Electrical contractors at the forefront of a green & digital recovery for Europe

Rising societal priorities

- Taking action to mitigate climate change and recover in a greener way
- → Improving indoor quality of life
- → Transforming the ways of working

New or increasing business opportunities

- → Main business opportunities
- Main enablers for these opportunities
- → Areas of vigilance

Policy asks

Policy asks to bolster business opportunities and move away from the areas of vigilance

Main business opportunities

- Electrical contractors are upskilling and developing their service offer in the context of upcoming recovery plans
- → Electrical contractors are integrators who know how to address all three rising societal priorities
- Electrical contractors are at the forefront of the digital change
- Combining digital and green transitions
- Containing the pandemic with contactless technologies
- → **Infrastructure** is key on the road to recovery.

Main enablers for these opportunities

- New ways to work: Since COVID-19, electrical contractors are developing best practices to make the most of their activity in every situation
- → Attracting new (young) workers
- Increasing visibility in public affairs and along the value chain

Areas of viligance



- A fast recovery could be preferred to a green recovery (risk of a "quick fix")
- The electrical contracting sector mostly comprises SMEs & VSEs
- which are particularly sensitive to crises
- Rise of e-commerce & DIY could undermine electrical contractors' expertise and be a safety risk
- → Short-term concern: Slowdown of demand and shortages in the supply chain
- → Medium-term concern: Shortages in new and skilled workers

