Cost-effective -> savings

**Thank you!**

**Questions**

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