

Eastleigh Borough Council Business Breakfast

Tuesday 8th February 2022

Matt Pullinger – Snr Industry
Liaison Officer, Greentech South



Greentech South



2012

The University of Portsmouth hosts 'Future Solent', a conference after which the board was first formed, choosing to adopt the name and logo of that event.



2013

Future Solent publishes its low carbon strategy. The first of its kind for the UK and supported by Solent LEP. Business secretary Vince Cable announces £3M of Growth Funding to support the strategy.



2014

Newly rebranded Future South establishes £3 million Green Growth fund to help SMEs develop innovative low carbon products and provides funding to create the Hampshire Community Bank.



GREENTECH SOUTH



2015

Future South creates a dedicated Cleantech cluster: Greentech South, to support a network of businesses aiming to reduce carbon emissions & create innovative low carbon technologies.

2016

Greentech South recognised as the UK's first 'Energy and Environment' cluster by the European Secretariat of Cluster Analysis (ESCA).



2017

Greentech South invited to join the International Cleantech Network. UK's 1st member. Access to worldwide Cleantech challenges, networks and businesses.



2018

Greentech South joins a national University-led business network as a founding partner, that catalyses clean and green business innovation and growth.



2019

We continue to develop our new joint venture, and add two ERDF projects. Low Carbon Solent and EMphasis3 to support regional SMEs in the race to net zero.



2020

Greentech South finishes the year with a team of 13 staff. Continuing to support a growing number of SMEs. Delivering projects through the COVID-19 crisis & contributing to a green recovery



2021 -

Over £15m secured to support the transition to a zero-carbon economy.
Over £55m inward investment.
300+ jobs safeguarded or created.
Over 400 businesses helped.



University of Portsmouth & Greentech South



Supporting local climate marches



Access to University resources



Hosting & attending SME support events



SME pitch event to local authorities



Working with local innovative SMEs



Greentech South ERDF funding opportunities



EMphasis3

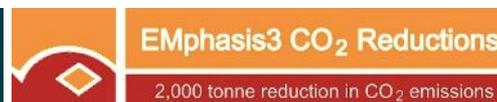
- ✓ Area: England
- ✓ Deadline: Rolling deadlines
- ✓ Objective: Energy and Resource Efficiency
- ✓ Funding type: Grant
- ✓ Business types: SME
- ✓ Funding rate: Up to 36% of project costs

Energy efficiency audits of business premises leading to energy efficiency projects that can be funded via 36% grant.

EMphasis3

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R&D grants to enable SMEs to develop low carbon innovations and take them closer to market. Projects funded via 36% grant.



European Union
European Regional
Development Fund



LOW CARBON SOLENT

SUPPORTING THE SHIFT TOWARDS A LOW CARBON ECONOMY

Low Carbon Solent

- ✓ Area: England
- ✓ Deadline: Rolling deadlines
- ✓ Objective: Innovation
- ✓ Funding type: Grant
- ✓ Business types: SME
- ✓ Funding rate: Up to 36% of project costs

Free support through university student projects to develop low carbon solutions that can be investigated and taken further via an R&D grant (36% funding).

Introduction to EMphasis3 & Low Carbon Solent



- **Work Package 1**
 - ✓ FREE Energy Efficiency Audits
 - ✓ Energy Efficiency Grants
- **Work Package 2**
 - ✓ Innovation Audits
 - ✓ Innovation Grants
- **2,000t CO₂e target**



- **Work Package 1**
 - ✓ Innovation Support & Networking Events
- **Work Package 2**
 - ✓ Post – Graduate Student Projects
- **Work Package 3**
 - ✓ Innovation Audits
 - ✓ Innovation Grants

How to get an Energy Efficiency Audit and Grant from the **EMphasis3** project*

*Processes may vary



Fill out the expression of interest form on our website



Free energy efficiency audit is then conducted (highly recommended)



Complete the grant application form



Apply for free energy efficiency audit (highly recommended)



Application reviewed by panel of independent industry experts



Grant achieved



Meet with the

What is looked at during the audit?



Insulation
(wall, ceiling etc)



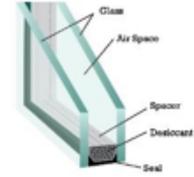
Improved glazing



**Pipework
Insulation**



**Solar blinds, shutters and
shading devices**



**Secondary
glazing**



**Heating and Ventilation
Controls**



**Variable speed drives
for fans and pumps**



Switch off
when not in use

Behavioural change



Company vehicles

Energy Saving Opportunities



Electric Vehicles & Charging Points



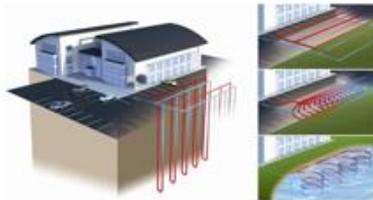
Battery Storage



Solar PV



Wind Turbine



Ground Source Heat Pumps



Water Source Heat Pumps



Air Source Heat Pumps



LED Lighting

Energy Efficiency Audits & Grants – Business Benefits



- £20,000 LED Lighting installed in Offices, Factory and Warehouse
- £7,200 Energy Efficiency Grant agreed with EMphasis3 Programme
- Reducing payback period to 1.2 years.
- Saving 60 tonnes of CO₂ Emissions p/a



Energy Efficiency Audits & Grants – Business Benefits



- Proposed project to install
 - ✓ Solar Batteries
 - ✓ Electric Van
 - ✓ LED Lighting



- Successful Energy Efficiency Grant

- Estimated savings of 6.5MWh of self generated energy

- Estimated savings of 25tCO₂e & £500+ per year



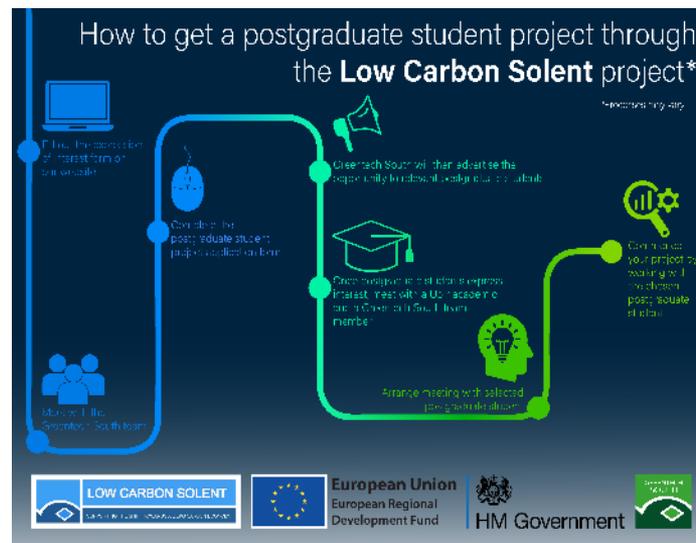
Low Carbon Solent - Innovation Support



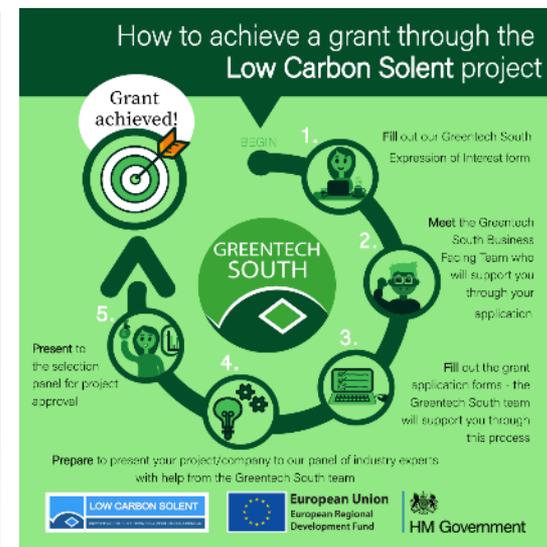
Work Package 1 Innovation Support



Work Package 2 Post Graduate Student Projects



Work Package 3 Innovation Grants



Innovation Support – Pitch Deck Programme



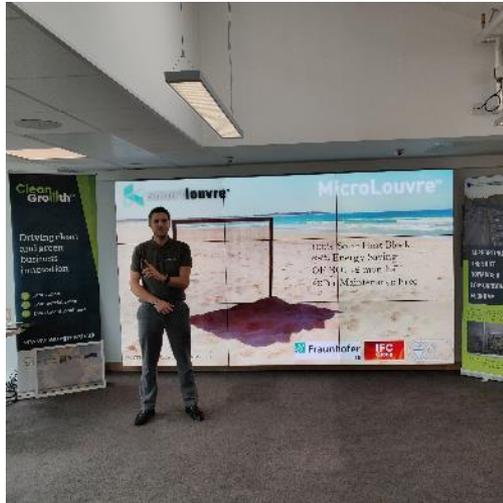
- 5 week programme delivering 12 hours of fully funded innovation support
- Helping businesses understand the role and components of pitch deck creation, such as:
 1. Problem analysis & the innovative solution
 2. Customer focussed innovations and product launches
 3. Strengths and Weaknesses via an Innovation Model Canvas
 4. Major blind spots such as Intellectual Property Protection
 5. Strategic analysis to maximise the market positioning.
 6. Introduction to 3-way forecasting
 7. Do's and don'ts of financial statements

Innovation Support – Student projects



Installation of Microlouvre™ Solar Screens in UoP “Port Eco-House”

Smartlouvre pitch with presentation created by UoP Marketing MA Student



Innovation Support – R&D Grants




ABSOLAR



State-of-the-Art computer software tailored for local authorities, to identify buildings within authority where CO₂ can be reduced.

The software integrates financial and CO₂ analysis, reporting at property and portfolio level.



Winchester
City Council



Portsmouth
CITY COUNCIL

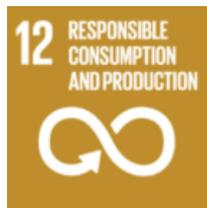
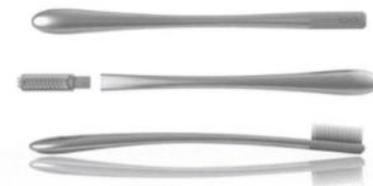


SOUTHAMPTON
CITY COUNCIL



University Hospital
Southampton
NHS Foundation Trust

Innovation Support – R&D Grants



Project Figures



17	Start-ups supported
25	Jobs created
47	R&D projects funded
140	R&D projects supported
2,000	Estimated savings of CO ₂ e
£850k	Grant support awarded

Upcoming events



Clean Growth UK
presents
The Future of Housing

Wednesday 23rd February

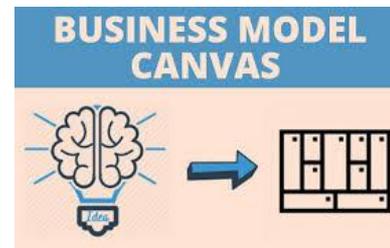
Filling the skills gap &
sustainable housing design.



Low Carbon Solent
Innovation Support

Wednesday 2nd March

Understanding the role and
components of pitch deck
creation



Business Model Canvas
Workshop

Wednesday 16th March

A valuable tool to help you
translate your strategy and
planning discussions into
practical steps

GET IN TOUCH:

GET ACCESS
TO R&D
FUNDING
FOR YOUR
BUSINESS

LOW CARBON SOLENT

ERDF PROJECT SUPPORTING THE SHIFT TOWARDS A LOW
CARBON ECONOMY

Through this project SMEs can access:

- R&D grants up to £25,000 and business support
- Postgraduate student projects
- Innovation and networking events

Low Carbon Solent is an SME support project. It combines the knowledge and expertise of the University of Portsmouth - lead partner, the University of Winchester and the cleantech cluster, Greentech South.

If you are interested in receiving support through Low Carbon Solent please contact us at

lowcarbonsolent@greentechsouth.com or visit
www.greentechsouth.com/lowcarbonsolent



@GreentechSouth



www.greentechsouth.com/business-support



info@greentechsouth.com

