RISER™

The European summit for residential MDU connectivity and proptech

Amsterdam · Tuesday 6, Wednesday 7 and Thursday 8 April 2027 · 200-300 attendees, curated and invitation-led

Program overview, draft v2.0, 3 September 2026. Working draft for discussion with invited organizations.

Format	One room, one stream across both summit days. Mornings carry the keynotes, the research and the property owner panels. Afternoons run eight practitioner-led working sessions in the plenary, with audience questions built in. Coffee and lunch are taken in the exhibition and networking area.
Workshop	Tuesday 6 April, 14:00 to 18:00, second room, capped at 80. An owner-led working afternoon on the business case, the specification and the contract, closing into an early arrivals reception.
Who is in the room	Around 100 property owners and asset managers: institutional and listed landlords, build-to-rent operators, housing associations, student and co-living platforms. Around 115 delegates from the connectivity, technology and proptech side. Speakers, press and advisory board make up the rest.
Themes	The economics of residential connectivity, regulation and business models, the in-building network, the proptech and services layer that runs on it, energy and reporting, operations and service quality, and what actually gets a deal signed.
Status	All organizations named below are proposed or invited. Nothing is confirmed. Individual speaker names are withheld until the program shape is signed off. Times and running order may change.

2. Pre-conference workshop, Tuesday 6 April

A working afternoon for owners and asset managers, not a preview of the summit. Nothing taught on the Tuesday is repeated on the Wednesday or Thursday. The workshop is teaching-led and practical: delegates work a business case model, draft against a specification template and argue real contract clauses, and take the templates home. It puts eighty owners in a room together before the wider summit opens, which is what makes the Wednesday conversations warm.

Time	WORKSHOP · Second room, capped at 80. Owners and asset managers first, industry places limited.
13:30	**Registration opens** Second room foyer
14:00	**Welcome and how the afternoon works** *What each module produces, and the rule that nothing said in the room is attributed · 10 min* Maravedis (chair)

Time	WORKSHOP · Second room, capped at 80. Owners and asset managers first, industry places limited.
14:10	**Welcome from the workshop host** *Five minutes, no product content · 5 min* Workshop host, to be announced
14:15	**Module one: the four models side by side** *Bulk, retail, managed and concession. What each does to the service charge, to the balance sheet and to the resident relationship · 40 min* Maravedis, a managed service provider commercial director, an owner who has run two of the four
14:55	**Module two: building the business case** *Capex per unit, ARPU assumptions, payback, NOI impact and the numbers an investment committee will actually challenge. Delegates work a model, they do not watch one · 40 min* Owner finance lead, managed service provider commercial director
15:35	**Coffee** Second room · 20 min
15:55	**Module three: writing the specification** *A portfolio-wide technical specification and tender template. What to mandate, what to leave open, and the clauses that lock a portfolio into one supplier by accident · 40 min* Owner technical lead, an integrator, Maravedis
16:35	**Module four: the contract, clause by clause** *Wayleaves, term length, exclusivity, revenue share, service levels, exit and hardback. Real clauses read out and argued over · 35 min* Real estate counsel, an owner, a managed service provider commercial director
17:10	**Clinic: bring your own building** *Table groups take a real asset supplied by a delegate and work it through the four modules. Chatham House rule, no pitching, facilitators rotate · 40 min* Six tables, facilitated
17:50	**Close and the workshop pack** *The model, the specification template and the clause checklist go home with every delegate · 10 min* Maravedis
18:00	**Early arrivals reception** *Workshop attendees, speakers and the advisory board* Foyer

Capacity	Eighty seats, cabaret. Owners and asset managers take priority. Industry places are capped at twenty, so the room stays owner-heavy.
Access	Included for invited property owners. Available as an add-on for other summit delegates. Speakers and advisory board attend without charge.

Faculty	Maravedis chairs. Four practitioners plus real estate counsel. Chosen for teaching ability rather than seniority.

3. Day one, Wednesday 7 April

Owners, regulation, business models and the building. The first day answers the question every operator and technology company in the room came for: what do European residential owners want, what will the regulation allow, and which business model actually pays. Owners are on stage from 09:50. The afternoon runs the economics, then the building network, then the proptech services that run on it, and closeswitho the welcome reception at 17:00.

Time	PROGRAM · One room, one stream. Coffee and lunch in the exhibition and networking area.
08:00	**Registration and welcome coffee, exhibition opens** Exhibition and networking area
08:45	**Chair's welcome and orientation** *10 min* Maravedis (chair), HanseCom
08:50	**Welcome address** *Five minutes, no product content · 5 min* Summit co-host, to be announced
08:55	**Opening keynote: the state of European residential connectivity** *Market and policy framing for the two days. No product line, no price list · 30 min* Industry keynote, to be announced
09:25	**Opening research keynote: European residential connectivity in 2027** *Units, penetration, ARPU, contract structures, and where the growth actually is, country by country. Launch of the summit research report · 25 min* Maravedis
09:50	**Owner keynote one: what connectivity is worth to a European residential portfolio** *Valuation, retention, service charge treatment, ESG reporting · 20 min* Listed or institutional residential landlord
10:10	**Plenary panel: the owner's view, what European owners actually buy** *The buying committee, the objections, the reasons deals stall · 40 min* Four owners and asset managers, moderated by Maravedis
10:50	**Coffee and networking** Exhibition and networking area
11:20	**Industry keynote: a market or deployment perspective** *Case study permitted, product demonstration not · 20 min* To be announced

Time	PROGRAM · One room, one stream. Coffee and lunch in the exhibition and networking area.
11:40	**Industry case study one** *A deployment told as numbers: what was specified, what it cost, what it returned · 15 min* To be announced
11:55	**Keynote: Fibre in the building, the European deployment picture** *Coverage against take-up, the MDU gap, and what the next investment cycle funds · 20 min* FIBRE COUNCIL EUROPE (invited)
12:15	**Plenary panel: regulation as a business model driver** *Gigabit Infrastructure Act, in-building wiring rules, the German Nebenkostenprivileg transition, open access obligations, national plans · 35 min* BREKO, FIBRE COUNCIL EUROPE, a national regulator or ministry (all invited)
12:50	**Lunch and networking** Exhibition and networking area
Afternoon working sessions, single stream	
14:00	**Session one: bulk, retail or managed** *The three economics side by side. Unit economics, payback periods, who carries the capex, and what each model does to the service charge · 40 min* An owner finance lead, a managed service provider commercial director, two industry seats
14:40	**Industry case study two** *15 min* To be announced
14:55	**Session two: the building network, what to specify and how to retrofit it** *PON generations, riser design and in-building architecture that has to last ten years, then the same question inside occupied European stock. G.hn, coax and full fibre, listed facades, riser access, resident disruption and the real cost per unit · 40 min* An owner project lead, an installation contractor, two industry seats
15:35	**Coffee and networking** Exhibition and networking area
16:05	**Session three: from network to service, the proptech an owner actually deploys** *Digital access and keyless entry, the resident application, visitor and parcel management, and integration with the property management system. Which services earn their place on the connectivity layer, who integrates them, who owns the resident data, and what each one does to operating cost and retention · 30 min* An owner digital or innovation lead, a proptech platform, an access control provider, a managed service provider CTO
16:35	**Industry keynote: closing address of day one** *20 min* To be announced

Time	PROGRAM · One room, one stream. Coffee and lunch in the exhibition and networking area.
16:55	**Chair's close: day one in five numbers** Maravedis
17:00	**Welcome reception** Exhibition and networking area
19:30	**Owner dinner, by invitation, 60 covers** *Seating plan built around introductions* Offsite

4. Day two, Thursday 8 April

Technology, proptech, operations and the deal. The second day turns from whether to how. The research deep dive and the flagship owner panel sit in the first two hours. The afternoon runs the connected building stack, owner proptech deployments in practice, energy and reporting, service quality, and closes on two owners and two operators walking through a live deal in front of the room. The program ends at 17:00.

Time	PROGRAM · One room, one stream. Coffee and lunch in the exhibition and networking area.
08:15	**Registration and welcome coffee, exhibition opens** Exhibition and networking area
09:00	**Chair's day two framing** *5 min* Maravedis
09:05	**Research deep dive: the country data** *Germany, the Netherlands, the Nordics, France, Spain and the UK, compared on penetration, model mix and regulatory exposure · 20 min* Maravedis
09:25	**Industry keynote: platforms and managed services** *Framed as an operating question rather than a product roadmap · 20 min* To be announced
09:45	**Owner keynote two: standardizing a connectivity specification across a European portfolio** *One specification, six countries, and what had to be given up to get there · 20 min* Pan-European build-to-rent or student housing operator
10:05	**Flagship owner panel: five countries, five business cases** *The same asset class, five regulatory and commercial realities. What travels and what does not · 40 min* Four owners from at least four countries, moderated by Maravedis
10:45	**Coffee and networking** Exhibition and networking area

Time	PROGRAM · One room, one stream. Coffee and lunch in the exhibition and networking area.
11:15	**Keynote: Wi-Fi 7 and the residential experience** *Property-wide Wi-Fi, roaming between the flat and the common areas, OpenRoaming, certification · 20 min* Industry or association keynote, to be announced
11:35	**Industry case study three** *Deployment or market perspective, told through one portfolio · 15 min* To be announced
11:50	**Plenary panel: AI and automation in residential operations** *Where AI is actually deployed today in European portfolios: first line support, predictive maintenance, resident communication. What it costs and what it saves · 35 min* An owner operations director, a managed service provider operations director, two industry seats
12:25	**Lunch and networking** Exhibition and networking area
Afternoon working sessions, single stream	
13:15	**Session four: one network in the building, the connected building stack** *Access control, IoT sensors, EV charging, submetering and resident applications on a single managed network. Segmentation, interoperability and open APIs, NIS2 exposure and who holds the keys · 30 min* An owner digital lead, a managed service provider CTO, two industry seats
13:45	**Industry case study four** *15 min* To be announced
14:00	**Session five: proptech in practice, three owner deployments** *Three owners, seven minutes each, one deployment each: what was installed, what it cost, what residents actually used, and what the owner would do differently. No slides beyond three. Followed by audience questions · 25 min* Three property owners or operators, chaired by Maravedis
14:25	**Session six: energy, metering and the reporting stack** *Submetering, building energy management and heat and EV control as proptech, and the data they generate. What EPBD, CSRD and GRESB will demand of European residential portfolios, and what the connectivity and metering layer has to deliver to satisfy them · 30 min* An owner sustainability lead, a submetering or energy management provider, an ESG advisor, a housing association
14:55	**Coffee and networking. Last break of the summit** Exhibition and networking area

Time	PROGRAM · One room, one stream. Coffee and lunch in the exhibition and networking area.
15:20	**Session seven: support, SLAs and the cost of a truck roll** *What an owner should demand in a service level agreement and what it costs an operator to deliver it. First line support, field response, escalation, and the truck roll that eats the margin · 30 min* An owner operations director, a managed service provider delivery director, a field services contractor, one industry seat
15:50	**Session eight: what actually gets a deal signed** *Two owners and two operators walk through a live deal, objection by objection. The session the whole program has been building to. Runs straight on from session seven, no break · 40 min* Two owners, two managed service providers, moderated by Maravedis
16:30	**Closing keynote: European residential connectivity in 2030** *Three scenarios for the next five years and what each one means for owners, operators, vendors and proptech · 20 min* Maravedis
16:50	**Chair's close: five things to take back** Maravedis, HanseCom
17:00	**Program ends. Evening departures**