

Application
Workshop



Clean Heat Accelerator

10am 24th April 2024

Agenda

A blue circular logo with a green outline, containing the text "Clean Heat Accelerator" in white.

Clean Heat
Accelerator

- Welcome and introductions (5 mins)
- Context - Clean Heat in Scotland (5 mins)
- Previous participant - (5 mins)
- Clean Heat Accelerator – introduction and overview (5 mins)
- Application process – overview and timeline (5 mins)
- Previous participant – (5 mins)
- Q&A (30 mins)

Welcome and Introduction

Clean Heat
Accelerator

Sam Greensmith – Scottish Enterprise, Project Manager, Major Programme Management

CleanHeat in Scotland

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Accelerator

Context to the programme

Neil Kitching – Scottish Enterprise, Energy Specialist (Clean Heat)

Clean Heat Solutions

Heat pumps and heat networks are the two core green heat solutions for Scotland, supported by many other technologies and building retrofit/ energy efficiency.



Core Technologies

A collection of nine icons representing core clean heat technologies, arranged in a 3x3 grid. The icons include a fan-like symbol for air source heat pumps, a vertical radiator for water source heat pumps, a network of pipes for district heat networks, a ground loop for ground source heat pumps, a control panel for direct electric heating, and a digital display for smart controls.

- Air Source Heat Pumps
- Water Source Heat Pumps
- District Heat Network
- Ground Source Heat Pumps
- Direct Electric heating
- Smart Controls

Supportive Technologies

A collection of nine icons representing supportive technologies, arranged in a 3x3 grid. The icons include a biomass boiler, solar panels, a hybrid heat pump, a sensor, a smart meter, solar thermal panels, a water tank, and a battery.

- Biomass Boilers
- Solar PV
- Hybrid Heat Pumps
- Sensors
- Smart Meters
- Solar Thermal Panels
- Heat Storage Water Tank
- Heat Storage – Battery

Retrofit

A collection of four icons representing retrofit technologies, arranged in a 2x2 grid. The icons include a house with multiple windows for double/triple glazing, a house with a chimney for insulation, a circular fan for ventilation, and a thermometer for heat recovery.

- Double/triple glazing
- Insulation
- Ventilation
- Heat Recovery

Benefits of Clean Heat



	Natural Gas	Heat Pumps and Heat Networks
Environmental	Emits carbon dioxide; and methane from extraction and pipeline leaks	Significant climate benefits.
	Gas boilers emit nitrous oxide	No air pollution.
	Flammable gas with H&S issues	Safer - no combustion in the home, no risk of carbon monoxide poisoning
Social	Fuel poverty.	By investing in insulation there is an opportunity for warmer homes and less fuel poverty
	Volatile fuel costs.	More stable fuel costs.
Economic	Depend on fuel imports.	Greater self-sufficiency and resilience. Support local renewable electricity market.
	Investment - business as usual.	Huge investment opportunities.
	Jobs and exports - business as usual.	Create new and additional jobs and apprenticeships. Company growth and exports.

Heat in Buildings Bill – consultation

Clean Heat Accelerator

- Proposals to require homeowners and private landlords to upgrade the energy efficiency of their properties and shift to a clean heating system.
- Some of the provisions also apply to the commercial property sector; separate rules will apply to the social rented sector.

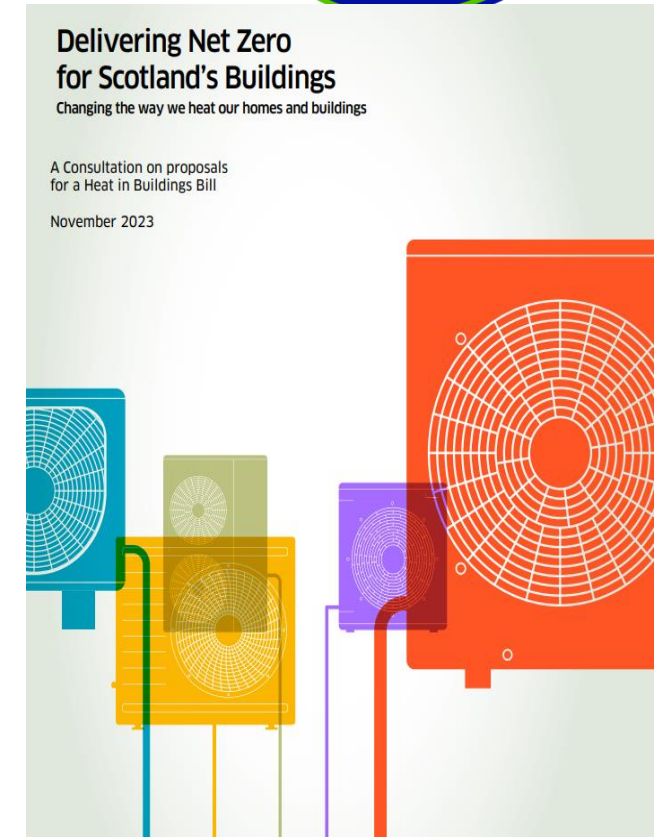
Currently these are proposals. The Bill, once published, is likely to be adopted before May 2026.

Key policies

- When buying a home or commercial property you must install a clean heat system within a specified period, unless the building is in a designated heat network zone.
- Private rented landlords to upgrade energy efficiency by 2028, and homeowners by 2033
- All public buildings to use clean heat by 2038; all other buildings by 2045

To encourage investment in heat networks

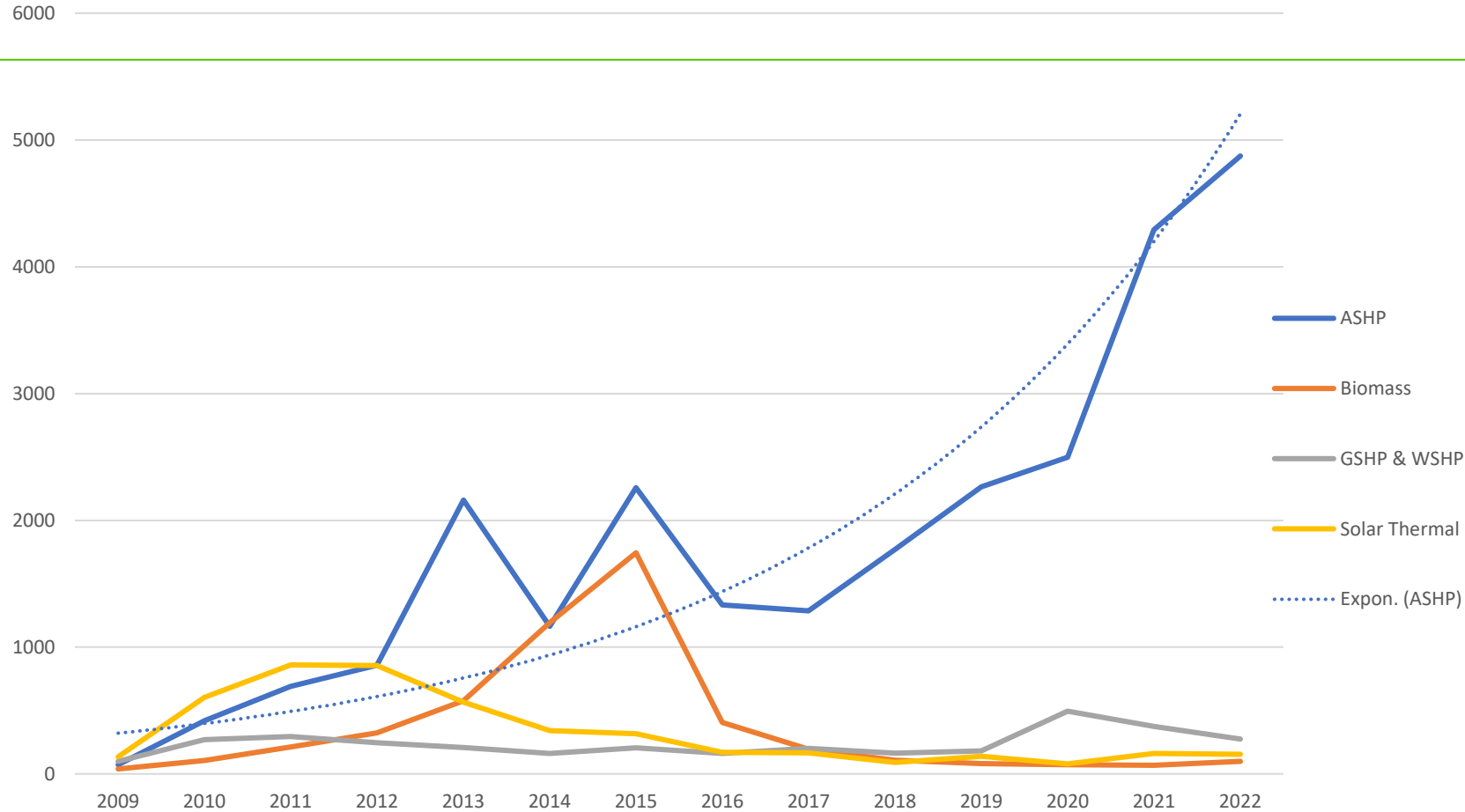
- building owners must shift to a 'clean heat' system if a heat network is built nearby
- new build properties should connect
- owners of non-domestic properties to provide information on waste heat to heat network operators



Market Growth in Scotland



Annual number installed 2009-2022



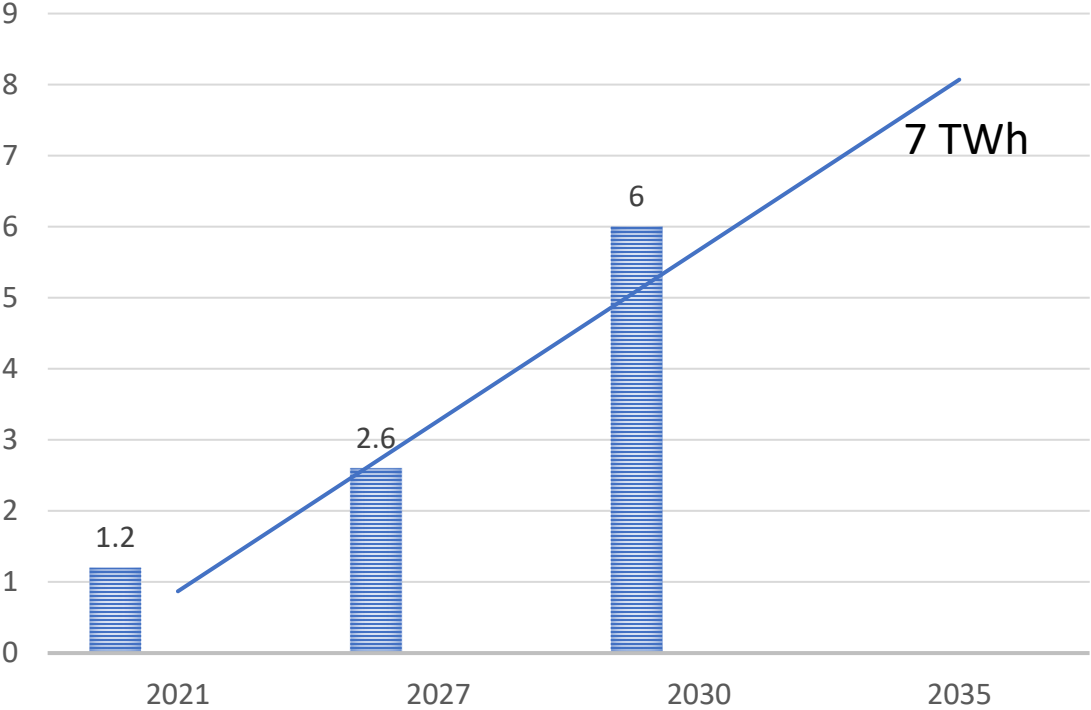
- **14% growth in installed air sourced heat pumps in 2022 - 4,875 installed**
- **Sales have grown by 95% in 2 years**
- **£70m market in ASHP in 2022**
- **16.5% of UK ASHPs have been installed in Scotland**
- **The start of exponential growth?**

Source: MCS Database

Market Opportunity



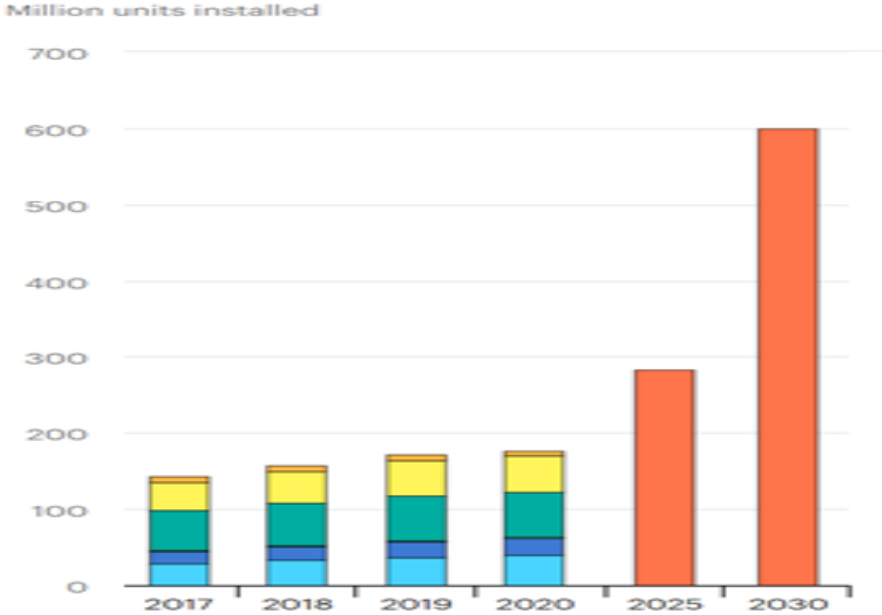
Heat Network Target for Scotland (TWh)



Source: Scottish Government Heat Network strategy

Global Heat Pumps

Source IEA.org



180 million Heat Pumps in 2020, increasing 10% per year over the past 5 years.

Where are we going? Glasgow LHEES



Every Council is preparing a Local Heat and Energy Efficiency Strategy and a Delivery Plan.

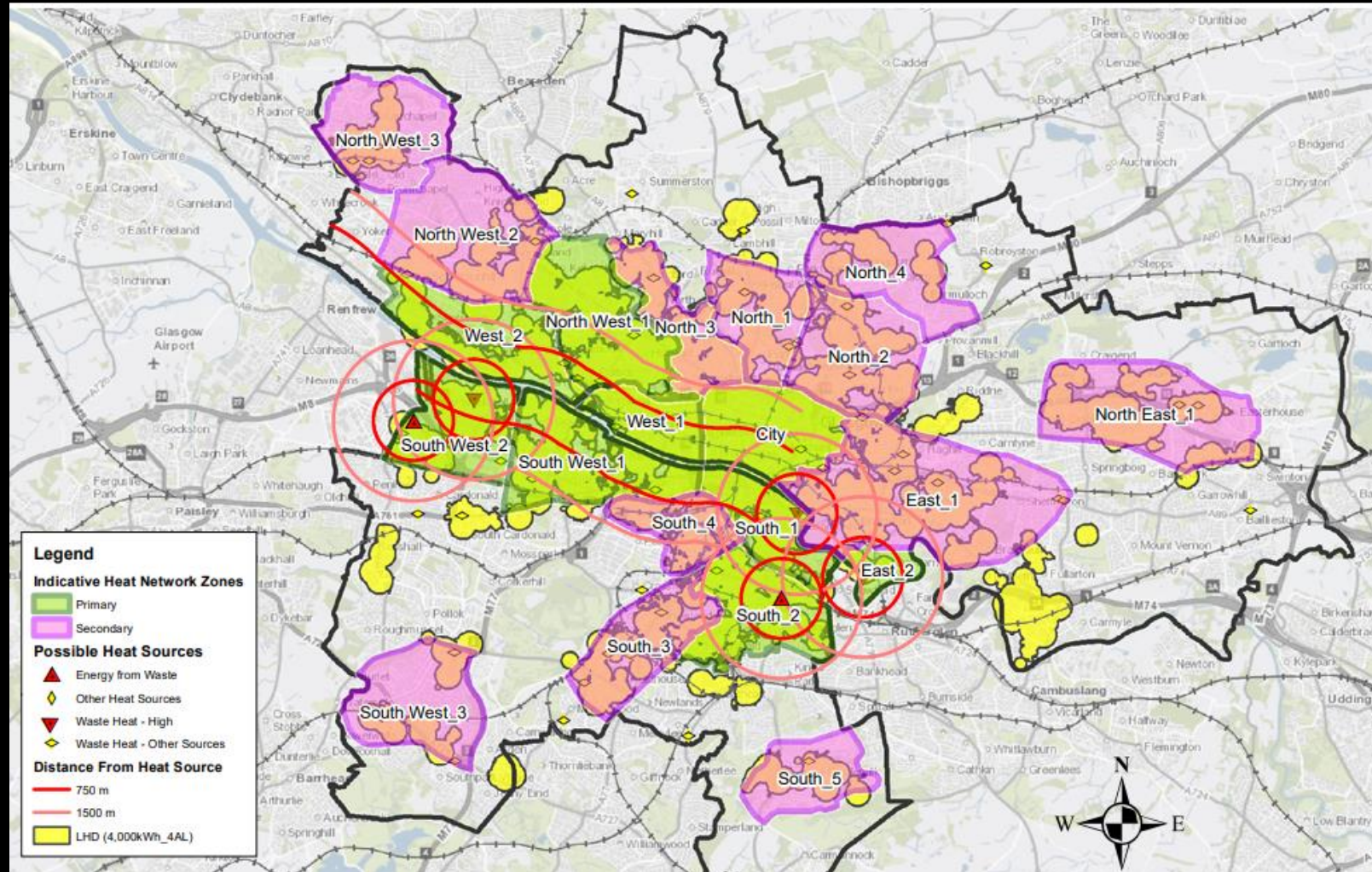
These identify zones suitable for heat networks.

Glasgow

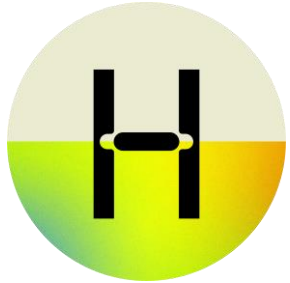
2 priority zones

7 primary zones

11 secondary zones



Opportunities galore!



Heatsource

£1.8 billion
Scottish
Government
spending

£300m Heat
Network Fund

Collaborate and network

EU Funds

Clean Heat Expert
Support

Green Heat
Innovation
Support
Programme

Innovate UK
innovation funds

Home Energy
Scotland – loans
and cashback

Business Energy
Scotland – SME
Loan Scheme

Previous participant experience

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Stuart Speake, Soltropy

Programme Overview

Clean Heat
Accelerator

Natalie Fredericks, CLT Programme Manager

Programme Aims



Clean Heat
Accelerator

- Grow your business
- Develop sector knowledge
- Expand network and build partnerships
- Build leadership and business skills
- Action plan for growth to scale

Accelerator Overview



Clean Heat
Accelerator

- **Live online workshops and events (2 per week)**

Interactive 1-2 hr workshops and masterclasses across 16 weeks to build leadership and business skills, develop plans and share ideas; mix of sector-specialised and business sessions

Industry and specialist speakers and facilitated discussions to gain insight and find solutions to industry challenges. Themed virtual group mentoring sessions to share relevant experiences and contacts across the cohort.

First weekly session covers topic in-depth; second provides opportunity for consolidation and to expand further

- **In-person learning and networking events (3 over course of accelerator)**

Including speakers, peer-to-peer learning, site visits, networking and partnership-building opportunities.

- **1:1 Mentoring from sector experts**

We will match you with green heat and low carbon innovation experts who will help you develop commercialisation action plans, become investment-ready, and facilitate introductions to relevant industry contacts.

- **Bursary**

Stipend of £2,000 available to each business to contribute towards costs of participating (subject to attendance).

Overview of accelerator topics



Week 1 In-person launch event	Week 2 Topic 1	Week 3 Topic 2	Week 4 Topic 3	Week 5 Topic 4	Wk 6 break	Week 7 Topic 5	Week 8 Topic 6	Week 9 Topic 7	Week 10 Topic 8	Week 11 In-person event 2	Mid-point evaluation
Introduction to programme.	Growth journey and planning	Green heat technologies – future sector development	Target customers and customer engagement	Procurement in green heat markets		Value creation & value proposition	Managing customer service & reputation in green heat	Marketing & comms – getting your message out	Accreditation, standards and technology validation	Team / capacity-building: internal and external	Mid-point survey
Week 12 Topic 9	Week 13 Topic 10	Week 14 Topic 11	Week 15 Topic 12	Wk 16 break	Week 17 Topic 13	Week 18 Topic 14	Week 19 Topic 15	Week 20 Topic 16	Week 21 Final in-person event	GROWTH PLANS FINALISED	Final evaluation
Building the organisation and team	Business models in green heat	Negotiation and presenting your company	IP		Financial management & funding	Supply chain and manufacture	IT systems for a growing business	Overseas expansion Wrap-up session	Ongoing support and business / investor partnerships		Final survey & impact assessment
1:1 MENTOR SUPPORT											

KEY

- In-person event
- Online generalist topic
- Online specialist topic
- Assessment & review

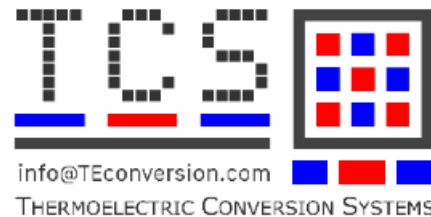




Programme timeline

KEY ACTIVITIES	Apr 24	May 24	Jun 24	Jul 24	Aug 24	Sep 24	Oct 24	Nov 24	Mar 25	Jun 24	Sep 25	Dec 25	
Application and selection	▶												
Onboarding			▶										
Accelerator Course			▶										
1:1 mentor support			▶										
Online workshops & masterclasses				XXXXXXXXXXXXXXXXXXXX									
				w/c 8 Jul				w/c 11 Nov					
In-person events			▲	Launch event 26 or 27 June			▲	w/c 9 Sept			▲	Final event w/c 18 Nov	
Growth plans			▶										
Feedback								▶					
Post-programme Quarterly surveys										▶			

Previous cohort – a mix of technology innovators, installers, contractors and consultants



Previous accelerator - Significant impact on participant growth

Clean Heat Accelerator

The 2023 Clean Heat Accelerator was a great success. Participants said:



90%

made valuable connections

“

The mentoring was excellent and very supportive. Having the opportunity to discuss growth plans and ideas, in an open, supportive and constructive way was extremely valuable to me.

”



60%

average increase in sales in the first quarter after end of accelerator

“

Thank you to you and your team at CLT too, I've really enjoyed the course, the content and discussions.

”



80%

likely to achieve new customers

And they also said...

- 80% of respondents increased business preparedness (planning and skills)
- 70% likely to achieve faster revenue growth
- 60% likely to achieve new partnerships
- 80% likely to achieve new products or services
- 90% likely to grow the team
- 90% likely to engage with Scottish Enterprise for follow-on support

Application & Selection Process

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James Ruel, CLT Deputy Programme Manager

Application Process

Clean Heat Accelerator



The screenshot shows the application form interface for the Scottish Enterprise Clean Heat Accelerator. At the top, there is a banner image of a city at night with a 'Clean Heat Accelerator' logo. Below the banner, the title 'Scottish Enterprise Clean Heat Accelerator' is displayed, followed by a brief description: 'Application form for businesses looking to join the Scottish Enterprise Clean Heat Accelerator programme.' The user's email 'carbon.limiting@gmail.com' is shown with a 'Switch accounts' link and a cloud icon. A privacy notice states: 'The name, email address and photo associated with your Google Account will be recorded when you upload files and submit this form.' A red asterisk indicates a required question. The form includes an 'Email *' field with the placeholder 'Your email address' and a 'Business name' field with a red asterisk.

Application & Guidance Notes

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<https://se.carbonlimitingtechnologies.com/>

Eligibility Criteria - sectoral

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- Companies should be directly involved in clean heat:
 - Technologies can include heat pumps, thermal storage, heat networks, solar thermal, biomass, insulation, energy efficiency, deep retrofit, sensors, metering and smart controls.
 - Manufacturers, installers, servicing, training or supply chains for clean heat technologies
 - There must be a carbon reduction impact from the technology or service
- Businesses must have the potential and ambition for growth to support the clean heat agenda



Eligibility Criteria - technical

- Small and Medium-sized enterprises (SMEs), i.e. less than 250 staff
 - Focus on small and start-up businesses
- Businesses must be a registered company in active operation, i.e. trading and products / services on the market
- Businesses must be registered or with a material operational base in Scotland and employing staff in Scotland
- Able to receive the support under Subsidy Control rules
- No Russian links

Application Form

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- Google Form will save progress so you can come back to it
- Section 1 - Information and Eligibility Criteria
 - Business details, Location, SME status, Subsidy Control, Russia links
- Section 2 – Assessment Questions
 - Scored out of 10 and weighted to give a total out of 100
 - Maximum 500 words each (additional information can be provided later)
- Section 3 – Final Questions
 - Additional information (optional), Privacy Notice, Future contacts, Where did you hear about this project, CEO meet-and-greet session interest, Declarations
- Submit – you should receive confirmation

Question	Weighting
1. Brief description of your business, current and planned products / services	20%
2. Describe the commercial proposition of your products / services relating to clean heat	25%
3. Describe your ambition and the growth potential of your business over the next 3 years	30%
4. Describe how you believe this programme will help your business	25%

<https://se.carbonlimitingtechnologies.com/>

Final Questions

- Additional information (*optional*)
 - Document uploads permitted, e.g. Business Plan, link to your website
- Privacy Notice
- Opting in or out of future contacts (*will not affect scoring*)
- Where did you hear about this project? (*will not affect scoring*)
- CEO meet-and-greet session interest (*will not affect scoring*)
- Declaration
- Submit – you should receive confirmation



Assessment and Notifications

- Scored by three assessors
- Up to 15 businesses invited to join the cohort to provide a balanced portfolio
- Notifications on 14th June 2024
- Participation agreement signed (covers expectations, confidentiality, etc.)
- Programme starts w/c 24th June 2024

Previous participant experience

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Andrew McCahey, SourceThermal

Q&A

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