HEAT ACADEMY – MASTER CLASS

£600M IN DECARBONISING STOKE

EXPLORING THE COMMERCIAL OPPORTUNITIES WHILE MAXIMISING THE BROADER BENEFITS OF INVESTING IN A SUSTAINABLE LOCAL ENERGY SYSTEM

STOKE-ON-TRENT
28 November 2019 –09.00– 16.00

You are invited to a master class at the Heat Academy in Stoke-on-Trent highlighting the commercial opportunities, as well as the broader benefits of transforming a city to the demands of the future. You will meet a range of professionals from near and far, all ready to share knowledge and hands-on experiences in how to optimising the benefits from investments in decarbonizing cities. We will present commercial opportunities, and review strategies and routes to accessing them. Suppliers will be offered an opportunity to display their products and services, and to network with key stakeholders – political leaders, project teams, and representatives from local businesses. The workshop is held at Stoke College where you will see the training facilities of the Heat Academy, learn about the broad range of training programmes on offer, and meet students who are along the way of becoming your future partners in the sustainability industry.

Market Opportunities

Stoke-on-Trent has launched a £600M investment programme in new sustainable energy infrastructure. Key areas of investments in the next 5 years are

• New Energy-from-Waste plant
• Further expanding the heat network
• Energy Efficiency
• Fiber Networks
• Solar
• Waste Management
• Low-temp heat sources – (to be specified)
• EV Charging – (to be specified)

Agenda – Key Headlines

• Commercial Opportunities – detailed review of investment projects and procurement plans
• Collaboration with other cities – replication cases and innovation projects
• The Heat Academy by Stoke College – shaping new careers and facilitating market access
• Hotspot Stoke – an entry point to the wider UK market for sustainable energy solutions
• Decarbonising UK cities – overall trends and highlighting projects underway in other cities

Stoke-on-Trent is investing more than £600M in new sustainable energy solutions in the next 5 years. This offers some serious commercial opportunities to suppliers of related goods and services. To secure capability and capacity to deliver, Stoke is also establishing a local training centre, a business hub, a procurement centre and a collaboration platform, all fully focused on sustainable city development. The overall aim is to fully capitalise on the broader benefits of the investment programmes in terms of generating trade, jobs, innovations and local prosperity.
Venue
Stoke College
Burslem Campus
Moorland Rd
Stoke-on-Trent ST6 1JJ

Fee
• Free of charge for local authorities and public stakeholders
• £250 (excl. VAT) for local suppliers (max 2 participants per company)
• £450 (excl. VAT) for national & international suppliers (max 2 participants per company)

Organised by

In cooperation with

Registrations

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COMMERCIAL OPPORTUNITIES AND BROADER BENEFITS
STOKE-ON-TRENT – 28 NOVEMBER – 09.30-16.00

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AGENDA

09.00  REGISTRATION & COFFEE

09.30  INTRODUCTION - SETTING THE SCENE

Decarbonising cities – Opportunities & Challenges
Mark Woodward – Co-Founder, Nordic Heat & The Smart City Alliance

Making Carbon Free Affordable – Initiatives underway
Peter Anderberg – Co-Founder, Nordic Heat & The Heat Academy

Decarbonising the UK – Objectives and Strategies
(to be confirmed)

THE MARKET – £600M IN DECARBONISING STOKE

Smart City Strategies – Introduction
Peter Anderberg

Smart City Stoke – Strategy and Priorities
Andrew Briggs – Head of Strategic Energy Initiatives

Review of investments underway – Procurement Schedule
Andrew Briggs – Head of Strategic Energy Initiatives
Jonathan Phipps – Strategic Manager – Commercial Development
Steve Lovett – Senior Capital Projects Manager

Commercial opportunities – review of projects under way in other cities
Mark Woodward – Moderator
Representatives from a selection of cities/ projects

ACCESSING THE MARKET

Securing Capability and Capacity in the Supply Chain - Introduction
Peter Anderberg

The Heat Academy at Stoke College
Ryan Johnson – Director of Campus at Stoke on Trent College

Expanding Sales through the Heat Academy
Alan Unwin – Sales Manager UK, Cetetherm
Chris Hill – Managing Director UK, Logstor
Garry Parkes – Managing Director Ultravalve-Vexve
Richard Johnson – Director – Eneteq

The Chambers of Commerce
Dr. Scott Elliott – Director at Hydrock

(Coffee/ Tea and Lunch will be served during the day)
BUSINESS INNOVATION – INITIATIVES & SOLUTIONS

Affordable Heating Initiative – Low Temperature Heat Sources
Peter Anderberg

Residual Heat from datacentres
Cas Haverman – Data Centre Services Europe – IBM Resiliency Services

GIS based automated design of heat networks
Kurt Marlein – Head of Innovation – COMSOF

Complete solutions – water, biogas, geothermal and drilling
Kristian Farkas – Sales manager at Malmberg Water AB – MALMBERG

Building Efficiency Initiative – Terraced Housing and Royal Heating
Mark Woodward

Reducing CO2 emissions and cost to residents – How much more is there to go?
Ian Allan – Head of Market Strategy – SWITCH 2

Make your Heat system visible

System Solutions in Heat
Yekta Biricik – Vertical Business Development Manager, DANFOSS

Data networks and their importance to energy consumption
Ian Taylor – Energy Strategy & Market Development – MINIBEMS

INTERNATIONAL OUTLOOK

The Dutch Climate Agreement – what does it include and what are the implications in general, and for the heat market – strategies, priorities, investments and time frame
Marc Peters – Co-Founder, DAREL

CONCLUSIONS & NEXT STEP

1600 END OF SESSION – DRINKS

(Coffee/ Tea and Lunch will be served during the day)
THE HEAT ACADEMY offers a modular training concept in a broad range of topics related to development and installation of sustainable city infrastructure. The mission is to address the competence gap in the sector, both in terms of quality and quantity, thereby increasing the capacity of delivering scheduled investment programmes. The Heat Academy is a fully independent organisation.

The training courses are designed along two broad categories

- **Master Classes** focusing on the theoretical aspects of implementing smart energy infrastructure – e.g. political, strategic, legal, financial, commercial, technical, leadership and communication/PR. Since the start in 2014, some 4000 professionals in 12 markets have participated in training sessions organised by HA.

- **Vocational Training** addressing the practical activities related to design, installation, operations and maintenance of systems. The strategy is to establish collaboration with local universities and colleges, as well as the broader supply chain, thereby speeding up expansion in scope and reach.

The Heat Academy is also initiating and leading collaborative innovation programmes involving progressive industry partners in the supply chain, universities and industry organisations. Further to that, an apprenticeship programme has recently been launched offering trainee programmes and real life work experience in cooperation with industry partners, e.g. energy operators and contractors.

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**FURTHER INFORMATION**

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