

# BRINGING HEAT UNDERGROUND



NORDIC HEAT MASTER CLASS

2018-01

## CONFIRMATION & AGENDA

NORDIC HEAT MASTER CLASS IN

## PROGRAMME MANAGEMENT

TAKING DISTRICT ENERGY PROJECTS FROM VISION TO REALITY

**GRIMSBY - 30 JANUARY 2018 – 09.30-16.00**

**YOU ARE INVITED** to a Nordic Heat Master Class in Grimsby, North East Lincolnshire, focusing on the rapidly emerging district energy sector in the UK

**OBJECTIVE** - The aim is to provide a deeper insight in the process of successfully bringing district energy projects beyond the initial feasibility study, through business modelling, design and the final decision process, into procurement, installation and operation.

**FOCUS** - Topics addressed at the session include;

- Translating the feasibility study into an action plan
- Specifying the checklist of key activities taking a project from A - Z
- Strategies to secure the crucial buy-in and active support from key decision makers
- Securing the required resources and competencies in the team and with external partners
- Building a realistic business case based upon a competitive value proposition
- Fixing realistic objectives such as; scope, time frames and key success factors e.g. in terms of financial and environmental ambitions
- Highlighting proven solutions in terms of both strategy and technologies
- Opportunities to speed up delivery and reduce costs by learning from peers and replicating tried and tested solutions.
- Step-in solutions and tactics to kick-start the initial heat network

**SPEAKERS** - A group of highly experienced professionals, all with a proven track record in district energy investments and operations in both Sweden and the UK.

**FEE** - The Master Class is offered free of charge to local authorities and public institutions. Commercial stakeholders are charged a fee – details on page 4.

**VENUE** - CATCH Training Centre in Grimsby – details on page 4.

**ORGANISERS**



## AGENDA

- 09.00 REGISTRATION & COFFEE
- 09.20 INTRODUCTION – BACKGROUND, OBJECTIVES AND FOCUS OF THE SESSION
- PROGRAMME MANAGEMENT – WHAT, WHY, HOW, WHO, WHEN
- POLITICAL VISION – TURNING A VISION INTO ACTION & SECURING BUY-IN
- FEASIBILITY STUDY – HOW TO INTERPRET AND TRANSLATE INTO ACTIONS
- THE COMMERCIAL CASE – CUSTOMERS, BUSINESS MODEL, COMMUNICATION
- THE TECHNICAL CASE – BASIC PRINCIPLES AND TECHNOLOGIES IN A HEAT NETWORK
- THE FINANCIAL & LEGAL CASE – FUNDING A PROJECT
- HUMAN RESOURCES – COMPETENCE & CAPACITY
- FINAL DECISION – THE “PRE-FLIGHT CHECKLIST”
- 16.00 CONCLUSIONS – TAKING THE NEXT STEP & INTRODUCING HOTSPOT HUMBER

*Lunch and Coffee will be served during the day*



## SPEAKERS

- LUKE THOMAS – NORDIC HEAT
- GÖRAN SKOGLUND – NORDIC HEAT/ ÖRESUNDSKRAFT
- PETER ÖHRSTRÖM – NORDIC HEAT/ BIZCAT
- ANDREW BRIGGS – STOKE-ON-TRENT CITY COUNCIL
- CRAIG GROBETY – 3DTD
- CECILY DAVIS – FIELDFISHER
- ALAN UNWIN – ALFA LAVAL
- MARK WOODWARD – HOTSPOT HUMBER
- PETER ANDERBERG – NORDIC HEAT

## VENUE

### CATCH Training Centre – Grimsby

Redwood Park Estate  
Stallingborough  
North East Lincolnshire  
DN41 8TH

## CONTACT

Mark Woodward – Hotspot Humber  
[mw@heatnet.se](mailto:mw@heatnet.se) +44 114 230 4722

Peter Anderberg – Nordic Heat  
[pa@heatnet.se](mailto:pa@heatnet.se) +46 70 56 111 99

## GRIMSBY 30 JANUARY – PARTICIPANTS

### NH MC - A1-M1 - Programme Management

Nordic Heat Master Class

Grimsby - 30 January

Organisation	Name	Title
North East Lincolnshire Council	Tony Neul	Strategic Commissioning Lead - Energy and Environment Commissioning and Strategic Support Team Manager
	Helen Norris	
	Pip Harrison	
	Sam Swinburn	
Greater Lincolnshire LEP	Susannah Lewis	Head of Sustainability
North Lincolnshire Council	Matthew Collinson	Economic Development Manager
North Lincolnshire Business Connect	Katie Chubb	
Hull City Council	Dave Gower	Senior Project Manager
	Graeme Smith	Finance Business Partner
	Martin Budd	Environment and Climate Change Strategic Advisor
Rotherham MBC	Paul Maplethorpe	
Nottingham CC Nottingham CC	Tom Gunton	Senior Programme Analyst
	Stephen Hayes	
Frese District Heating	Frank Martin	General Manager
East Riding Council	Robin Barmby	Principal Asset Officer - Energy/Carbon
Community Energy England	Emma Bridge	Chief Executive
Nottingham CC	Antony Greener	Programme Director
Britains Energy Coast	Joe Martin	
	Michael Pemberton	
Stoke-on-Trent CC	Andrew Briggs	Strategic Manager Energy
CATCH Training Institute	Katie Hedges	
	David Talbot	
	James McIntosh	
Peter Brett	Jonathan Riggall	
Walker Morris	David Kilduff	
Stoke-on-Trent College	Francine Price	-
	Kevin Smith	-
Fieldfisher	Cecily Davis	Partner
Bizcat	Peter Öhrström	
Alfa Laval Ltd	Alan Unwin	Key Account & Specification Sales Engineer
Öresundskraft/ Nordic Heat	Göran Skoglund	
3DTD	Craig Grobety	-
Hotspot Humber	Mark Woodward	
Hotspot Stoke	Gustav Hermansson	
Hotspot Amsterdam	Meike Weverink	
Nordic Heat	Luke Thomas	
	Peter Anderberg	

# NORDIC HEAT MASTER CLASS – PROGRAMME MANAGEMENT IN DISTRICT ENERGY

## BACKGROUND & SCOPE

Most district energy projects come to a halt after the feasibility study. It has proven to be very hard to translate the theoretical models in a feasibility report into actual installation of pipes and heat exchangers. It is not a coincidence that the period after having received the feasibility study has been labelled “the valley of death”. The question stalking most project teams is “what now?” – what are the concrete actions and priorities needed to get the project going.

It’s not just a funding issue. Risk management, business modelling, design challenges, procurement complexities and shortages in the available pool of competencies and supply chain are other barriers. The need for a better overview of the different stages and activities in a project is often highlighted as one of the most important factors in generating momentum.

During the Master Class we will provide an overview of the different stages in a district energy investment programme. We will also describe the key topics and processes at the various stages of a project, and outline strategies and tactics that secure buy-in from decision makers, customers and other key stakeholders. In addition we will highlight proven solutions and the known opportunities to gain time and reduce risk by replicating what has already been successfully applied in other similar programmes.

## TARGET AUDIENCE

- Project managers and teams involved in district energy and EfW (energy from waste) investment projects
- Decision makers in local authorities, investment companies and with other relevant stakeholders
- Representatives from local and international supply chains
- Developers and real estate companies
- Industry, organisations, universities and colleges involved in the energy sector

## VENUE

The training will be held at CATCH Training Centre in Grimsby, North-East Lincolnshire.

**Redwood Park Estate**  
**Stallingborough**  
**North East Lincolnshire**  
**DN41 8TH**

## FEE

- Free of charge for local authorities and public stake holders
- £150 (excl. VAT) for local companies (max 2 participants per company)
- £450 (excl. VAT) for national & international companies (max 2 participants per company)

## REGISTRATION & QUESTIONS

**Mark Woodward** – Hotspot Humber  
[mw@heatnet.se](mailto:mw@heatnet.se) +44 114 230 4722

**Peter Anderberg** – Heatnet  
[pa@heatnet.se](mailto:pa@heatnet.se) +46 70 56 111 99

## NORDIC HEAT ACADEMY – Training & Advisory Services in District Energy

Nordic Heat was founded in 2014 by a group of municipality owned energy operators in Sweden, all with more than 50 years of experience in installing and operating profitable district energy schemes in a deregulated energy market. The mission is to provide assistance to new entrants in the process of installing competitive, reliable and sustainable district energy solutions. Since the start some 3000 professionals in 8 markets have taken part in the training and advisory services offered by Nordic Heat.



PEER-TO-PEER  
PUBLIC TO PUBLIC  
NOT FOR PROFIT



# NORDIC HEAT INTERNATIONAL AB

## BACKGROUND

NORDIC HEAT is an independent peer-to-peer training, advisory, resource pooling and business innovation service aiming to support the development of District Energy, Energy from Waste (EfW) and Waste Management solutions in Europe and beyond.

Founded in 2014 by a group of municipality owned energy operators in Sweden, all with more than 50 years of experience in installing and operating profitable district energy schemes in a deregulated energy market.

## MISSION

Providing hands-on peer-to-peer assistance to new entrants in the process of implementing reliable and competitive District Energy, Energy-from-Waste and waste management systems while minimising investment levels, operational costs and risks.

Additional task to actively facilitating efficient exchange of competences, experiences and new innovative technologies and practices, thereby strengthening the overall competitiveness of the sector.

## SERVICES

Key areas of activity

- **ACADEMY** – Master Classes and Vocational training
- **ADVICE** – peer-to-peer advisory services
- **INNOVATION** – facilitating cooperation to increase scope and pace in technical and commercial innovation
- **OPERATIONS** – pooling of resources and competences in commissioning and O&M

## REVENUE MODEL

Fees and sponsorships.

Not-for-profit activity, margins to secure further development and growth and long-term sustainability of operations.

### NORDIC HEAT INTERNATIONAL

PEER-TO-PEER TRAINING, ADVISORY & SUPPORT SERVICES

IN DISTRICT ENERGY, ENERGY-FROM-WASTE, ENERGY EFFICIENCY AND WASTE MANAGEMENT

SERVICES

ACADEMY		OPERATIONS
ADVICE		INNOVATION

PEER-TO-PEER • PUBLIC TO PUBLIC • NOT FOR PROFIT

MARKET PRESENCE

ACTIVE MARKETS 2017

LOCAL COMPANIES

2015	2018	2019

STRATEGIC PARTNERS

ENERGY OPERATORS

INDUSTRY ORGANISATIONS

PUBLIC INSTITUTIONS

TRAINING PROVIDERS

*New partners – process underway to formalising and broadening the partner network.*

# BRIDGING THE GAP TO THE FUTURE

NORDIC  
HEAT

NORDIC HEAT MASTER CLASS

2018-01

## BACKGROUND READING



## NORTH EAST LINCOLNSHIRE

### INVESTING IN NEW ENERGY TO HEAT UP THE LOCAL ECONOMY

#### BACKGROUND – INVESTING IN NEW ENERGY

North East Lincolnshire (NE LINC) is about to bring heat underground to its residents. The region is already well placed to be at the forefront of the offshore and onshore renewables industry in the UK, which has the potential to act as a key driver of future economic growth in North East Lincolnshire. As a next step the city has launched the preparations of what may over time become a Borough wide heat network. Investing in District Energy is good news for the citizens in the entire region, opening up a range of new opportunities. Beyond the immediate effect of providing a competitive and convenient heat solution, investments in heat networks will also serve to raise the profile of the area, enhance its reputation, attract new investment, promote business growth and innovation and create many new and better jobs. It will also provide wider economic and social benefits, including building stronger, more thriving communities and tackle high incidences of fuel poverty. North East Lincolnshire being one of the first regions in the UK developing a wide district energy system, will also have the opportunity to become a business and innovation center for the development of heat networks in surrounding regions, and potentially on a national level. Experiences from Scandinavia indicate that there are significant opportunities to boost the local economy, directly and indirectly, as a result of investments in heat networks.

#### OBJECTIVES – HEATING UP THE LOCAL ECONOMY

NE LINC aims to become a UK Hotspot for district energy. The Council intends to fully capitalize on the new opportunities and ensure the benefits are enjoyed by all. This by establishing the area as a renowned center of excellence for the renewables sector. This will provide a further boost to the local economy, thereby attracting further investments and creating even more jobs. Having become aware of the very positive prospects for investments into district energy, suppliers from across Europe are currently scrambling to establish a position in the UK. As the market grows, it will become critical for these suppliers to establish a local foothold. Short term focus will be on setting up local sales and service organisations, preferably in co-operation with local partners. Longer term, there will be a need to invest in local stock and service centers, and even local production assembly and installation capacity. There is also a need to establish training and competence centers.

#### COOPERATION WITH NORDIC HEAT

NE LINC has established a cooperation with Nordic Heat and Hotspot Global with the aim to speed up the implementation of a district energy system, and in the process also optimizing the commercial, social and environmental benefits and opportunities related to the investments. Nordic Heat cooperating with the local CATCH Training Centre in running training seminars is in line with this cooperation, as are the up-coming supply chain events to be organized by Hotspot Global in partnership with local stakeholders.