

Cohort final  
networking event

# Clean Heat Accelerator

21<sup>st</sup> November 2024

# Welcome

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Clean Heat  
Accelerator

## Neil Kitching

Scottish Enterprise, Energy Specialist, Water and Heat

# Clean Heat Accelerator

Neil Kitching





- Housekeeping
- New buildings - coming soon – Heat in Buildings Bill
- 2<sup>nd</sup> Accelerator
- 3<sup>rd</sup> Accelerator – advertise Spring 2025
- Thanks to CLT



Clean Heat  
Accelerator

# CLEAN HEAT – is – ON! INNOVATION



## Clean Heat 2025

**Date:** 26 March 2025

**Location:** Double Tree by Hilton,  
Glasgow Central

[Submit an enquiry](#)

## [Clean heat procurement webinars](#)

- **Webinar 1: Clean heat market and opportunities**
- **Date:** 16 January 2025 **Time:** 10:30am - 12pm
- **Webinar 2: Getting tender ready and how to bid for clean heat contracts**
- **Date:** 23 January 2025 **Time:** 10:30am - 12pm

# Manufacturing Factsheets (WIP)

- 1: Heat Generation
- 2: Building Energy Efficiency
- 3: Heat in Properties
- 4: Technology Enablers
- 5: Heat Distribution
- 6: Energy Centre Construction



# Newsletter

Please complete this [subscription form](#) if you would like to receive an occasional newsletter from Scottish Enterprise on market opportunities relating to **Clean Heat**; including innovation funds, grants, market reports, events, webinars and exports.

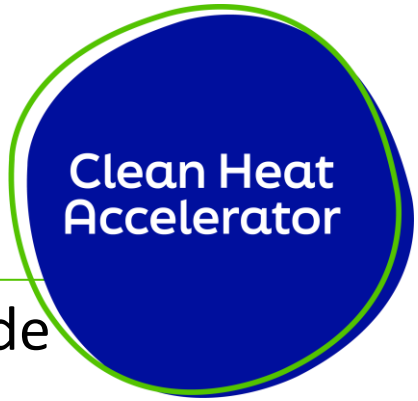
For the regular news and updates mailing list, please select your topic preferences below:

**Innovation and growth**

- Transform business operations
- Innovation, digital and data
- Investment and strategic funding
- Exporting and market opportunities
- Leadership and support for entrepreneurs

**Industries**

- Energy transition opportunities
- Clean Heat
- Hydrogen
- Offshore wind
- Manufacturing



# 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
  - Sustainability Team
  - Financial Readiness Team





# Agenda - morning

Clean Heat  
Accelerator

Time	Topic
09:30 -10:00	Arrivals
10:00 – 10:15	Welcome and introduction
10:15 – 11:30	<b>Scottish Enterprise Support Teams Presentations</b> <ul style="list-style-type: none"><li>- Business Growth Hub – Denise O’ Connor</li><li>- Innovation Team – Bill Corr</li><li>- Digital Transformation Team –Candace Adams, Analene Swan</li><li>- Research Team – Jan Leach, Rachel Lang</li><li>- Sustainability Team – Fraser Miller</li><li>- Financial Readiness Team – Anne Featherstone</li></ul>
11:30-11:45	Tea / coffee break and sign-ups
11:45 – 12:45	Meetings with Scottish Enterprise Support Teams
12:45– 13:45	<b>Lunch</b> <p>Opportunity to network with SE teams if have not met in previous session. Afternoon invitees arrive at 13:30</p>



# Business Growth Hub

Denise O'Connor Project Manager

Gemma Wilson Customer Engagement Coordinator

November 2024



# Business Growth Hub



**Specialist  
Services  
Support**

**One to  
Few / Many**

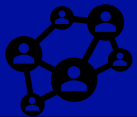
**Regional  
Engagement**

**SE Missions**

# Specialist Services



**INNOVATION  
COLLABORATION  
AND FUNDING**



**DIGITAL  
TRANSFORMATION**



**SUSTAINABILITY  
- NET ZERO**



**WORKPLACE INNOVATION  
AND FAIR WORK**



**ENQUIRIES AND  
RESEARCH (EFRS)**



**INNOVATION**



**TRADE**



**SMAS**



**CO-OPERATIVE  
DEVELOPMENT  
SCOTLAND**



**BUSINESS RESPONSE  
TEAM**





## Events

### Clean Heat 2025

**Bringing together innovators, investors, and industry specialists from one of Scotland's fastest growing sectors – clean heat. Learn how you can get involved and how we can support you.**

**Clean Heat is Scotland's largest annual event dedicated to the delivery of clean, renewable heat to buildings in Scotland. Its purpose is to generate interest in the clean heat supply chain by showcasing the opportunities that exist within it.**

**Clean Heat 2024 brought together 300 attendees, 30 exhibitors, and 31 speakers from across the clean heat supply chain. In 2025, we want to build on the progress we've made and take a look at what's driving the huge growth potential of the industry.**

**[Clean Heat 2025 | Scottish Enterprise \(scottish-enterprise.com\)](https://scottish-enterprise.com)**



## Programme

### Innovation Academy

**Join us and our partners Defankle Innovation, in our fully funded Innovation Academy programme where we will guide you through a series of facilitated workshops, interactive tools and one to one specialist support.**

**Introductory session 5th February 2025**

**Get in touch with your Innovation Specialist or Account Manager for more information or email**

**[innovation.academy@scotent.co.uk](mailto:innovation.academy@scotent.co.uk)**



## Programme

### Leadership Development programme

If you want to inspire others and improve business performance, join one of our two Leadership Development programmes.

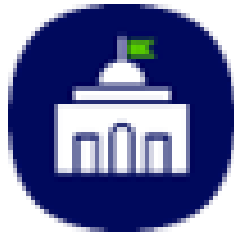
This programme is subsidised by Scottish Enterprise.

The price for each participant is £700 plus VAT.

The programmes start in August, January, and April. Contact us for dates of the next available programme.

[Leadership Development programme | Scottish Enterprise](#)

# Regional Engagement



## Business Gateway

<https://www.bgateway.com/>

support and guidance to  
businesses across  
Scotland



## Find Business Support

<https://findbusinesssupport.gov.scot/>

funding and services  
offered by public sector  
organisations across  
Scotland



## Ecosystem Guide

<https://www.scottish-enterprise.com/media/25sbwbah/scottish-entrepreneurial-ecosystem-guide-august-2023.pdf>



## SE's missions

- Our focus for the next three years and beyond
- Missions are how we focus our innovation, international and investment support to address key societal challenges and reshape global markets.



Driving capital investment to deliver a step-change in Scotland's productivity



Creating an internationally competitive energy transition industry in Scotland by 2030.



Scaling Scotland's innovation strengths into the high growth industries of the future.

## The 3 I's

- The areas we need to focus on to deliver our ambition.
- Missions allow us to deliver greater impact through opportunities and activities that will drive up levels of innovation, internationalisation and investment.

### INTERNATIONAL



As well as attracting more international investment, Scotland needs to grow exports to 25% of GDP to meet Scottish Government targets as laid out in "A Trading Nation" – this means £5.6 billion more exports.

### INNOVATION



Scotland needs more investment in business innovation and R&D to match the best-performing OECD economies. This means +22% or 2,500 more businesses innovating and +5% or £354 million more R&D investment per year.

### INVESTMENT



Scotland needs to increase levels of business capital investment to see improvements in OECD rankings and needs +25% or 160 more high growth businesses to match the best performing UK regions.











An Introduction to

# Innovation Ecosystem



Defining Innovation:

**“Innovation is the creation and implementation of strategically important ideas that create value for both customer and company ”**





Innovation is vital

**Around 50% of all GDP growth is  
a direct result of Innovation  
(Products, Process, Service and  
Business Models)**

**“It is difficult to imagine growth without  
innovation...”**

OECD Innovation Strategy

# Disrupting the Market

- Most companies are designed to deliver NOT to develop
- First Mover Advantage is more likely to succeed
- Market dynamics are quickening – disruption cycles shorter
- Barriers to entry for many markets are lower than before
- Average lifespan in S&P 500 index in 1960 was 50 to 60 years, now it's 15 years and expected to drop to 12 years by 2025

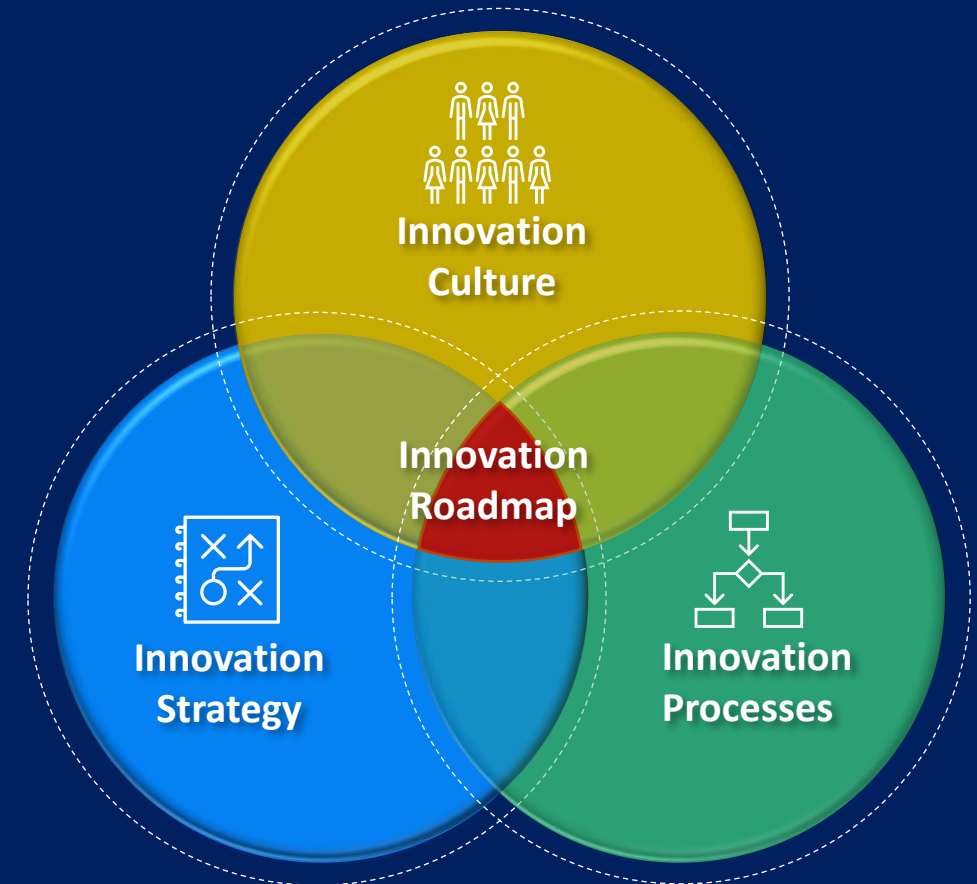




# Innovation Ecosystem

- The Innovation Ecosystem comprises the three distinct lenses through which a businesses' innovation activities can be viewed.
- Provides distinct focus upon, and the interplay between, Innovation Culture, Strategy and Process.
- Introduces businesses to the theory, thinking and practical application of innovation within each of the themes.
- At the intersection of Culture, Strategy and Process lies the Innovation Roadmap.

Scottish  
Enterprise  
Innovation Ecosystem

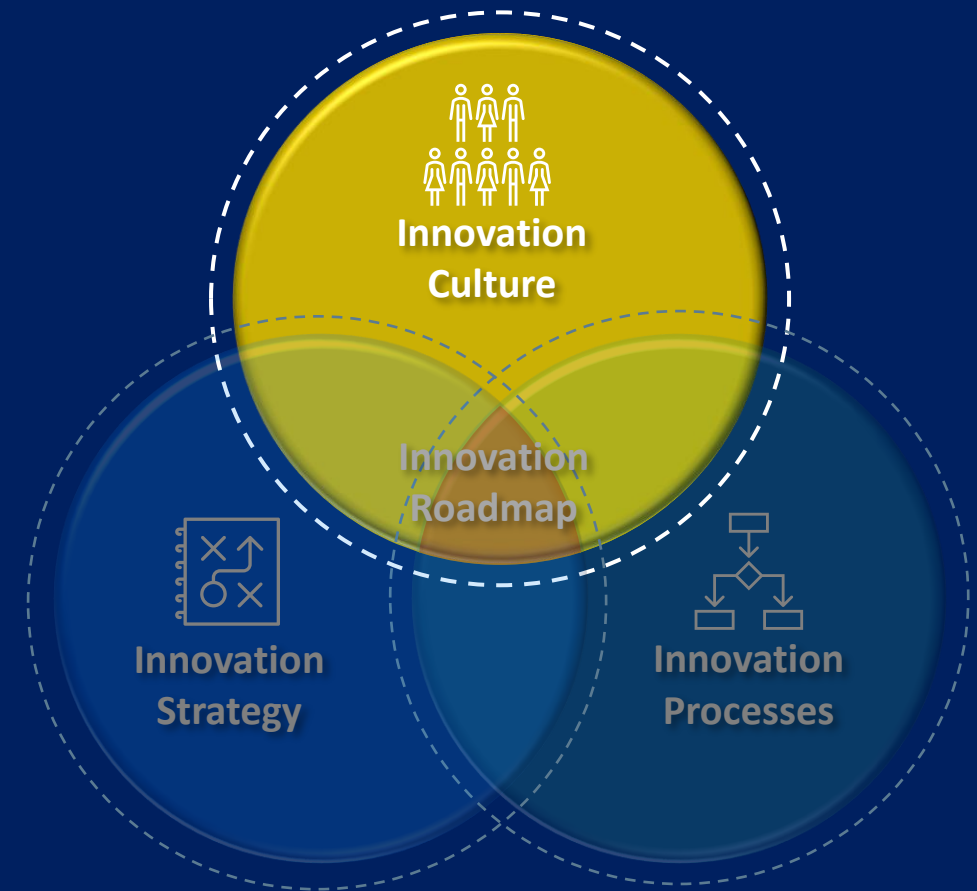


# Innovation Culture

Innovation culture considers how people and organisational elements of a business, such as values, expectations and practices combine to enable Innovation.

- **Leadership** How supportive and open to other perspectives is your company's leadership?
- **Goals** How clearly stated are your company's goals?
- **Adaptability** How easily could you cope if your biggest customer left you?
- **Creativity** How many people in your company create relevant new ideas?
- **Embracing Failure** How well do you respond to project failure?
- **Innovation Readiness** How much of your turnover is from products released in the last three years?
- **Working Environment** Does your working environment encourage or enable staff to exchange ideas?
- **Open Innovation** How often do you work in partnership with other companies/entities?

Scottish  
Enterprise  
Innovation Ecosystem



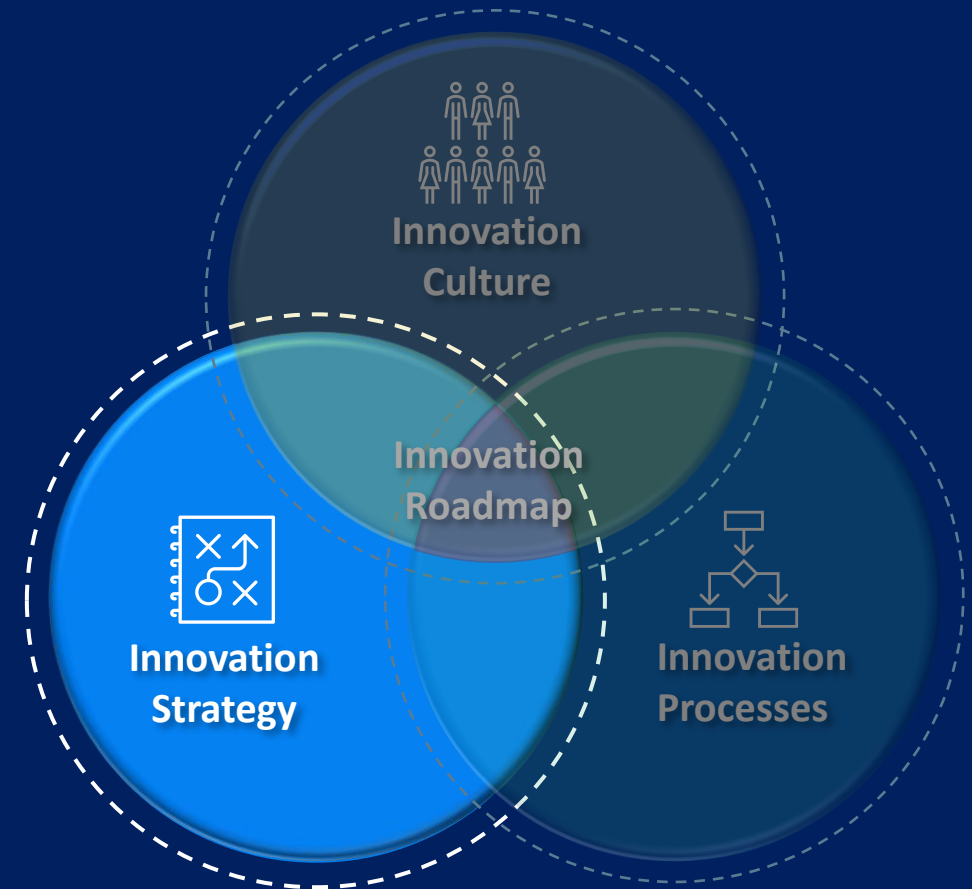


# Innovation strategy

Innovation Strategy is aligned to overall business strategy and sets out how innovation activity is purposely structured to deliver against business objectives.

- **Vision** How clear is what you want your company to become?
- **Mission** How clear are the main things that your company is trying to do right now?
- **Strategic Alignment** How well-aligned to your overall business strategy is your innovation strategy?
- **Funding Strategy** How well-established is your plan to fund next 3-5 years developments?
- **IP Strategy** How well do you consider, record and protect potential Intellectual assets?
- **KPIs** How well aligned to your mission are your key performance indicators?
- **Empowerment** How well do you feel your staff are able to present their own ideas?
- **Level of Ambition** How well does your business encourage staff to develop radically new ideas?

Scottish  
Enterprise  
Innovation Ecosystem

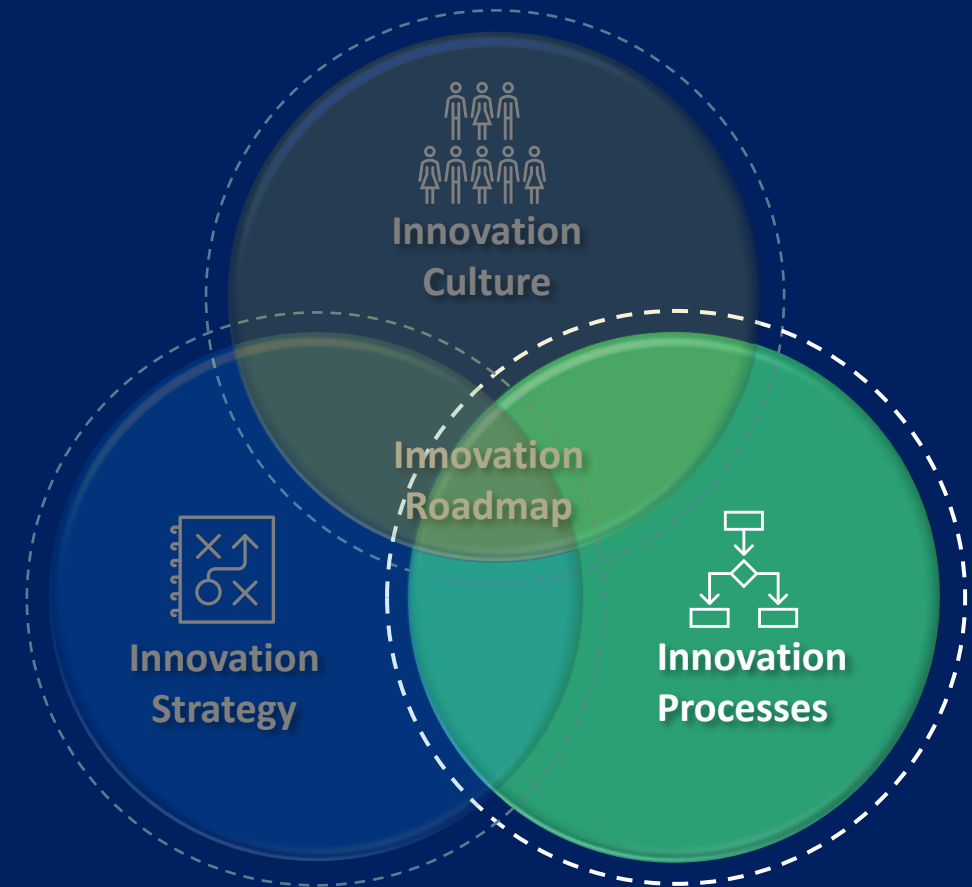


# Innovation Processes

Innovation processes are the tools and approaches that add structure, rigour and insight. They help businesses align innovation activities to pursue market opportunities.

- **Business Modelling** How well could you consider other potential business models?
- **Value Propositions** How clear is it to you the reason customers would buy from you?
- **Supply Chain Mapping** How well do you know where you sit in a supply chain?
- **Design Thinking** How aware are you of the principles of design thinking?
- **Stage Gate Model** How early do you test potential developments against the proposed opportunity?
- **S-Curve Theory** How well do you track the continued commercial viability of existing products?
- **Marginal Gains** Do you consider the gains which can come from multiple small improvements?
- **MoSCoW Method** How structured is your approach to prioritising customer needs?

Scottish  
Enterprise  
Innovation Ecosystem



# Business Growth S-Curve

## Growth Towards Inflection Points

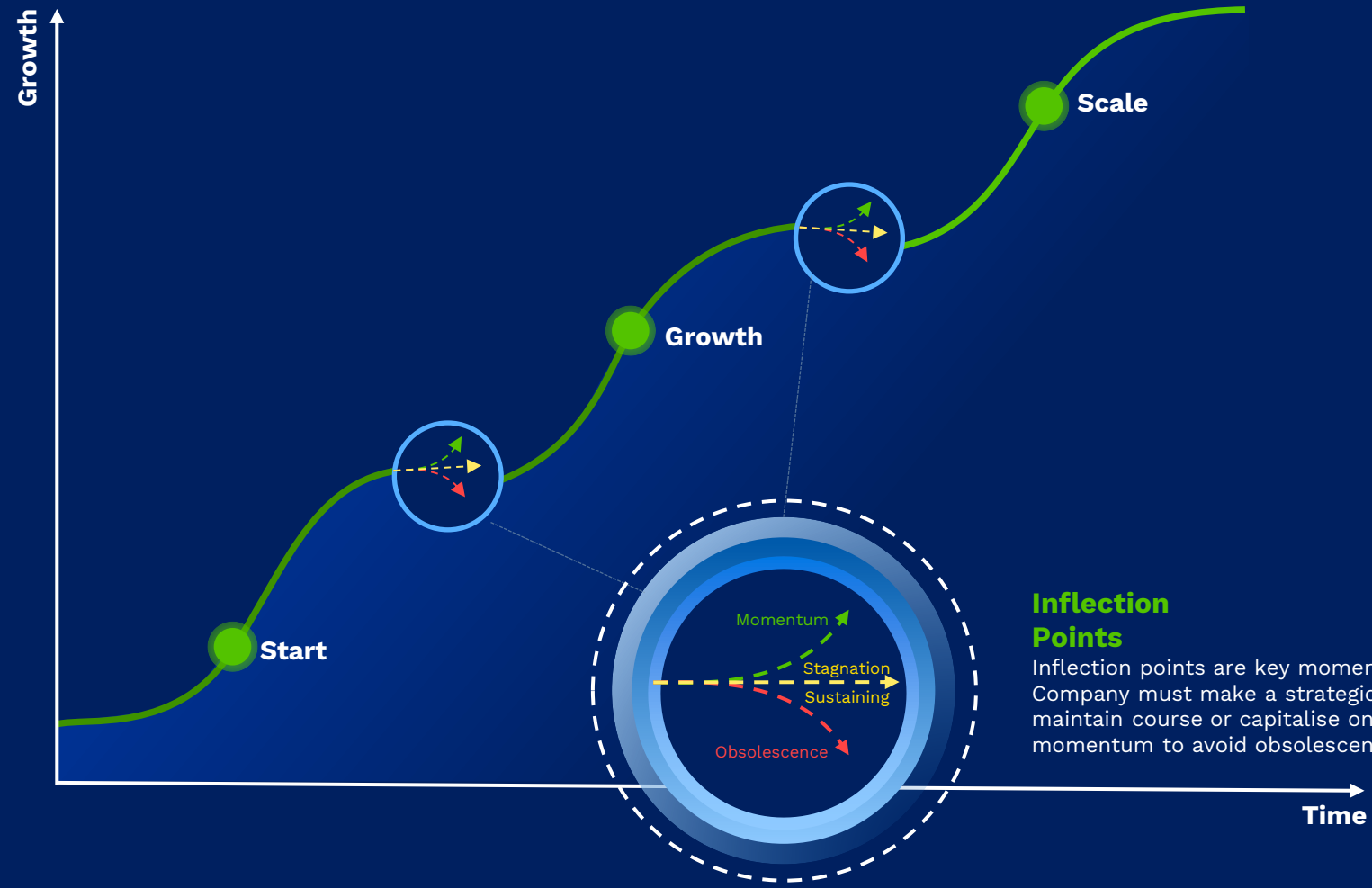
All growth businesses will reach strategic decision points where future direction must be addressed.

## Inflection Points Vary

Internal and external factors can influence the nature and timing of inflection points (competitive environment, technological lifecycle, organisational capabilities).

## Growth Requires Forward Momentum

The strategic decision taken at every inflection point is to maintain and sustain forward momentum and upward trajectory



## Inflection Points

Inflection points are key moments where a Company must make a strategic decision to maintain course or capitalise on forward momentum to avoid obsolescence.

# Why Innovation is Vital to you

- Deliver solutions customers will value and pay for
- Identify, seize and exploit new opportunities
- Grow. Sustainably.
- Separate you and the competition

## How to Innovate

- Consciously. Purposeful action to deliver meaningful innovation
- Competitively. Differentiated
- Committed
- Defensibly





# Why Innovation is important for your business

- Innovation transforms creative ideas into useful, new and commercial solutions.
- It enables you to be adaptable and resilient.
- It fosters sustainable growth.
- It separates you from your competition.

## How to Innovate

- Strategically – ensure innovation is linked to growth opportunity.
- Could vs Should - Where there's an identified opportunity to create value. Consider your core business as well as adjacent markets, segments, industries or geographies.





# Digital Transformation

Specialists Team Overview  
November 2024



# Who We Are

Our experienced team offers free, impartial advice and support on any aspect of Digital and IT. Based across multiple regions in Scotland, our Digital Transformation Specialists can support, guide and assist you and your company, ensuring you have the digital capabilities to transform and grow.

We have an appreciation and understanding of a wide variety of digital topics and development of digital and IT strategy, including but not limited to :

- ERP, CRM and other Software
- Applying digital technologies to the design, manufacture, sales and service processes
- Improving Data strategy, analysis and visualisation
- Protecting your business from internal and external threats

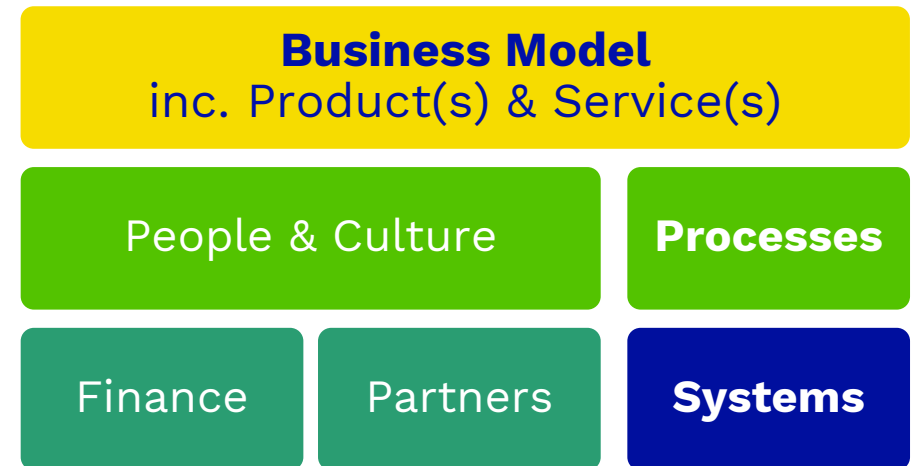




# Our Service / How we can help

Through our deep knowledge and expertise, our team takes a ‘business first, technology second’ approach, taking the time to listen and understand your business needs and requirements.

- Improve Your Business Efficiency & Productivity
- Increase Your Capacity for Digital Innovation
- Reduce Your Business Risk & Increase Resilience
- Interpret your Digital, Data & IT Capability



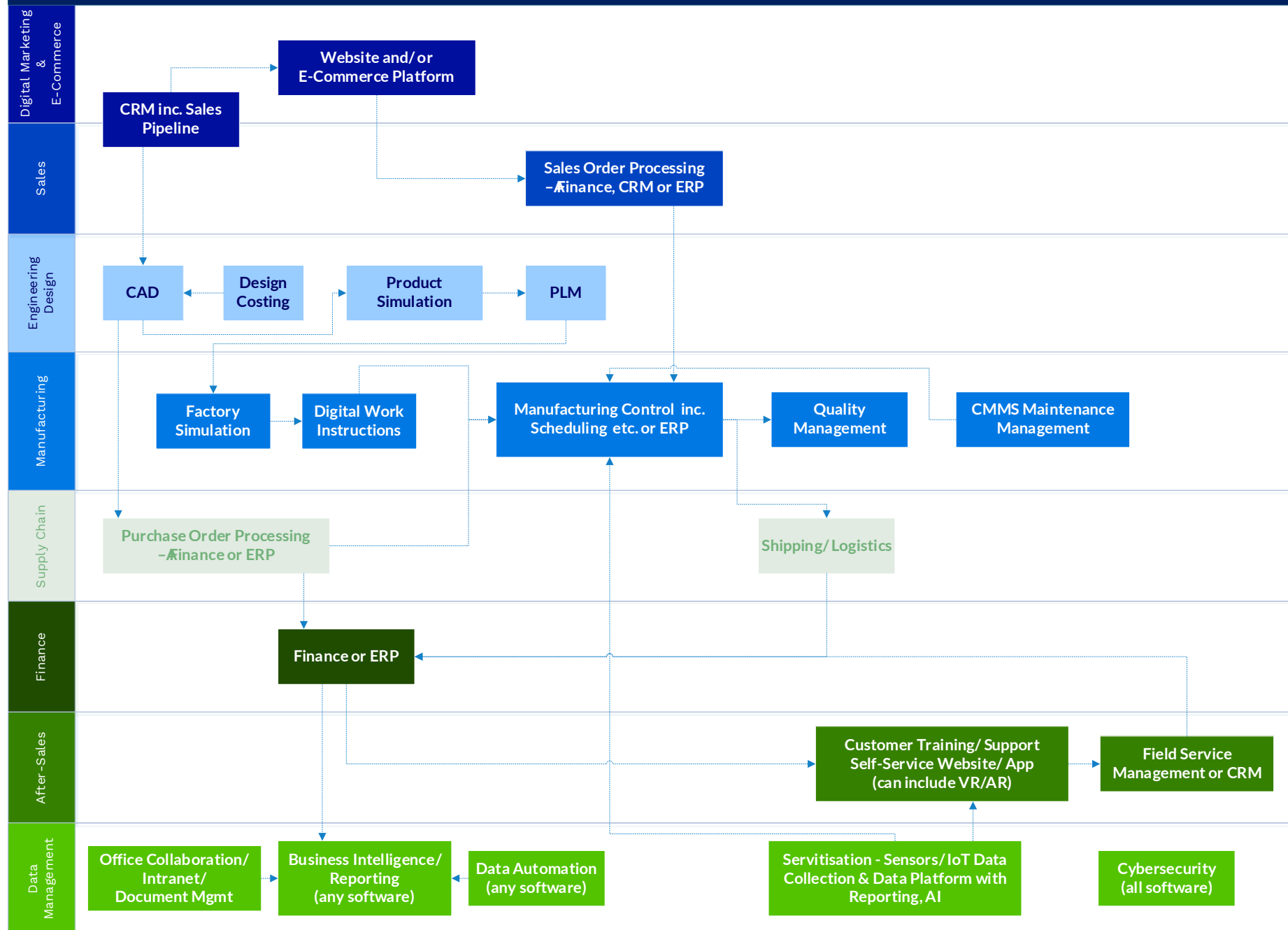
Help to develop your **Digital Transformation Roadmap** for the future

We can help you to **de-risk and manage change, while future-proofing** your systems

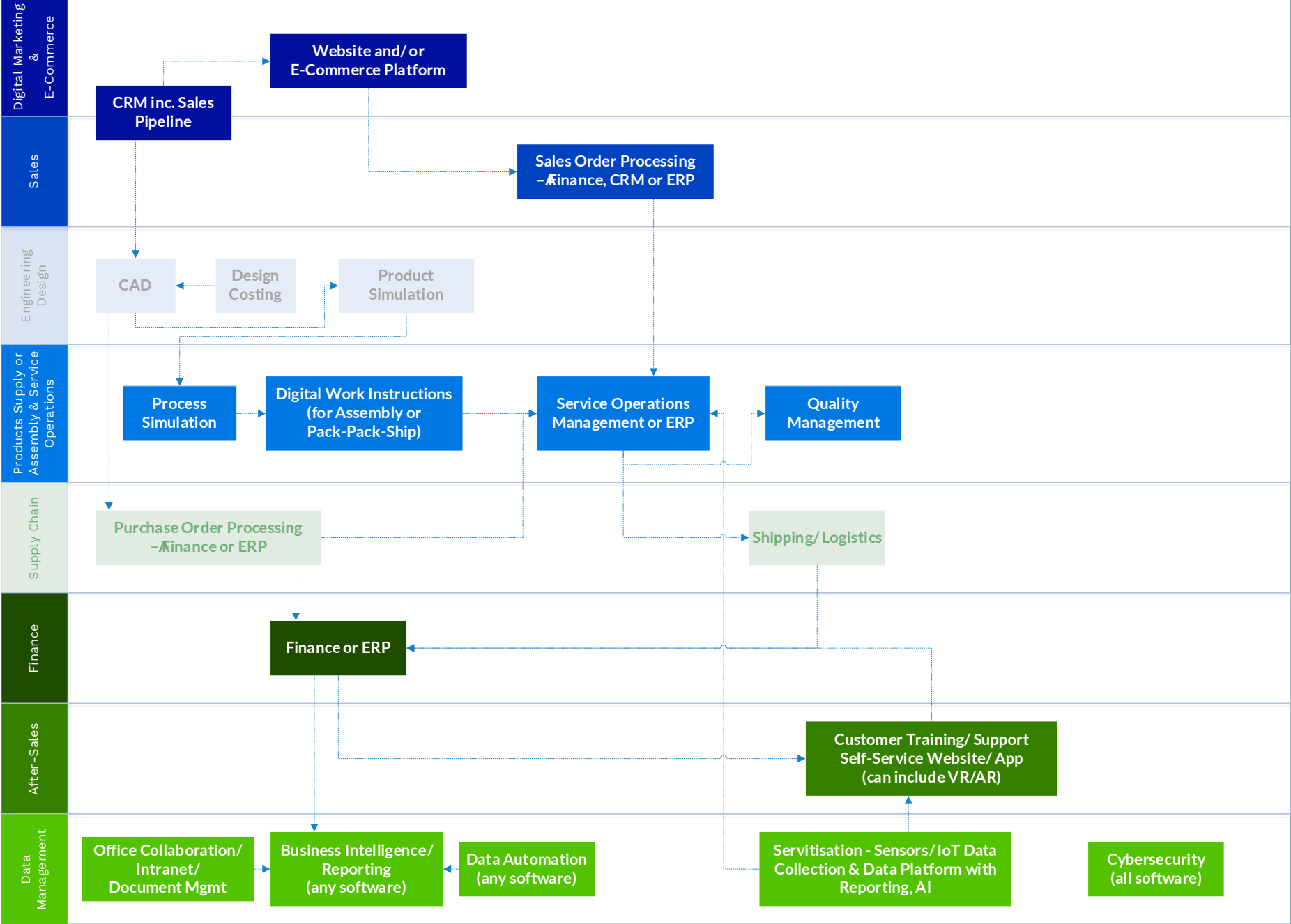
Introducing **new business models, new ways of working and insights** from your data future

Understand where your **capability gaps are and how to resolve them**

# Manufacturing – ‘Example software



# Engineering Service – ‘Example software







# Example Projects

Type of Company	Example Project(s)	Typical Outcomes
<b>Engineering Services</b>	<b>Field Service Management System</b> <ul style="list-style-type: none"> <li>• Tracking of people, vehicles, equipment</li> <li>• Real time info on work</li> </ul>	<ul style="list-style-type: none"> <li>• Provide a productive, responsive service to customers, maximising resources</li> <li>• Save money on fuel</li> </ul>
<b>OEM</b>	<b>Manufacturing Control Systems</b> <ul style="list-style-type: none"> <li>• Sales Orders, Purchasing &amp; Planning</li> <li>• Shop Floor Data Collection</li> </ul>	<ul style="list-style-type: none"> <li>• Ensure you manage all resources well: people, machinery, materials</li> <li>• Ability to commit to OTIF delivery dates</li> </ul>
<b>All</b>	<b>Business Intelligence Reporting</b>	<ul style="list-style-type: none"> <li>• Easily understandable dashboards, from existing systems or spreadsheets</li> <li>• Make decisions faster, with higher quality information</li> </ul>

# Next steps.....

We have advisory and Financial support available if your business is **ready to transform.**

For more information on our team or make an enquiry, please visit:  
<https://www.scottish-enterprise.com/support-for-businesses/business-development-and-advice/digital-transformation-support>

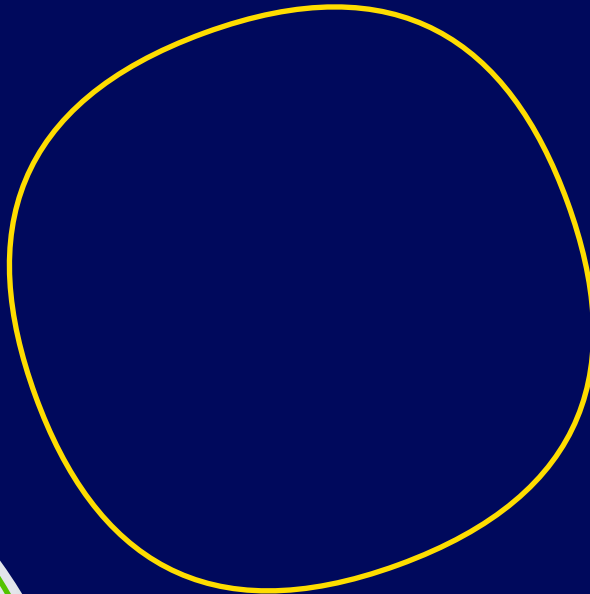
## Contact Information:

Candace Adams  
[candace.adams@scotent.co.uk](mailto:candace.adams@scotent.co.uk)  
Tel. 0141 468 5342

Analene Swan  
[analene.swan@scotent.co.uk](mailto:analene.swan@scotent.co.uk)  
Tel. 0141 468 5045







# Research Service

Jan Leach  
November 2024



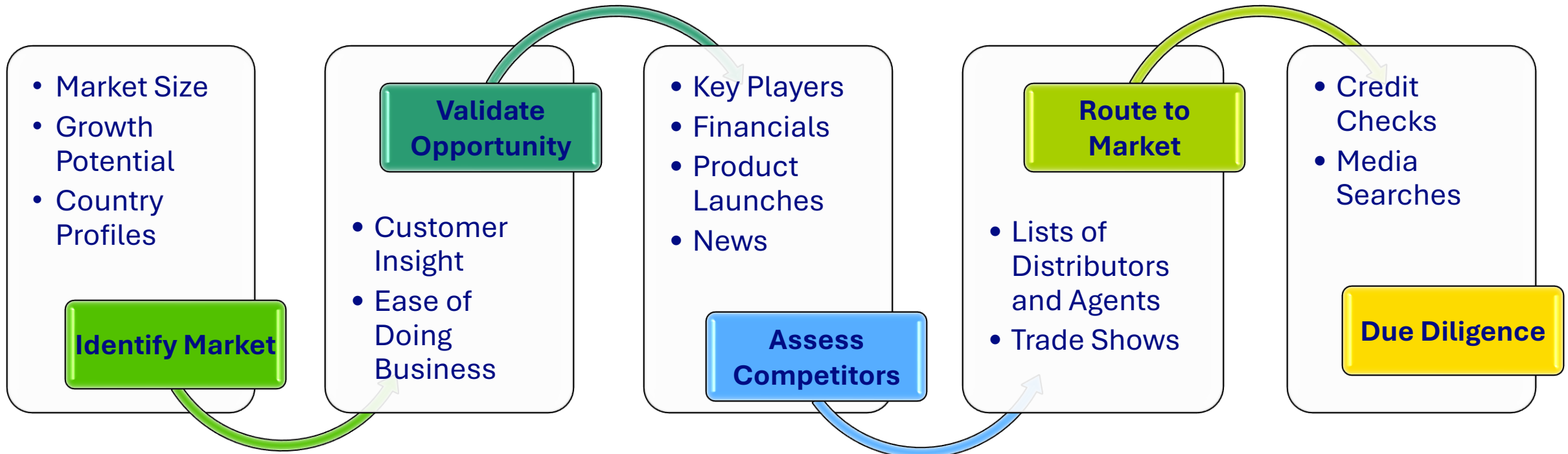
# Free Insights and Intelligence for Scottish Companies

- Identify Market Opportunities
- Inform and Validate Market Strategy
- Build the Case for Investment
- Assess Competitors
- Source New Suppliers
- Undertake Due Diligence on Potential Partners



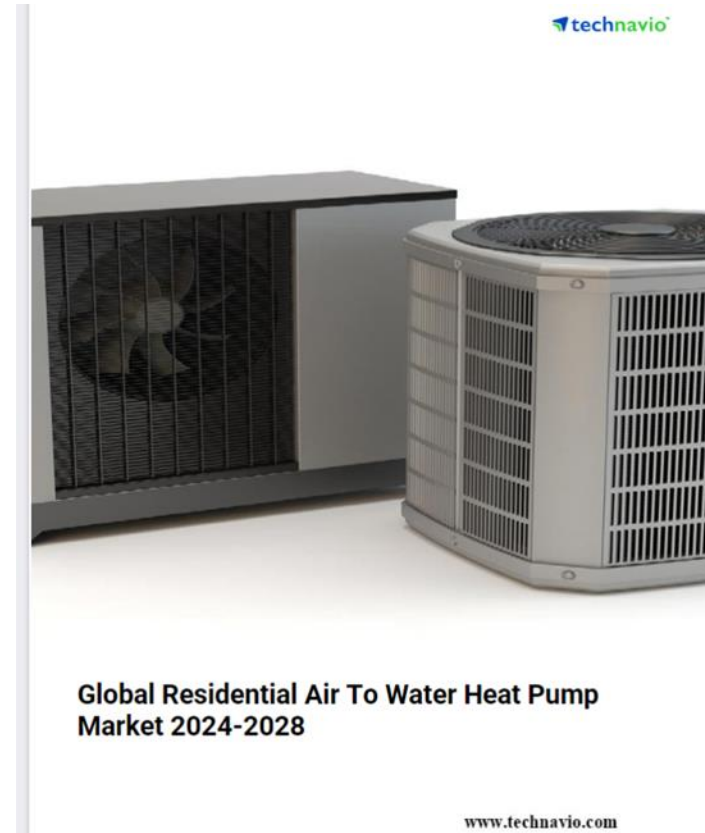


# End to End Research Support



# Subscription Resources





- Market Sizing
- Growth Projections
- Segmentation (by Product, Type, End User, Distribution)
- Geographic Segmentation
- Market Driver, Challenges & Trends
- Key Companies



FROST & SULLIVAN

## Top 7 Growth Opportunities in Smart Buildings, 2024

Decarbonization and Occupant Experience Enhancement to Shape Future Growth Potential of Smart Buildings

Global Energy & Environment Research Team at Frost & Sullivan

FROST & SULLIVAN

## Growth Opportunities in the Global Industrial Heat Pumps Industry

### The Need for Industrial Decarbonization Will Drive Industries to Embrace Non-fossil Solutions

Global Energy & Environment Research Team at Frost & Sullivan

PFK1-27  
September 2024

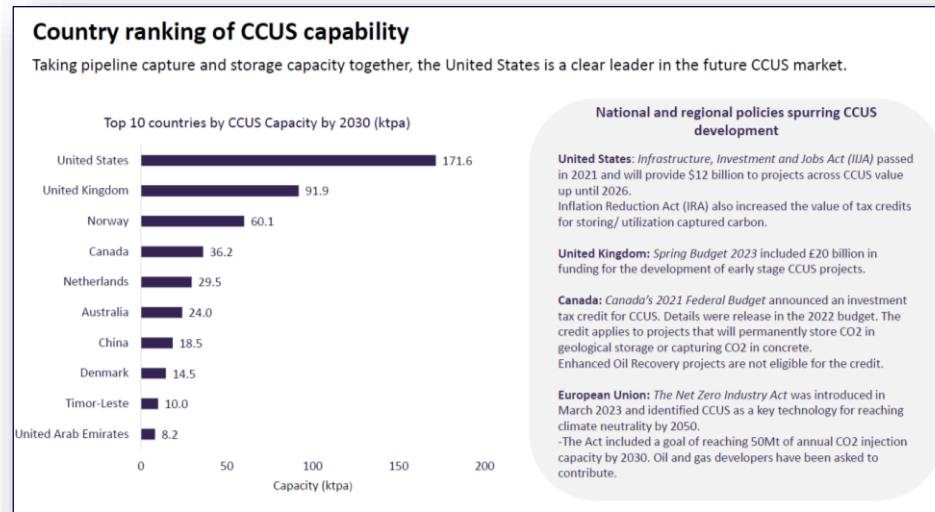
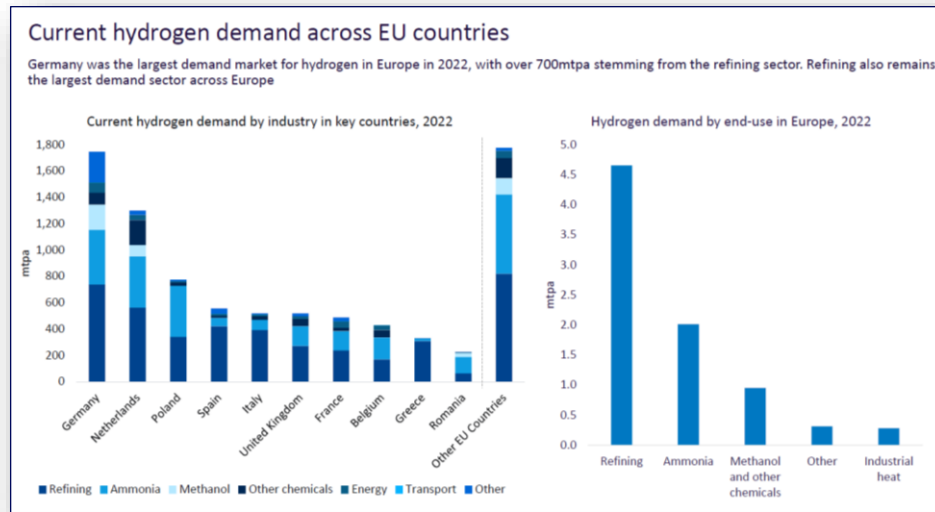
## Global HVAC Equipment Growth Opportunities

### Competitive Intensity to Propagate Material and Design Strategies Promoting HVAC Sustainability

Global Energy & Environment Research Team at Frost & Sullivan

PFB7-19  
April 2024

- Market Sizing
- Segmentation (by Product, Type, End User, Distribution)
- Market Driver, Challenges & Trends
- Growth Projections
- Geographic Segmentation
- Key Companies



- Detailed information on Power Plants across Thermal, Nuclear, Wind, Solar, Hydropower, Biopower, Geothermal, and Ocean Power Technologies
- Historic and Forecast Information for Installed Capacity and Power Generation
- Data on Energy Storage Projects across Electrochemical, Electromechanical, and Thermal Technologies
- Information on Smart Grid Projects such as Smart Metering, SCADA, Microgrids, and EV Charging Infrastructure

- Information on Line and Substation Projects, and Transmission and Distribution Infrastructure at Country Level
- Coverage of Power Tenders and Contracts, including Tracking of Latest Tenders/Contracts Announced and Awarded by Industry, Country and Year
- Company Profiles with Key Related Market Data, Reports, Insights, and Deals
- Historical and Forecast Macroeconomic, Sociodemographic, and Sector Intelligence for over 193 Countries and 3000 Cities
- Real-Time Tracking of M&A Activity



# Case Studies



# RESEARCH CASE STUDY

## Power Circle Projects Limited

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Power Circle secured £120,000 from the Catalyst Fund. The investment will allow them to grow their team and respond to the increasing demand for its consultancy services. Here's how the research team helped:

### Low Carbon Projects

Power Circle needed market intelligence to develop low carbon projects.

They requested information on electric cars, solar panels and the solar charging station market.

Subsequent research was conducted on Scottish property developers.

The Research Team provided:

- Information on the UK market for electric cars and solar panels
- List of Scottish property developers
- Global market size and outlook for solar charging stations

### Enjoying Strong Growth

The market size and segmentation information provided by the research team contributed towards revenue growth.

The company also successfully used the research to secure external funding.

### About Power Circle

Power Circle are a social enterprise dedicated to supporting social housing providers, private house owners, communities and the private sector to access affordable, low carbon energy by helping them to establish smart, local energy systems.

***“The information has helped us position ourselves for the strong market growth we are currently enjoying. Do take a look and make use of this really valuable service”***

*John Cape, Managing Director*



# Typical Questions

List of key players / owners / key contractors in offshore wind market within Europe.

Size of the insulation market in UK – potential competitors and the market projections to 2030.

List of climate-tech trade shows

Global market size and forecast for the sustainable aviation fuel and details of companies involved in similar activity

Demand for off-grid homes in the Netherlands

How many heat pumps have been installed in Spain?



# Research Checklist

As well as the company name or telling us whether the research is for your own use, it's good practice to provide:

- ✓ As much detail as possible
- ✓ Where we should send the response
- ✓ Why the information is needed - how will it be used?
- ✓ Your priority markets/countries (for more complex and larger requests)
- ✓ Timescales - turnaround times are 3-5 working days so please highlight if you require information more urgently





# Need Research? Contact Us!

Companies can contact us directly via:

- [www.Scottish-Enterprise.com/ResearchService](http://www.Scottish-Enterprise.com/ResearchService)
- 0300 013 3385
- [research@scotent.co.uk](mailto:research@scotent.co.uk)
- 121 video calls
- Contact us to discuss your specific research needs.



# Sustainability Specialists

Helping businesses to reduce costs and  
decarbonise



# The Sustainability Specialist Team

- Team of seven sustainability Specialists covering the SE region of Scotland, from Aberdeen to the Central Belt.
- We have a mix of backgrounds and expertise, from renewables to carbon accounting, circular economy etc.
- I am one of two team members covering Glasgow and the West of Scotland.
- Team works with businesses across a range of functions.

**SUSTAINABILITY  
- NET ZERO**





# SE Sustainability Specialist functions

## **Supporting businesses: online, one-to-one, workshops**

### **Understand**

- Net Zero, CE, offsetting etc

### **Review and analyse**

- Environmental performance
- Efficiency and opportunities

### **Develop and implement**

- Funding and projects
- Strategies
- Net Zero Action Plans

## **Specialist areas**

Circular economy

Carbon footprinting  
and management plans

Environmental technology

Energy / resource efficiency

Renewable energy

EMS

Bioeconomy

Accreditation

## **Resources**

Insights guides

Specialist knowledge

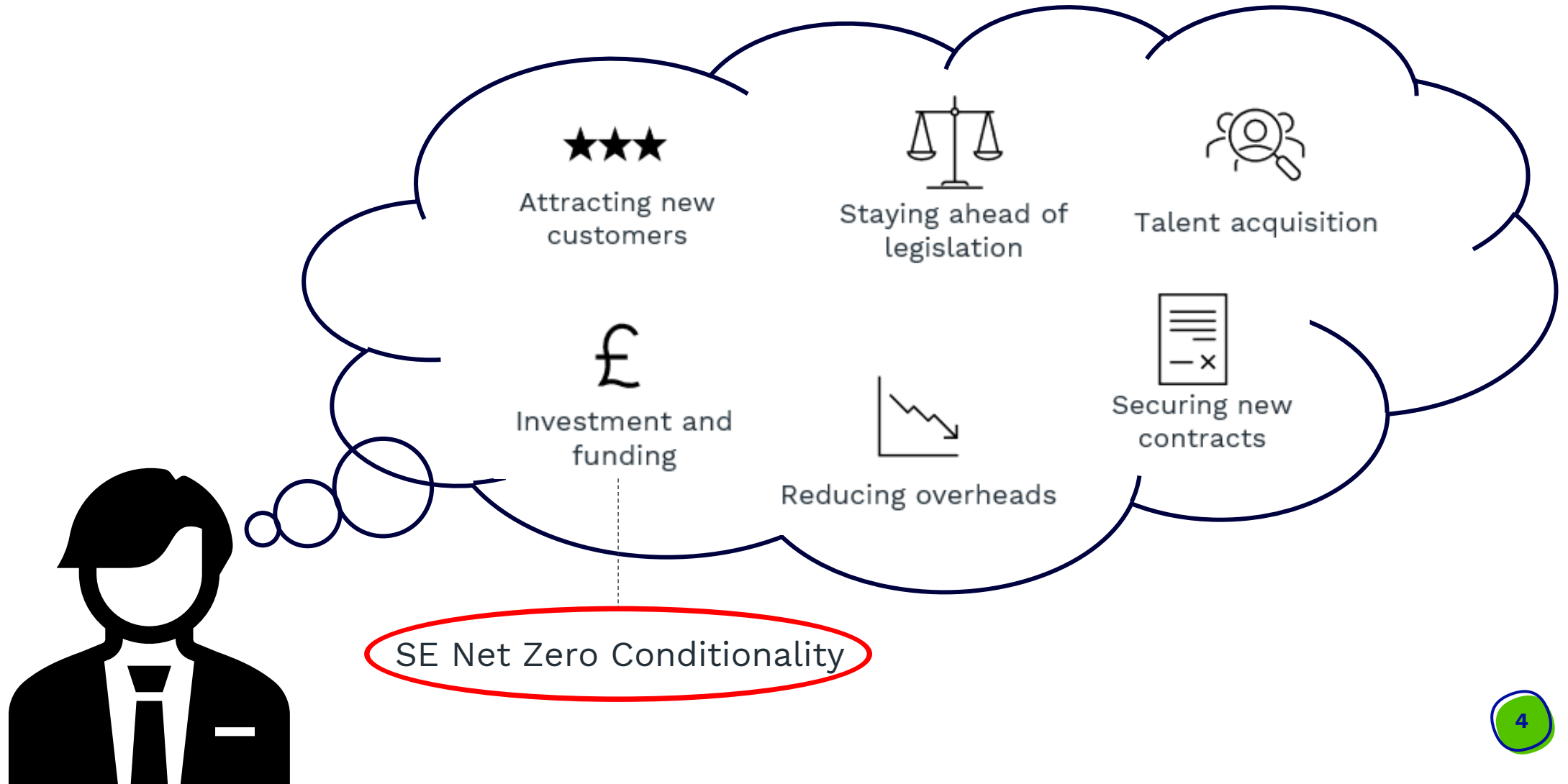
Impact Forecast

Net Zero Accelerator

Renewable energy  
assessments

Net Zero Academy

# Business benefits of net zero



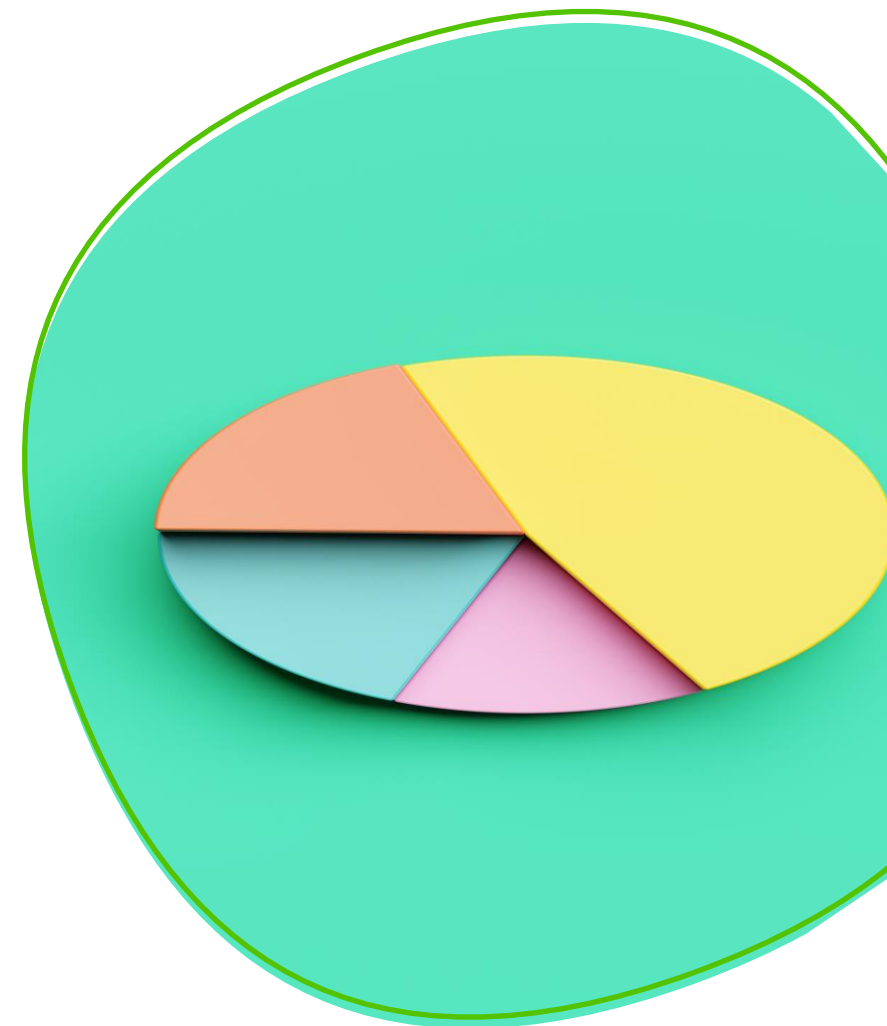
# Net Zero Academy

A series of 5 in-person workshops.

Enables businesses to measure their carbon emissions and write a Net Zero Action Plan.

IEMA certification for delegates who pass exam.

- Understanding impact of climate change.
- Net Zero Terminology.
- Understanding scopes 1, 2 and 3.
- Gathering activity data.
- Converting data to CO<sub>2</sub>e.
- Setting reduction targets.
- Info on verification and certification.



# Low carbon energy feasibility assessments

The team can complete desktop assessments for suitable businesses using industry software (OnGen):

- Free and impartial
- Covers up to 10 different renewables assessment types
- Provides payback period, capital outlay and energy/carbon saving potential projections
- Enables businesses to engage directly with installers to progress project.

We currently have spare site audit credits, so are happy to engage with any business who could benefit from investigation into onsite renewables.





# Financial support

- Feasibility work
  - Consultancy decarbonisation reports
  - Site energy reviews and optimisation audits
- Implementation support
  - Graduate placements / temp specialists etc
  - Putting feasibility into practice
- Capital assistance
  - New energy efficient equipment
  - Purchase of renewables



Get in touch.

[Fraser.millar@scotent.co.uk](mailto:Fraser.millar@scotent.co.uk)

Sustainability Specialist  
Glasgow and the West









# Financial Readiness & Growth Investments

November 2024



# Financial Readiness

Financial Readiness sits within **Growth Investments** which is the investment arm of Scottish Enterprise and was previously known as the **Scottish Investment Bank (SIB)**.

Financial Readiness is an **advisory service** providing **guidance and support** to businesses looking to **raise funding**.

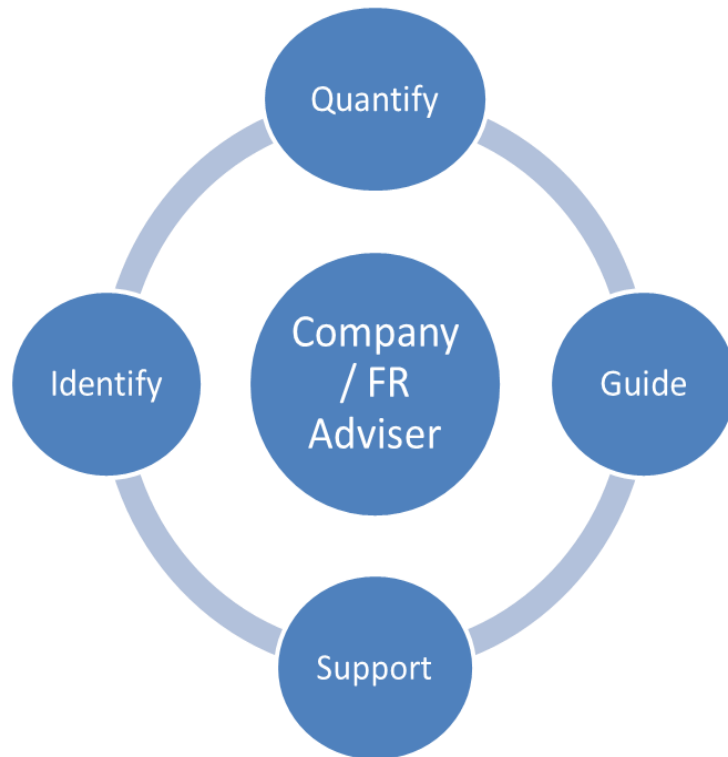
Financial Readiness supports businesses on a pan Scotland basis including the geographical areas served by both **Highlands and Islands Enterprise (HIE)** and **South of Scotland Enterprise (SOSE)**.

## Working in partnership

Building strong partnerships between businesses and investors is key to securing Scotland's economic future.



# Financial Readiness Support



## Understand and quantify funding requirements

- Start up, growth, capex, acquisition, working capital, etc.

## Guidance through funding options

- Equity, debt or a combination thereof.
- Although not grant specialists we can also signpost relevant grants.

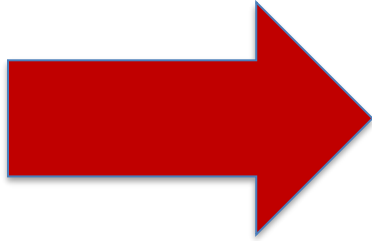
## Support to get investor/funder ready

- Advice regarding funding documents (business plan, financial projections, pitch deck, etc).

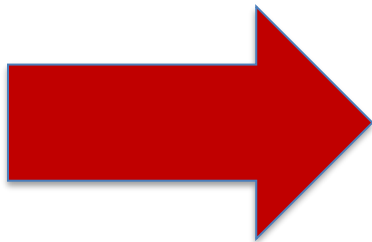
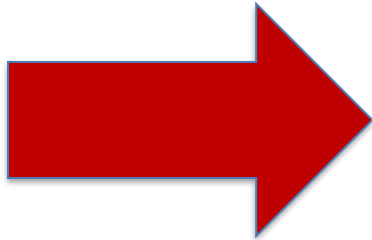
## Identify potential funders

- Based on business characteristics (sector, stage, etc) and funding requirements we can signpost potential funders.

# Growth Investments



- Equity investment and/or loan funding
- Gap funding (identified requirement & shortfall)
- Equity co-investment alongside private sector
- Equity investment maximum 50% public sector
- Loan funding can be up to 100%
- SMEs with growth/export potential
- Significant operational presence in Scotland
- Economic benefit to Scotland
- Investments and loans on fully commercial terms.



# Growth Investments Funds

## Scottish Co-Investment Fund

- Equity investments of up to **£2m**
- Co-Invest alongside “**Accredited Co-Investment Partners**”
- Invest in start-up, early stage & established companies
- Accredited Co-Investment Partners source, diligence and negotiate deals

## Scottish Venture Fund

- Equity investments of up to **£2m**
- Co-invest alongside a range of **private sector investors**
- Invest in start-up, early stage & established companies
- Investor led but Growth Investments involved in deal process

## Scottish Loan Scheme

- Minimum loan **£250k** and maximum loan **£2m**
- Minimum **two years trading, £250k turnover & profitable**
- Can be up to 100% of funding requirement
- Viable businesses with ability to repay loans (not “soft” lending)



# Team Contact Details

Jennie Brown (Specialist) - [jennie.brown@scotent.co.uk](mailto:jennie.brown@scotent.co.uk)

Anne Featherstone (Specialist) - [anne.featherstone@scotent.co.uk](mailto:anne.featherstone@scotent.co.uk)

Yvonne McLaren-Robertson (Specialist) - [yvonne.mclaren-robertson@scotent.co.uk](mailto:yvonne.mclaren-robertson@scotent.co.uk)

Laurence Jamieson (Team leader) - [laurence.jamieson@scotent.co.uk](mailto:laurence.jamieson@scotent.co.uk)

Martin Brechin (Specialist) - [martin.brechin@scotent.co.uk](mailto:martin.brechin@scotent.co.uk)

Jennifer Rafferty (Specialist) - [jennifer.rafferty@scotent.co.uk](mailto:jennifer.rafferty@scotent.co.uk)

Graham Fiddes (Specialist) - [graham.fiddes2@scotent.co.uk](mailto: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?

Lunch break and  
networking



# Clean Heat Accelerator

21<sup>st</sup> November 2024

# Agenda - afternoon

Clean Heat  
Accelerator

Time	Topic
13:40 – 14:00	<b>Welcome, introduction to the afternoon and speaker</b> Sharon Hamilton, Head of Energy Transition Scottish Enterprise
14:00 – 15:45	<b>Structured 1:1 networking</b> Pre-arranged 1:1 speed-meetings with flexible networking
15:45 – 16:00	<b>Wrap up and close</b>
16:00 – 17:30	<b>Refreshments and networking</b> Opportunity to network Previous cohort members arrive, additional invitees who have contributed to accelerator Around 17:30 pub – Smokin' Fox



# Welcome

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Clean Heat  
Accelerator

Sharon Hamilton, Scottish Enterprise Head of  
Energy Transition

# Intro to the cohort and the accelerator



- 14 clean heat SMEs from across the supply chain.
- Developing Growth plans... but growth in the sector is challenging.
- 5 months – mentoring, 32 virtual and 3 in-person workshops





Back to  
the future

SCOTLAND

2030

68% emissions  
reduction  
heating



Clean Heat  
Accelerator

50k  
commercial  
properties

1m homes

SCOTLAND

# Networking meetings

Clean Heat Accelerator



Holmes Miller





1:1 meetings



# Clean Heat Accelerator

21<sup>st</sup> November 2024



# Thank you and next steps

- Thank you everyone for participating

## Cohort...

- Make the most of what is available to you; Clean Heat Expert Support
- Look forward to seeing progress over next year
- Stay in contact with each other
- Range of contacts – still able to connect
- Resources available for next 12 months

Next accelerator early 2025





Close



# Clean Heat Accelerator

21<sup>st</sup> November 2024