

Cohort
networking
workshop event



Scottish Enterprise

Green Heat
Accelerator

Powered by **CLT** CARBON
LIMITING
TECHNOLOGIES



Scottish Enterprise, Edinburgh Office
22nd February 2023

Welcome



Neil Kitching

Scottish Enterprise, Energy Specialist, Water and Heat

Aims for the day and morning



- **Objectives of day:** To make connections and build networks that can provide support and opportunities for growth after the programme ends
- Make the most of the day
- **This morning:** To understand range of support available from Scottish Enterprise and to discuss specific needs.
- **Today we will hear from, and have the opportunity to meet with, from Scottish Enterprise:**
 - Business Growth Hub
 - Innovation Team
 - Digital Transformation Team
 - Research Team
 - Find Business Support
 - Financial Readiness Team

Agenda - morning



Time	Topic
10:00 -10:15	Welcome and Introduction
10:15 – 10:30	Patrick Harvie, MSP, Minister for Zero Carbon Buildings
10:30 – 11:45	Scottish Enterprise Support Teams Presentations <ul style="list-style-type: none">- Business Growth Hub- Innovation Team- Digital Transformation Team- Research Team- Find Business Support- Financial Readiness Team
11:45-12:00	Tea / coffee break and sign-ups
12:00 – 13:00	Meetings with Scottish Enterprise Support Teams
13:00 -14:00	Lunch <p>Opportunity to network with SE teams if have not met in previous session. Afternoon invitees arrive for networking</p>

Patrick Harvie MSP



- MSP for Glasgow region
- Minister responsible for Zero Carbon Buildings
- Co-leader of the Scottish Green Party

Business Growth Hub Scottish Enterprise

Kristell Clunie
Project Manager

The Hub – Business Growth

What Do We Do

Support Business
Growth's
Specialist
Services

One to
Few / Many

Regional
Engagement

National
Programmes



WHAT
DO WE
DO?

Scottish Enterprise Specialist Support

SMAS



**DIGITAL
TRANSFORMATION**



**SUSTAINABILITY
- NET ZERO**



INNOVATION



TRADE



**INTELLECTUAL
PROPERTY**



**WORKPLACE INNOVATION
AND FAIR WORK**



**CO-OPERATIVE
DEVELOPMENT
SCOTLAND**



**ENQUIRIES AND
RESEARCH (EFRS)**



**INNOVATION
COLLABORATION AND
FUNDING**



**BUSINESS
RESPONSE TEAM**



Forthcoming Events

Engaging and supporting an intergenerational workforce-webinar 27 February 2-4pm

Did you know that by 2025, millennials (Gen Y) and centennials (Gen X) will make up over 75% of the workforce? What will this mean for your workplace?

This webinar will explore how you can get the best from today's multigenerational workforce by addressing communication, prioritisation and staff morale. We'll look at some of the challenges that intergenerational working can bring, and focus on how your team can work more effectively together by understanding generational traits and their impact on team effectiveness.

During our 'Journey Through the Generations', you'll learn why we associate certain traits with each generation. We'll look at the stereotypes and challenge and debunk some of them, with the aim of helping you understand your colleagues better. In this session, we'll focus on the perspectives of Gen Z in particular, and explore how we can prepare ourselves to be better colleagues and managers to the youngest demographic in our workforce.

The webinar will be delivered by Get the Gen, a social enterprise that helps employers across the UK to understand the value and overcome the challenges of embracing a cohesive multigenerational workforce.

[Engaging and supporting an intergenerational workforce Tickets, Mon 27 Feb 2023 at 14:00 | Eventbrite](#)

Forthcoming Events

Employee Ownership Learning Journey 28 February – 1 March 2023

Co-operative Development Scotland (CDS) is hosting a free learning journey to the North East & Tayside area of Scotland to showcase examples of effective employee ownership in successful, growing businesses. These companies will share their learning and experience giving helpful pointers of what has worked and what hasn't in their employee ownership journey.

During this 2-day trip you will meet award winning [Woollard & Henry Ltd](#), [Accord ESL](#), [2020 Project Management](#), [Houlder Ltd](#) and [Merlin ERD](#) as well as guest speaker Andrew Lane of [Union Industries](#).

[View the programme and book](#)

Forthcoming Events

Fair work workshops 28 February – 22 March 2023

Fully funded programme for Scottish SMEs which will support participating companies to:

Understand the benefits of fair work: for the business and its staff

Develop an action plan to embed or improve current people practices

Prioritise and take next steps to implementing an action plan

[Fair Work workshops | Eventbrite](#)

Forthcoming Events

Reducing digital carbon footprint - Wed, 8 March 10am - 11am

Reducing digital carbon footprint – lowering harmful emissions caused by everyday technology
The internet and the technology around it have a hugely negative environmental impact, worse than the aviation industry

A large part of these emissions come from the exorbitant electricity and water usage to power and cool data centres around the world.

The supply chain which involves the wasteful manufacturing, usage and disposal of devices needed to access it is also at fault.

Scottish Enterprise are collaborating with digital sustainability consultancy Aline to deliver a webinar to help raise awareness, measure and lower emissions caused by digital operations.

This webinar will answer the following:

- What is digital sustainability, and what does 'good' digital sustainability look like?
- What causes these emissions?
- How big is this problem and why is it important to your business?
- What can we do about it, what should I do first and where can I learn more?

Forthcoming Events

Scottish Enterprise is offering in person, practical and interactive full-day workshop which will provide an opportunity for a range of organisations, mainly SMEs, to build relationships, and share innovative ideas to address the barriers and accelerate the roll out and adoption of green heating solutions and associated products. We welcome companies who are driving innovation and growth in areas such as energy efficiency, green heat equipment (heat pumps and heat networks), supportive solutions (thermal storage), enabling solutions (digital and smart controls) and mine water geothermal energy.

➤ EDINBURGH 7 MARCH [Green Heat Innovation Workshops](#)

➤ ABERDEEN 8 MARCH [Green Heat Innovation Workshops](#)

➤ GLASGOW 28 MARCH [Green Heat Innovation Workshops](#)

We welcome companies who are driving innovation and growth in mine water geothermal energy, including heat abstraction, digital and data, components and systems and subsurface modelling.

➤ GLASGOW 29 MARCH [Green Heat Geothermal Workshop](#)

Forthcoming Events

More events on <https://www.scottish-enterprise.com/learning-zone/events>

The screenshot displays the Scottish Enterprise website's 'Events' page. The page features a navigation bar with 'Home' and 'Events' (selected), and a secondary bar with 'Events', 'Webinars', 'Podcasts', 'Success stories and case studies', 'Research and publications', and 'Business guides'. The main content area is a grid of event cards. Each card includes an event title, date, time, location, and a 'FIND OUT MORE' button. The events listed are:

- social media presence**: Event date Thu, 16 February 2023 - 13:00 PM till 16:30 PM, Location Online event.
- social media presence**: Event date Fri, 17 February 2023 - 10:00 AM till 11:00 AM, Location Online event.
- social media presence**: Event date Tue, 21 February 2023 - 10:00 AM till 11:00 AM, Location Online event.
- NET ZERO**: Join us for a 3 part webinar series Cost of Doing Business: Reducing Energy Costs. Event date Tue, 21 February 2023 - 14:00 PM till 15:15 PM, Location Online event.
- EMPLOYEE OWNERSHIP EXPLAINED**: The legal aspects of the employee ownership transaction. Event date Wed, 22 February 2023 - 10:00 AM till 11:00 AM, Location Online event.
- OFFSHORE WIND MARKET OPPORTUNITIES IN DENMARK**: Offshore Wind market opportunities in Denmark. Event date Thu, 23 February 2023 - 09:00 AM till 10:00 AM, Location Online event.

A 'Load more' button is located at the bottom of the grid.

Thank you

Questions



SE Innovation support

Supporting Scottish
businesses to innovate
effectively

Bruce Ainsley

Feb 2023



About Innovation

- What is innovation
 - It is the only route to unlimited growth
- Why Innovate?
 - It is the only route to unlimited growth
- How should you innovate?
 - In a structured manner

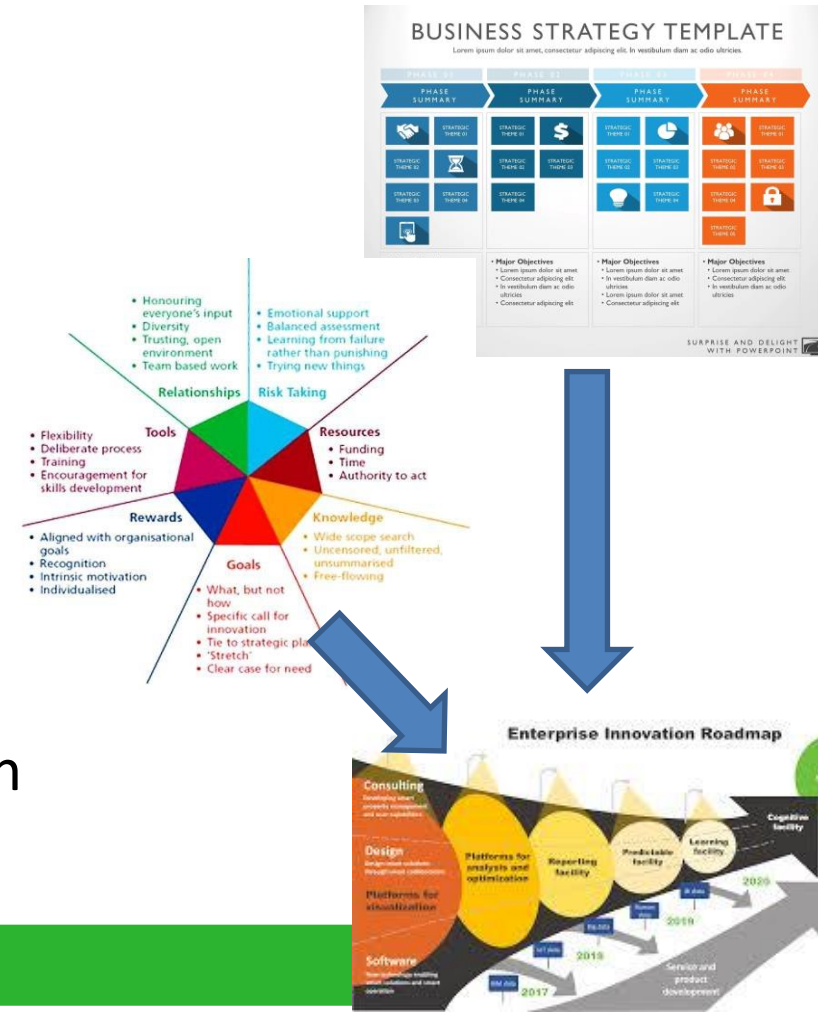
About Innovation

- What is innovation
 - New profit from new ideas
- Why Innovate?
 - To survive and thrive
- How should you innovate?
 - In a customer-led manner

What can we help with?

Developing a strategic approach to innovation

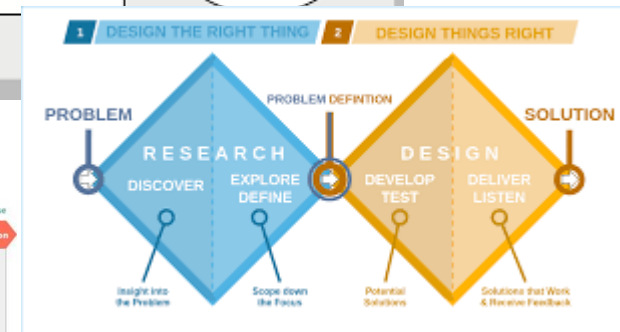
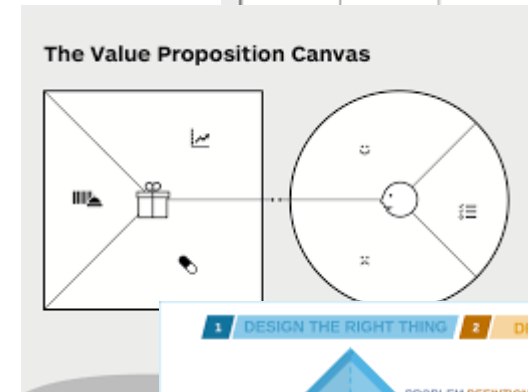
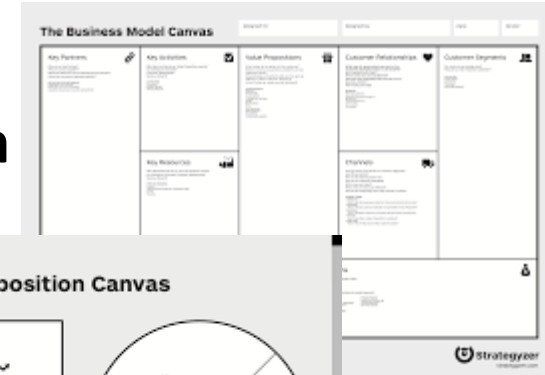
- What is your business strategy?
- What do you need to develop to meet the needs of your strategy?
- Over what timescales?
- What is the “roadmap” for this journey
- Developing a culture of innovation



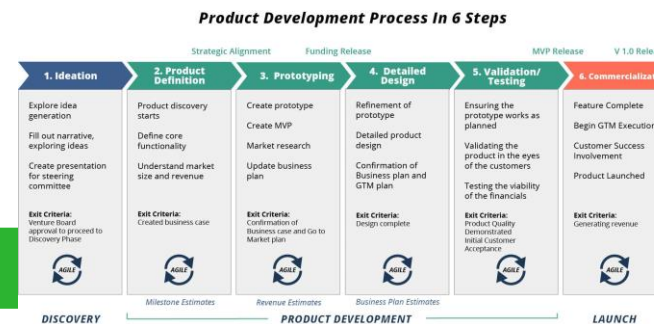
What can we help with?

Tools & approaches to help with your innovation

- Customer led innovation
- BMC/VPC
- Value chain analysis
- NPD/NPI processes
- Double diamond
- Market validation



	IDEA GENERATION			CONVERSION		DIFFUSION
	IN-HOUSE	CROSS-POLLINATION	EXTERNAL	SELECTION	DEVELOPMENT	SPREAD
	Creation within a unit	Collaboration across units	Collaboration with parties outside the firm	Screening and initial funding	Movement from idea to first result	Dissemination across the organization
KEY QUESTIONS	Do people in our unit create good ideas on their own?	Do we create good ideas by working across the company?	Do we source enough good ideas from outside the firm?	Are we good at screening and funding new ideas?	Are we good at turning ideas into viable products, businesses, and best practices?	Are we good at diffusing developed ideas across the company?
KEY PERFORMANCE INDICATORS	Number of high-quality ideas generated within a unit.	Number of high-quality ideas generated across units.	Number of high-quality ideas generated from outside the firm.	Percentage of all ideas generated that end up being selected and funded.	Percentage of funded ideas that lead to revenues, number of months to first sale.	Percentage of penetration in desired markets, share with customer groups, number of months to full diffusion.



What can we help with?

Funding your innovation

- Invest is best
- Grants can help
 - Scottish Enterprise
 - Business Gateway
 - Councils
 - Interface
 - Innovate UK
 - Horizon Europe
 - Other funding bodies

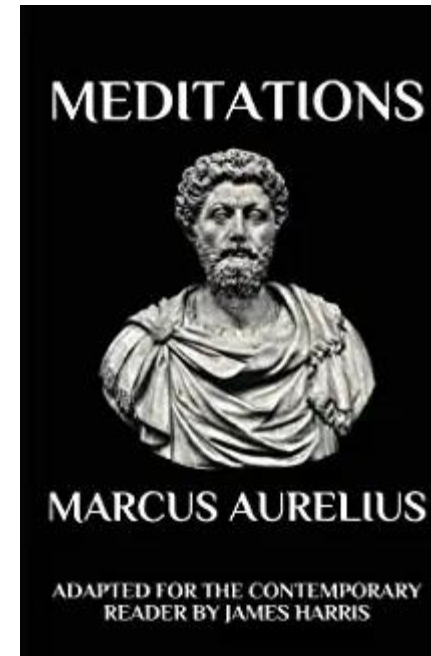
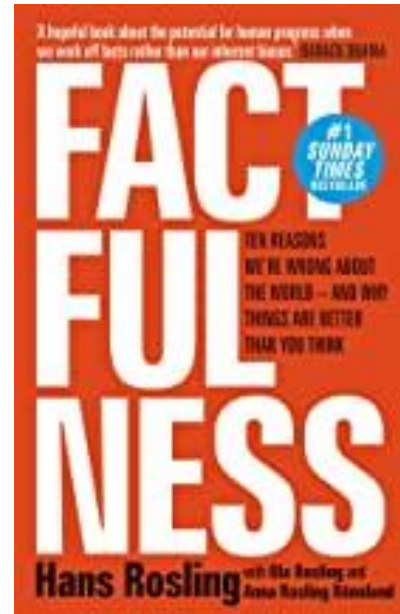
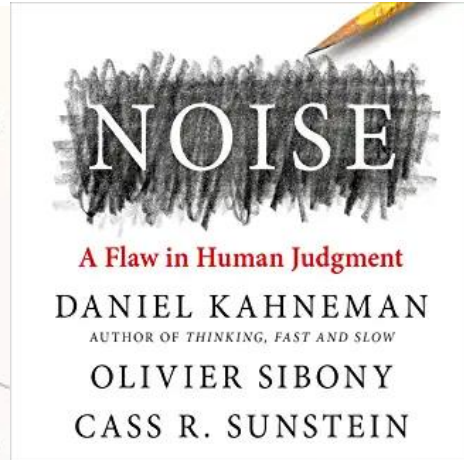


What can we help with?

Advice, guidance and maybe introductions

- We see a lot of companies - If you have a problem, we have likely seen it before
- I give “Tough Love” – it is your business, not mine
- In certain circumstances, we might be able to introduce you to people who have insight into your issues
- Adaptability is your friend

Some excellent books

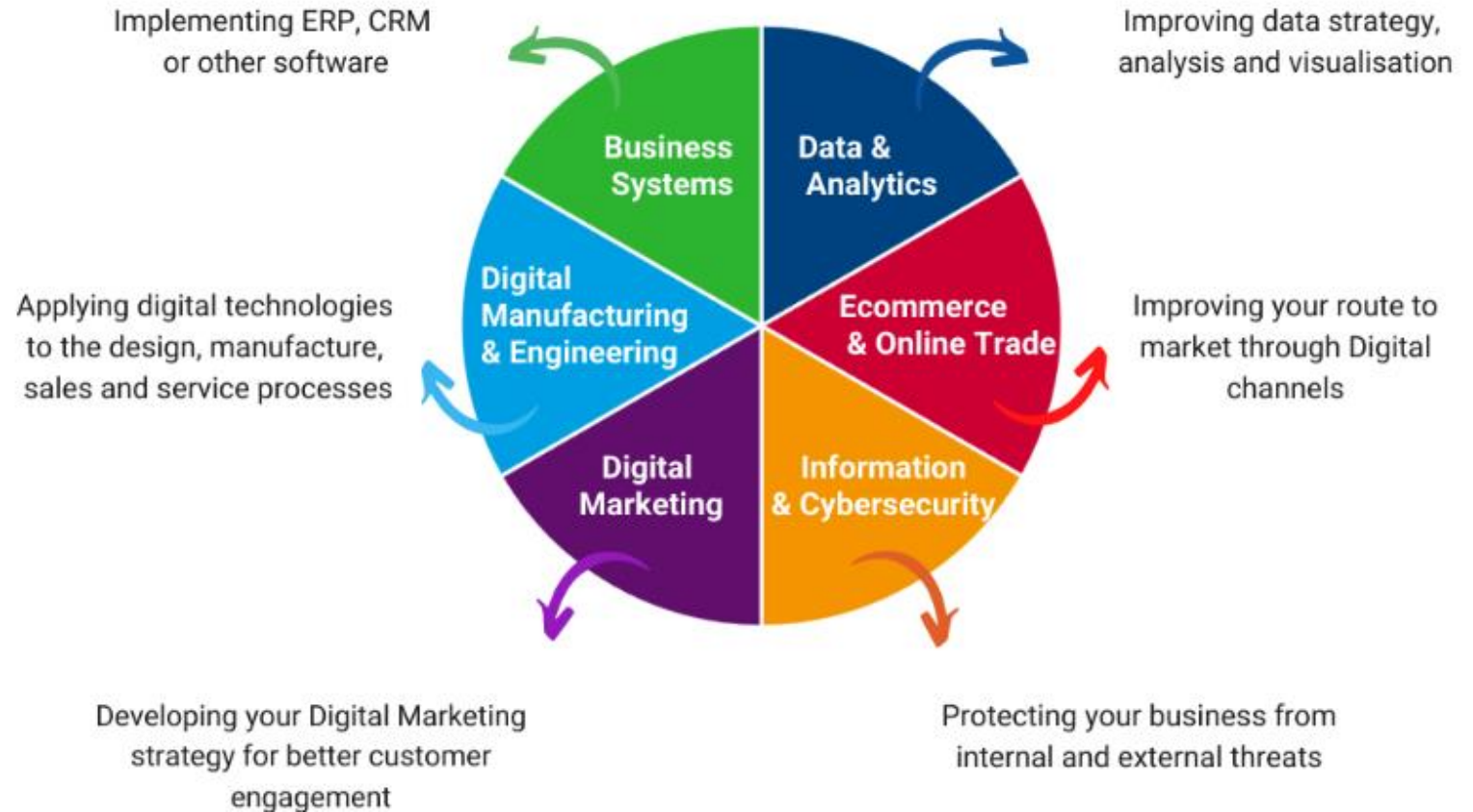


Scottish Enterprise Digital Transformation Service



SE's Digital Transformation Team

- 12 Digital Transformation specialists located across SE areas of Scotland
- Free, bespoke and impartial 1-2-1 advice
- Help businesses to understand and adopt digital and IT-related technology more effectively.
- Appreciation for wide variety of digital topics and development of digital & IT strategy, but with deeper individual specialisms.
- 1-2-Many programme



SE's Digital Transformation Team

“Our aim is to **help businesses bridge the gap between their growth and operational objectives** by utilising technology solutions that can support achievement of goals in a smarter, quicker, more cost-effective and efficient manner. Helping businesses understand the options available and the benefit-cost balance of each”

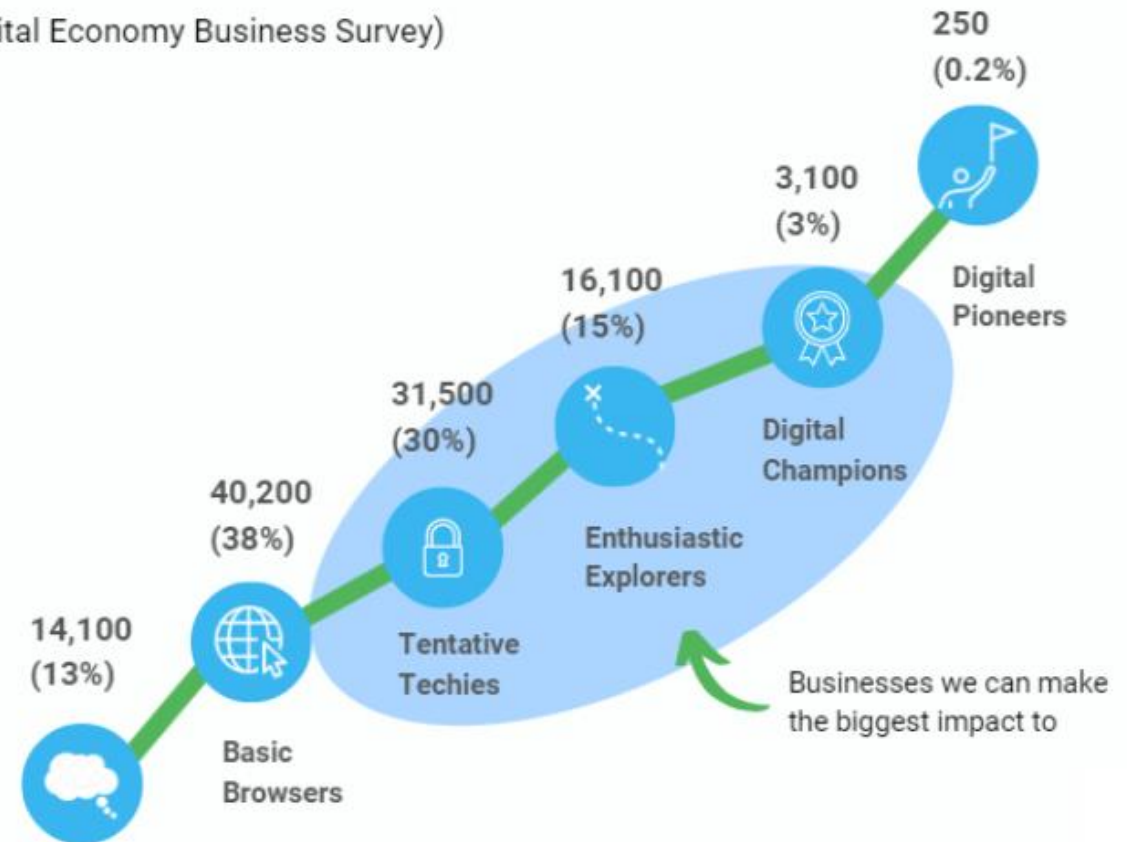


SE's Digital Transformation Team

- Work directly with companies at any stage of their development across all sectors.
- Supporting development of digital projects and strategies by providing ongoing advice throughout the digital journey.
- Promote the importance of people and change management in digital adoption
- Helping to connect companies with Scotland's wider digital support and supplier network.

Digital Maturity of Businesses in Scotland 2021

(Digital Economy Business Survey)



1-2-Many programme

- [Future Ready Digital programme](#) (in person sessions x 5) – 28th Feb Glasgow
- [Preventing IT and Digital Project Failure](#) (in person) – 23rd Feb AM Dundee/ 2nd March Glasgow/ 9th March Edinburgh/ 16th March Dundee/
- [Reducing your digital carbon footprint - lowering the harmful emissions caused by every day technology](#) (webinar)– 8th march 10:00-11:00

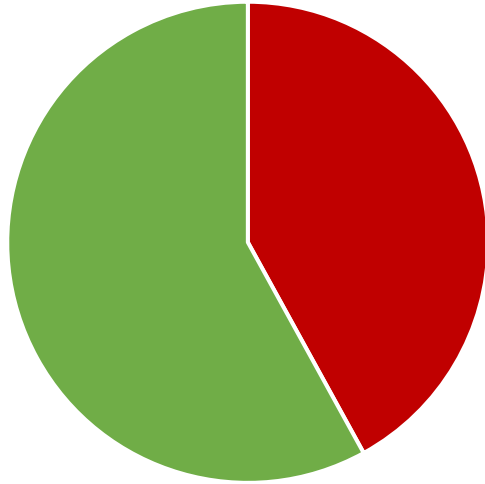


Thank you

Research Service

Kathryn Cameron & Fiona Elliot
February 2023

Why Research?

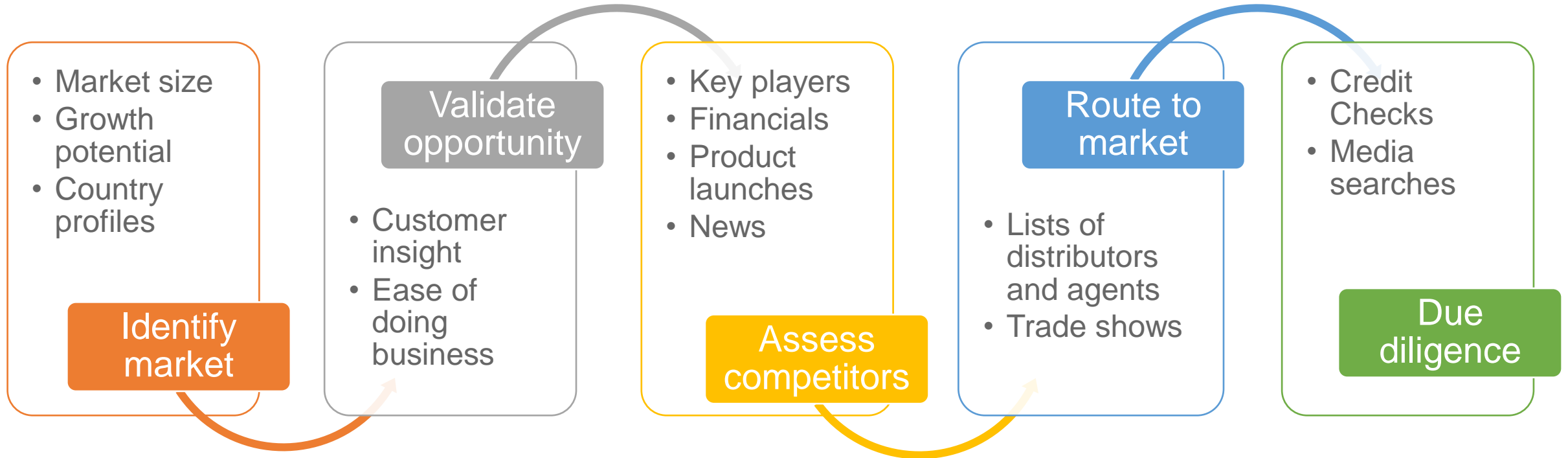


*“**42%** of new businesses fail due to a lack of market research for their product.”*

(Source: CBI Insights)

- ✓ Robust research ensures you pursue the right markets.
- ✓ Save time, effort and money.
- ✓ Avoid expensive mistakes.

Research support every step of the way



Globaldata Power

Sectors covered



Bio power



Energy storage



Geothermal power



Hydro power



Nuclear power



Ocean power



Solar power



Thermal power



Wind power



Analysis



Countries



Companies

Globaldata have a range of report resources, providing expert opinion and insight into the current industry and the future. Gain a broad view with macro analysis, or drill down with more focused commentary into specific market drivers and trends.

Examine the performance and potential of hundreds of geographical markets with Globaldata's country intelligence centre - including geography-specific news, deals, analysis of market players, and market and product databases.

Access GlobalData's extensive database of company profiles, including financial data and SWOT analyses for industry leaders, disruptors and key industry players.

Databases

Power Plants

Provides key information on power plants across the globe. Information is available for various power generating sources such as coal, oil, gas, nuclear, hydro, wind, solar, biopower, geothermal, wave and tidal

Tenders & Contracts

Tracks the latest tenders/contracts, featured tenders/contracts announced and awarded tender/contracts by industry, country and year

Equipment Market

Tracks the equipment level market trends to estimate the market size and value of more than 30 equipment related various categories like Thermal, Wind, Solar power generation, Smart Grid and T&D

Transmission & Distribution

It provides detailed information on all line and substation projects which are at development stage for specific countries

Smart Grid

Tracks all upcoming smart grid projects across the globe. It provides detailed information about advanced grid & IT infrastructure, microgrid, automation and other smart infrastructure projects

Energy Storage

Provides detailed information on all Energy Storage Projects which are at different stages of development or operational globally

Deals

Track market activity with a database of global mergers and acquisitions, private equity deals, venture finance deals, private placements, IPOs, partnerships

Influencers

Identify and track the trends that are keeping the top digital thoughtleaders in your industries talking with the interactive Influencers tool

Covid-19 Country Dashboard

GlobalData's Country dashboard tracks key indicators of countries majorly affected by the COVID-19 outbreak. Allows comparing key countries impacted due to COVID-19

20

Over 20 different energy databases across the platform

153,400
Power plants

37,600
Transmission & Distribution

13,287
Tenders & Contracts

117,339
Companies

80,144
Deals

3,491
Analysis reports

Technavio: Heat Pumps



**Global Geothermal Heat Pump Market
2022-2026**



**Global Residential Air to Water Heat Pump
Market 2022-2026**



Global Heat pump Market 2022-2026



**Global Industrial Heat Pumps Market
2023-2027**



**Global Zero-energy Buildings Market
2022-2026**



Global District Heating Market 2021-2025

Frost and Sullivan: Green heat

Global Combined Heat and Power (CHP) Market Growth Opportunities

The Need to Decarbonize the Grid and Obtain Sufficient Thermal Energy Drive CHP Solutions

Global Residential Heat Pump Growth Opportunities

Technology Strategies Push Heat Pumps to Play a Significant Role in Decarbonizing Heat

Global Commercial Building Pump Growth Opportunities

Transformative Mega Trends, such as Net-zero Energy, are Rising

Global Geothermal Growth Opportunities

Innovative Culture in Exploration and Production, Heat Decarbonization, and Sustainable O&G Industry Drive Geothermal Investments

Company Databases



- Company name, location, offices
- Financials, number of employees,
- Products & services, trade description



- Company profiles
- Deals
- Mergers
- Investors and investment information



Case Studies

Global Heat Pump Market

- new product development

Geothermal Projects in East Africa

- potential opportunities



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Get in touch



- www.Scottish-Enterprise.com/ResearchService
- 0300 013 3385
- research@scotent.co.uk
- 121 video calls available

Contact us to discuss your specific research needs.



FindBusiness Support.gov.scot

Carri Cusick, Lead & Product Owner
Feb 2023



Scotland has lots of public sector organisations offering support to businesses.



Many businesses are confused.

Who does what?

Who can help?

Where to start?

They don't always understand where to go for help.

They don't always access help.

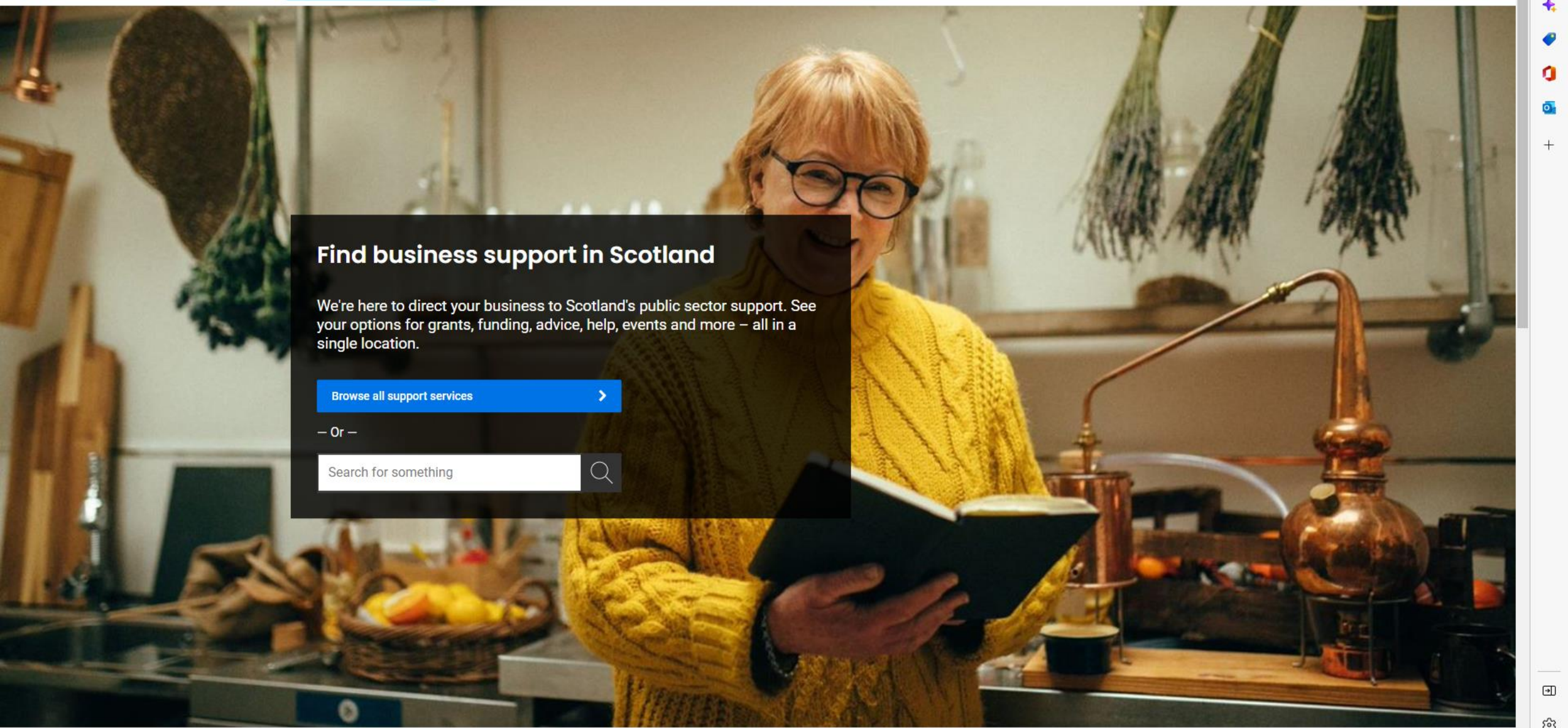
They sometimes feel as if they are 'missing out'.



Most of Scotland's Businesses are **small**.

98% have less than 49 employees.

Business owners are time-poor.
They need speed, ease & efficiency.

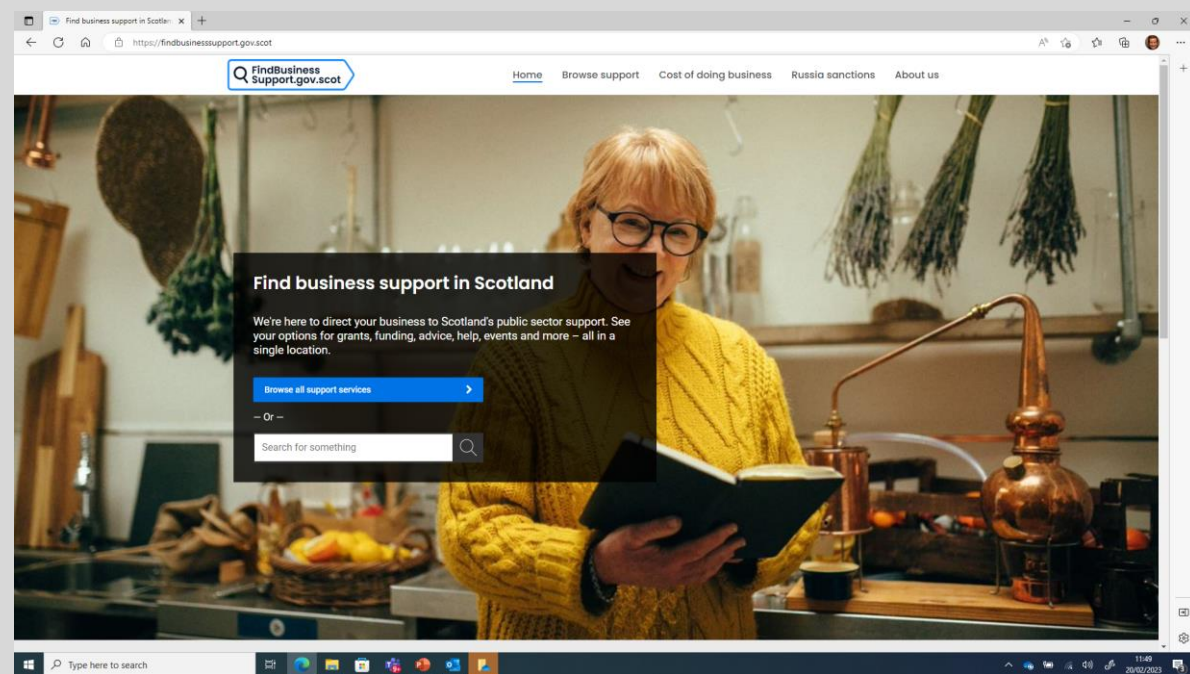


Find business support in Scotland

We're here to direct your business to Scotland's public sector support. See your options for grants, funding, advice, help, events and more – all in a single location.

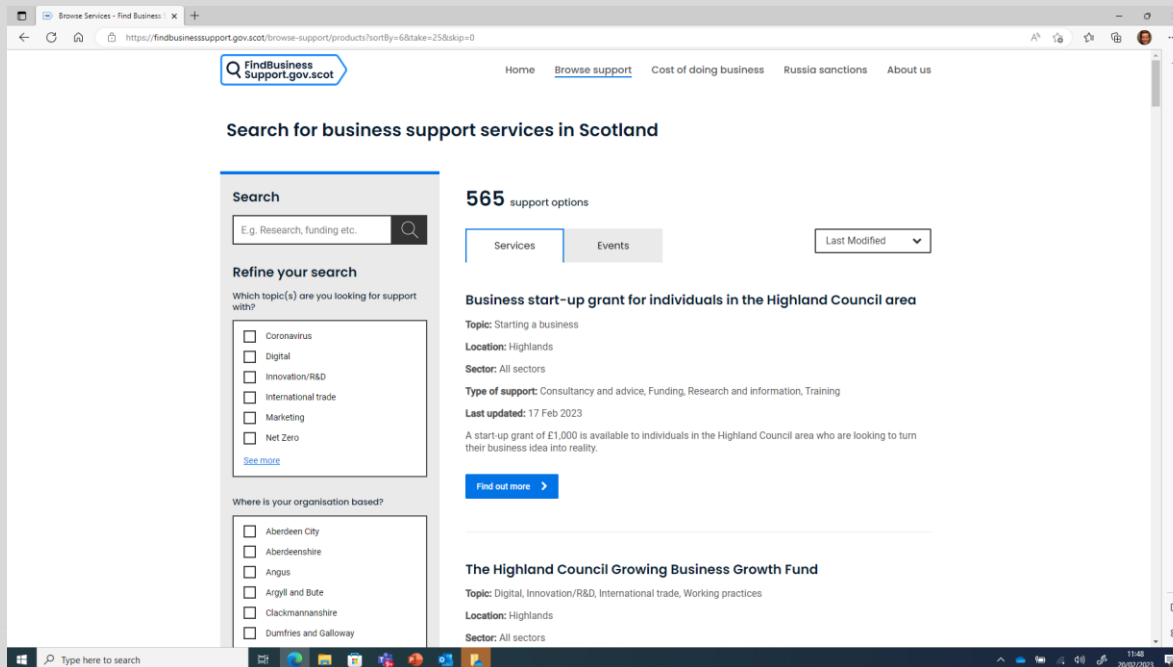
[Browse all support services](#)

– Or –



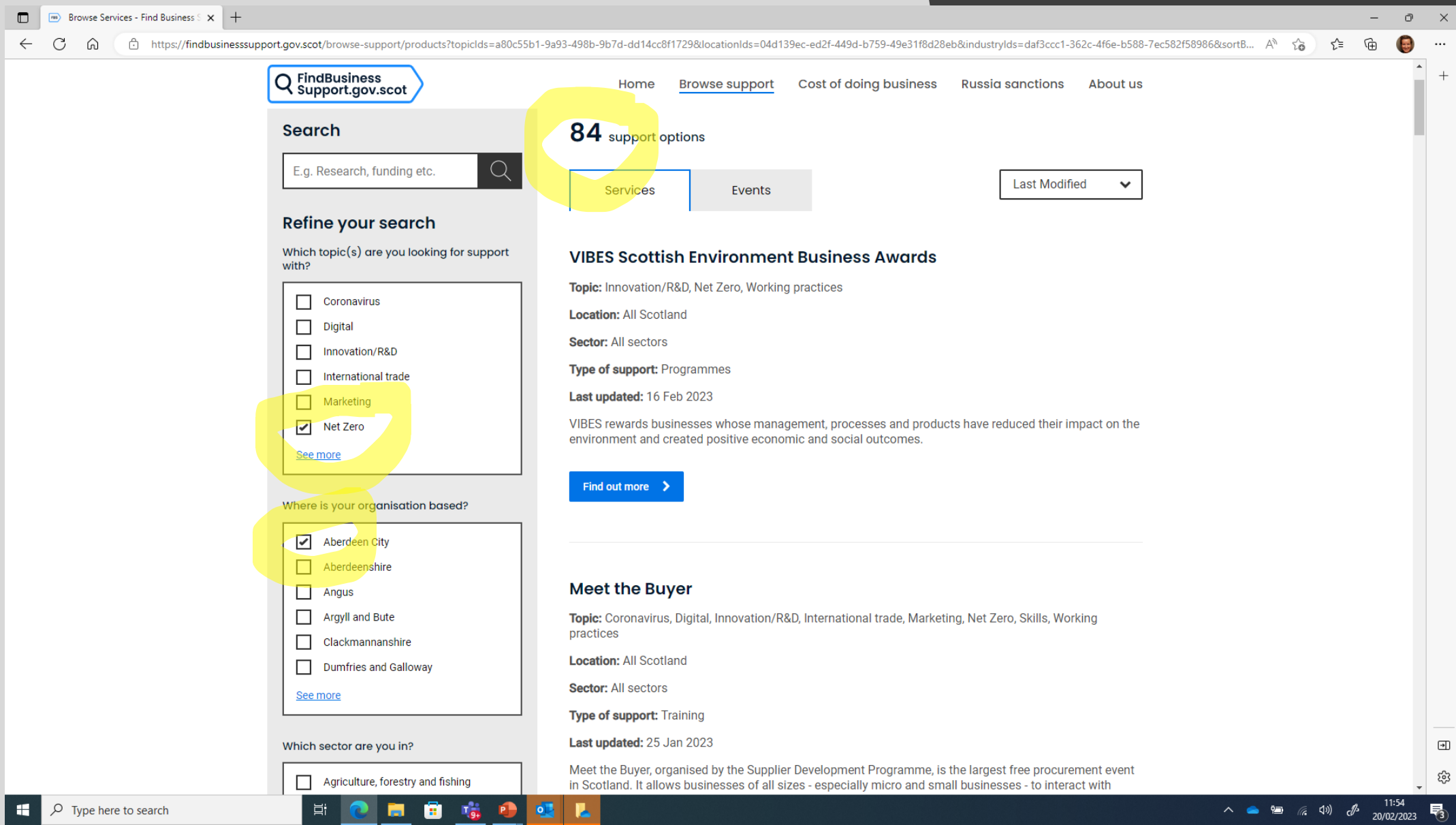
For the first time, businesses can browse all of Scotland's public sector options in one place – from 100+ different public sector organisations.

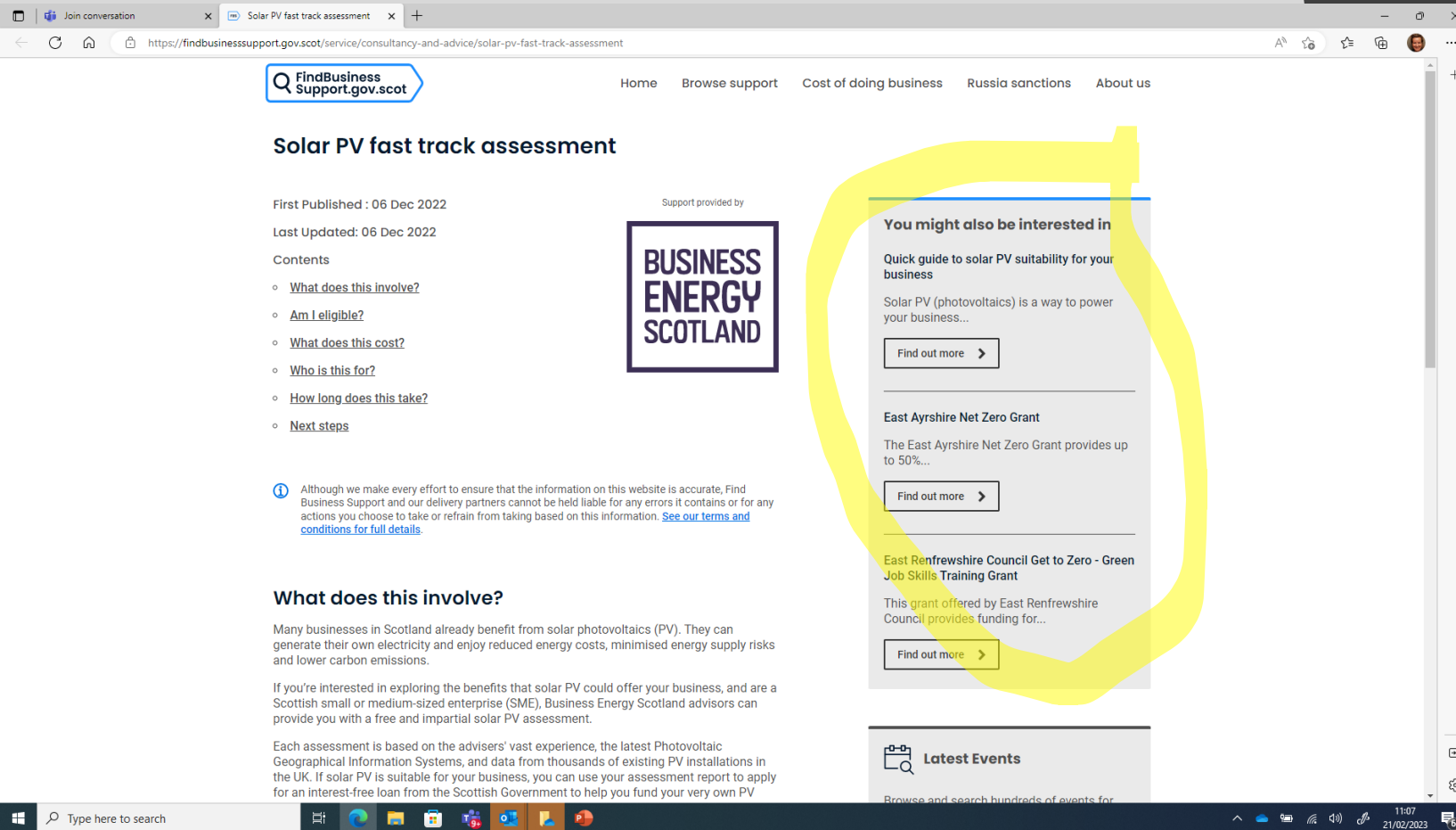
FBS is not a support organisation *per se*; it does not offer services itself.



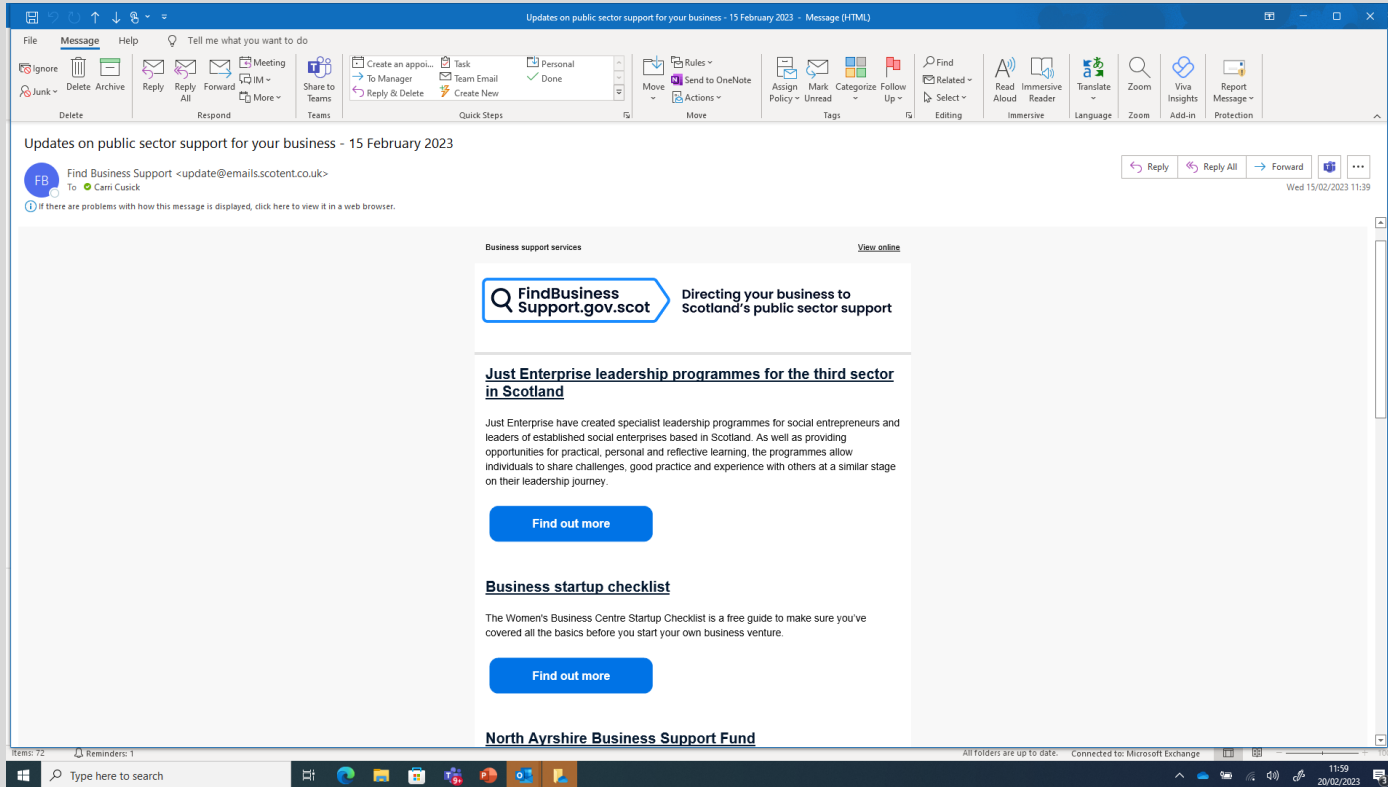
Think of FBS as a 'Confused.com' or a 'MoneySupermarket.com' or a 'CompareTheMarket.com' for public sector business support.

Although resourced by SE, it's not an SE service, or a Scottish Government Service, it's a service for all public sector business support organisations in Scotland.





Helpful 'related items' feature



weekly newsletter

Sign up for email alerts

Join our mailing list for the latest updates on public sector support for businesses in Scotland.

Sign up >



**FindBusiness
Support.gov.scot**

Thank you

FBSTeam@scotent.co.uk



Financial Readiness & Growth Investments

February 2023

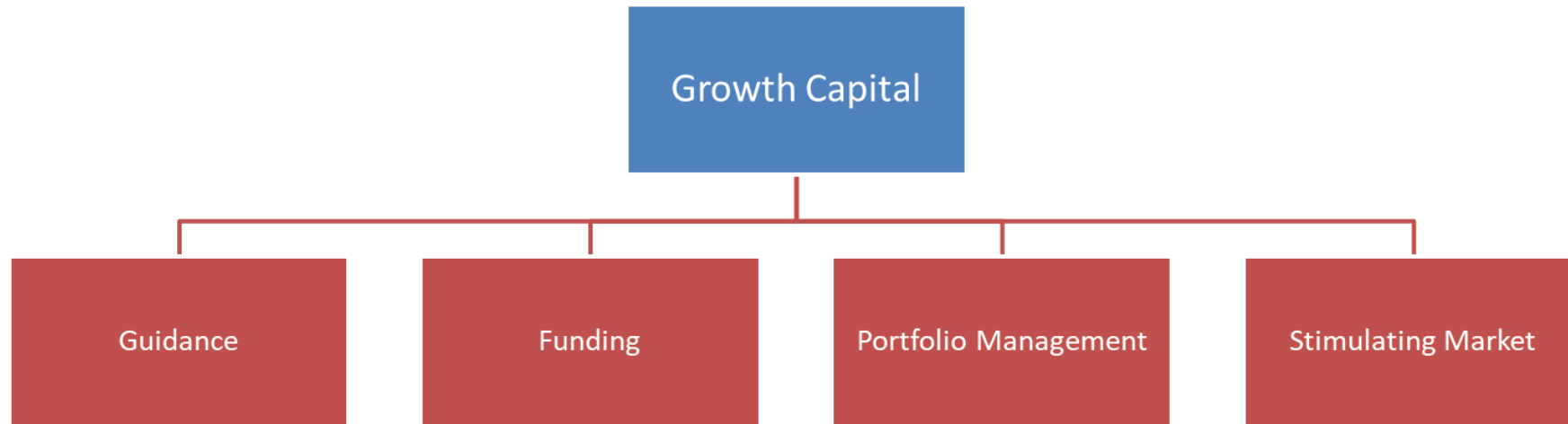
SE Investment Support

Raising finance is an essential part of company growth. SE Growth Investments is the investment arm of Scottish Enterprise and operates across Scotland in partnership with HIE, we are here to help.

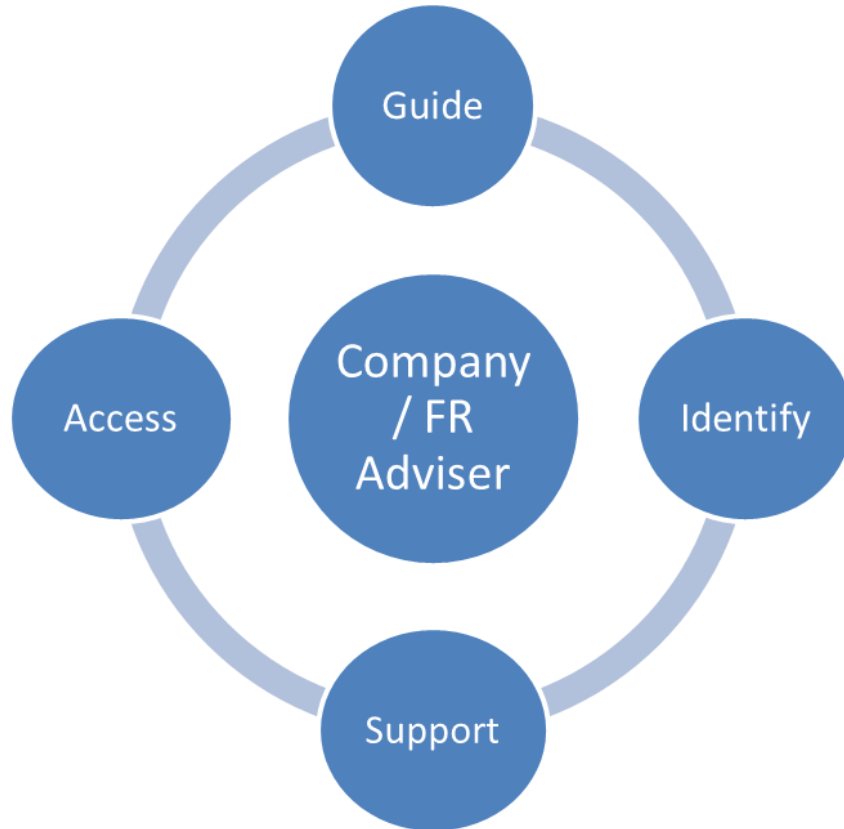
We do this by:-

- Building strong partnerships between companies and investors.
- Working with business angels, angel syndicates, venture capital funds and corporate investors internationally.
- Supporting growth plans by working with dynamic management teams.
- Aim is to grow Scotland's private sector funding market for early stage and expanding SMEs with growth and export potential.

Supporting Growth Companies

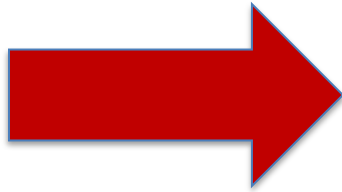
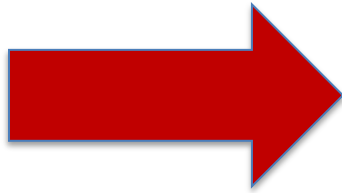


Financial Readiness Team



- Guide companies through complexities of various finance options
- Identify most appropriate funding package
- Work with companies to be funder ready
- Support companies in securing finance
- Provide access to relevant public sector support

Investment Approach



From 2003, SE has:

- Invested £624m
- Achieved £1.75bn leverage
- Received £241m income
- Created a current investment portfolio of 291 companies with a value of £296m

- Co-invest with private sector investors
- We co-invest alongside range of investor
- Invest on fully commercial terms
- SMEs – growth and export potential
- Gap investors – no displacement or crowding out
- Public sector investment 50% or less
- Economic benefit to Scotland
- Significant operational presence in Scotland
- Commercial returns

OUR FUNDS

SCF

Scottish Co-Investment Fund

- Invest up to **£1.5m**
- **Co-Invest** alongside 'Accredited Partners'
- Invests in start-up, early stage & established companies
- Accredited Partner source, diligence and negotiate deal

SVF

Scottish Venture Fund

- Invests up to **£2m pa**
- **Co-invests** alongside a range of **private sector investors**
- Invests in start-up, early stage & established companies
- Investor led, but SIB involved in deal process

Team Contact Details

Gary Torbett (Team Leader) - gary.torbett@scotent.co.uk

Jennie Brown (Specialist) - jennie.brown@scotent.co.uk

Anne Featherstone (Specialist) - anne.featherstone@scotent.co.uk

Yvonne McLaren-Robertson (Specialist) - yvonne.mclaren-robertson@scotent.co.uk

Laurence Jamieson (Specialist) - laurence.jamieson@scotent.co.uk

Martin Brechin (Specialist) - martin.brechin@scotent.co.uk

Jennifer Rafferty (Specialist) - jennifer.rafferty@scotent.co.uk

Graham Fiddes (Specialist) - graham.fiddes2@scotent.co.uk

Useful Links

[Accessing Finance and Attracting Investment](#)

[Scottish Co-Investment Fund](#)

[Scottish Venture Fund](#)

[Scottish Loan Scheme](#)

Thank You
Any Questions?

Thank you for your time today

Anne

Anne.Featherstone@scotent.co.uk

ANY QUESTIONS?

Lunch break and
Networking



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Agenda - afternoon

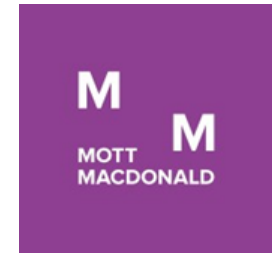


Time	Topic
14:00 – 14:15	Speaker – Josiah Lockhart, Changeworks
14:15 – 15:45	Structured networking Pre-arranged speed-meetings with flexible networking
15:45 -16:00	Wrap-up and close

Josiah Lockhart – CEO, Changeworks



Networking meetings



1:1 meetings



Scottish Enterprise

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Thank you and next steps



- Thank you everyone for participating
- 3.5 months
 - 24 virtual and 3 in-person workshops; resources will be available for the next 12 months
 - Range of contacts – still able to connect
 - Growth plans
- Make the most of what is available to you
- Look forward to seeing progress over next year
- Stay in contact with each other

Sam Greensmith



Close



Scottish Enterprise

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