

# Low Carbon Technology Acceleration Forum

Robinson College, Cambridge, 24 February 2009



## Exhibitors in the “Provider Marketplace”

### Renewables East

Renewables East is the renewable energy agency for Norfolk, Suffolk, Essex, Hertfordshire, Bedfordshire, Cambridgeshire and Essex – the East of England. RE is also contracted to champion the offshore agenda in the East Midlands on behalf of the East Midlands Development Agency. Its objective is to bring the benefits of renewable energy to the East of England.

The Renewables East Technology Acceleration Scheme helps entrepreneurs, businesses and other technology developers create successful and innovative renewable energy solutions by providing early-stages funding and other support to help ideas reach a level of development and credibility at which other significant funding options become viable. Examples of other funding sources include EEDA, EMDA, BERR / ETI, The Carbon Trust and private-sector investors.

Contact: Alyson Booth, (01603) 591415, [info@renewableseast.org.uk](mailto:info@renewableseast.org.uk), [www.renewableseast.org.uk](http://www.renewableseast.org.uk)

### i10

i10 is a service for business that provides easy access to the expertise and facilities within the twelve universities in the East of England. It is a single point of contact for anyone who wants to find out how they can benefit from the thousands of talented people, wealth of knowledge, cutting-edge technologies and world-class research services available in the universities.

To help businesses go low carbon, i10 recently launched the £1k low carbon voucher scheme and East of England businesses and entrepreneurs can apply for a £1,000 voucher. The voucher pays for two days' low carbon consultancy with one of the region's twelve universities.

Contact: Ralph Ecclestone, 0845 234 2314, [ralph.ecclestone@i10.org.uk](mailto:ralph.ecclestone@i10.org.uk), [www.i10.org.uk/lowcarbon](http://www.i10.org.uk/lowcarbon)



## UK CEED / Eco Innovation Centre Peterborough

UK CEED, a charitable foundation, aims to demonstrate the benefits to business and the economy of good environmental practice. It does this through research, promotion of good practice, provision of policy advice to government and business, demonstration projects and engagement activities. UK CEED's activities include the E5xpo environmental trade show; EnviroCluster initiative which supports the environmental business cluster in and around Greater Peterborough; and the National Energy Efficiency and SustainIT Awards programmes.

The Eco Innovation Centre Peterborough is a business incubation centre, run by the Centre for Sustainable Engineering, which provides office space, meeting rooms, hot desks and business support services to businesses or organisations working in the Environmental Goods and Services sector.

Contact: Gareth Jones, 01733 311644, [g.jones@ukceed.org](mailto:g.jones@ukceed.org), [www.ukceed.org](http://www.ukceed.org)

## Centre for Sustainable Engineering

The Centre for Sustainable Engineering in Peterborough is a national clearing house for information, expert analysis, practical application, knowledge transfer and commercial benefit in relation to sustainable technologies. We work with SMEs, blue chips, policymakers and higher education establishments to deliver more sustainable products and processes.

Our technology commercialisation services include detailed expert analysis of technical risk and market opportunity using the CSEng 'Sustainability TechNet' and the 'Pollinex' commercialisation process to align 'innovation – production capability – finance – market access' into partnerships able to deliver breakthrough products with built-in environmental integrity.

We also provide specialist evaluation of more sustainable technologies from an integrated innovation network (Universities, SMEs and blue chips), supporting business, researchers and investors as a national clearing house, and provide a range of research services.

Contact: Richard Black, (01733) 294521, [richard.black@cseng.org.uk](mailto:richard.black@cseng.org.uk), [www.cseng.org.uk](http://www.cseng.org.uk)

## Envirotech

Envirotech is a business-for-business group moving environmental technologies and services from innovation to market adoption. Our efforts support a network of innovators, investors, providers and adopters of tomorrow's solutions to the most pressing energy and environmental challenges. Our activities are Cambridge based, but national and international in scope.

We accomplish this through our network, with services that help you work with others "around the fringes", and bespoke consulting services via our partners from business, science, finance, technology and education.

Contact: Hugh Parnell, (07785) 311779, [info@envirotechuk.org.uk](mailto:info@envirotechuk.org.uk), [www.envirotechuk.org.uk](http://www.envirotechuk.org.uk)

## Carbon Trust – TTP Incubator

The Carbon Trust – TTP Incubator, Melbourn, Herts. provides a portfolio of consulting services to accelerate the development of start-up and early-stage businesses in the low carbon sector. The incubator is funded by The Carbon Trust and delivered by TTP Group, one of Europe's most successful innovation companies. The services are free to the supported companies and the incubator does not take equity nor usually require matched funding.

Organisations and individuals may apply if they are able to demonstrate a good business proposition with significant growth potential underpinned by a strong case for carbon reduction. Applicants may be small businesses already operating in this sector, individuals with an innovative idea or technology, corporate organisations and their spin-outs, universities, research institutes and their start-ups, overseas individuals or organisations willing to relocate to the UK. Applicants may be developers of clean technology, or service providers supporting the adoption of clean technology.

Contact: Chris Hole, (01763) 262626 [carbon.trust@ttp.com](mailto:carbon.trust@ttp.com), [www.ttpgroup.com/carbontrust](http://www.ttpgroup.com/carbontrust)

## East of England Manufacturing Advisory Service

The East of England Manufacturing Advisory Service (MAS East) is jointly funded by BERR, the Department for Business, Enterprise & Regulatory Reform (formerly the DTI) and EEDA, providing manufacturing businesses with expert advice through hands-on support, training and events. MAS EAST delivers significant measurable improvements to businesses by helping them improve their performance and productivity.

MAS East offers the following services, supported by fully qualified manufacturing professionals:

- One-day fully funded diagnostic and advisory visit
- Subsidised support
- Referrals to technology or industry organisations
- Access to an expert help line and web service
- Information on regional events.

Contact: Robin Cheyne, 0845 300 4443, [info@mas-east.org.uk](mailto:info@mas-east.org.uk), [www.mas-east.org.uk](http://www.mas-east.org.uk)

## ip21

ip21's goal is simple: to help companies achieve their business objectives by the effective use of intellectual property rights. To achieve this we offer the full range of services expected from a leading patent and trademark firm, plus additional commercial and design services.

Our services are delivered in a straightforward and comprehensible manner designed to help clients understand and extract the maximum protection and benefit from their intellectual property assets. And, uniquely, all of the processes are fully quoted in advance to enable clients to budget for on-going expenditure.

The ip21 legal team consists of hand-picked, well-qualified and experienced patent and trademark attorneys, assistants and support staff. Our customer service team provides a direct line of communication between clients and attorneys and is available for advice and assistance on the complete range of services. We have offices in Norwich, Ipswich and London.

Contact: Alan Eklid, (01603) 457008, [info@ip21.co.uk](mailto:info@ip21.co.uk), [www.ip21.co.uk](http://www.ip21.co.uk)

## Innovation Observatory

Innovation Observatory, based in St Ives, Cambridgeshire, researches, analyses and interprets fast-moving technology markets to help companies and other organisations to:

- better understand the markets they are serving
- recognise how their industries are changing
- spot competitor and customer innovations taking place now, that they must react to
- identify innovations they can introduce straight away, and in the future, to improve existing revenues, open up new markets, cut costs and drive profit.

We combine best-in-class research, analysis and consulting techniques with deep sector knowledge and a track record of demonstrating how technology markets evolve. We are currently working in the environmental technology, telecoms, IT, media and health sectors.

Contact: Simon Sherrington, (01480) 309341, [sms@innovationobservatory.com](mailto:sms@innovationobservatory.com), [www.innovationobservatory.com](http://www.innovationobservatory.com)

## HLBBshaw

HLBBshaw is a firm of patent and trade mark attorneys, representing clients in all main technology areas. The firm has special strengths in dealing with difficult cases and in its ability to successfully defend and enforce its clients' IP rights. Its patent and trade mark portfolio management skills are second to none.

Our attorneys are well-known in the UK and European Patent Offices and Europe's various trade mark tribunals. Several have the highest reputations in opposition practice and in litigation in the UK and elsewhere in Europe.

HLBBshaw currently has the largest concentration of certified litigators amongst UK firms of patent and trade mark attorneys. The company has offices in Epping, Cambridge and five other UK locations.

Contact: Ken Lewis / James Legg / Suzanne Oliver, (01223) 225300, [mail@hlbbshaw.com](mailto:mail@hlbbshaw.com), [www.hlbbshaw.com](http://www.hlbbshaw.com)

## Business Advice Team

Formed in 2002, The Business Advice Team has developed into a formidable team of consultants operating throughout the UK. It has a strong track record of successfully working with small businesses, multinationals and the public sector. A multidisciplinary organisation, The Business Advice Team delivers research, consultancy, funding and technical assistance to its clients across a number of varied market sectors throughout England.

We are a team of passionate professionals, taking pride in client service, combining attention to detail, direct honest impartial advice & delivery on brief, on budget, on time, every time. Our advisors combine imagination and commitment with a unique blend of experience, skills and resources to tailor solutions to clients' individual needs.

Delivering excellence, sustaining growth, creating and adding value we develop end-to-end solutions across many industry sectors including transport, construction and energy. Our in-depth industry understanding is a decisive factor in designing the best business, marketing and innovation strategies and solutions for your organisation, with all of our consultants having direct industry management experience at senior levels.

Contact: Simon Parke / Sam Stephens, (01509) 670610, [info@bateam.co.uk](mailto:info@bateam.co.uk), [www.bateam.co.uk](http://www.bateam.co.uk)

## DesignEdge

DesignEdge Cambridge provides a total industrial design and electro-mechanical engineering service.

Not only can we add style and bring brand appeal to your new product, but also with our technical expertise we know how to bring it into manufacture. DesignEdge can support your product development with a range of services from concept inception through to final production. Our aim is to generate creative and highly effective designs. We complement your own in-house skills and we can offer assistance for as much or as little of your project as is required.

Our key design services include project planning and identifying key milestones, research and future trends, concept generation and ergonomic analysis, detail and mechanical development, prototyping and testing, design for manufacture and product launch support.

Approaching each project with a fresh perspective and broad, up-to-date knowledge of materials and the latest manufacturing techniques, we can and do find ways of making products more efficiently and less expensively than you would expect.

Contact: Bruce Hutchison, (01223) 566439, [info@designedge.co.uk](mailto:info@designedge.co.uk), [www.designedge.co.uk](http://www.designedge.co.uk)

## eg technology

eg technology is growing into one of the UK's leading product engineering consultancies. Whether we are working with a small start-up or an industry-leading blue-chip, our clients receive a level of service that forms the foundation for a long-term relationship.

Based at the heart of the Cambridge technology cluster, we work with companies worldwide to develop engineering solutions to specific product needs. We don't simply "solve problems" – our experience ensures that we solve the right problems, managing risks and reducing time to market.

Our team consists of bright, experienced, can-do people from a variety of backgrounds and disciplines, working together to create ideas - and turn them into reality.

Our pragmatic approach combines innovation and experience to quickly and cost-effectively deliver:

- step-change innovation
- product design
- engineering development
- prototyping and testing
- risk reduction
- transfer to manufacture

Contact: Andrew Ede, (01223) 710799, [info@egtechnology.co.uk](mailto:info@egtechnology.co.uk), [www.egtechnology.co.uk](http://www.egtechnology.co.uk)

## Hethel Engineering Centre

The Hethel Engineering Centre's Vision is *to create an inspirational environment where*

- ideas are germinated
- start-up businesses are incubated
- businesses network and form world class clusters

*to raise individual's skill levels and aspirations through*

- defining pathways & signposting to careers
- delivering & brokering business demand driven training
- facilitating the growth of knowledge based jobs

*and to support the growth of the knowledge economy* founded on research, technology development and innovation

Contact: Dorian Hindmarsh, (01953) 859100, [enquiries@hethelcentre.com](mailto:enquiries@hethelcentre.com), [www.hethelcentre.com](http://www.hethelcentre.com)

## East of England International

East of England International, which has offices throughout the region, provides the support that businesses need to grow internationally. We work with overseas-owned companies locating in the region and local businesses exporting their services and products. We match your requirements to a sector specialist or export adviser.

If your business has an established UK market there is no reason why you can't extend your reach and successfully compete overseas too. Exporting presents an opportunity to significantly grow your business, its revenue and profit.

Our team of professional international trade advisers and regional sector specialists can help you to tap into a global network of trade specialists at British Embassies, Consulates and High Commissions. We also offer services including

- *Passport to Export* - flexible and subsidised support delivered by personal advisers who share your journey and tailor it to your business' individual needs
- *Overseas Market Introduction Service* - an online tool putting companies directly in touch with staff in overseas offices for focused business advice and support
- *Export Marketing Research Scheme* - helps British companies research overseas markets prior to entry
- *Export Communications Review* - grants access to an accredited export communications consultant who will deliver a report with recommendations tailored to you

Contact: John Tingle, 0845 2930264, [john.tingle@eeia.com](mailto:john.tingle@eeia.com), [www.eei-online.com](http://www.eei-online.com)

## Connect Midlands

Do you have an exceptional idea or business that has the potential to scale up significantly? Are you unsure about where to look for investment?

If so, then Connect Midlands can assist you. We provide 'investment readiness' training, mentoring and showcasing investable opportunities to investors. Since 2001, we have assisted businesses based in the East Midlands to raise over £42m in investment

All of our events and activities are fully or heavily subsidised. Contact us to find out how our InvoRed (investment readiness) programme can help you achieve your full potential. You can speak with a member of our friendly team on 01509 228702 or visit [www.connectmidlands.org](http://www.connectmidlands.org).

Contact: Giovanni Finocchio, 01509 228702, [info@connectmidlands.org](mailto:info@connectmidlands.org), [www.connectmidlands.org](http://www.connectmidlands.org)

## Essex Development and Regeneration Agency

EXDRA is promoting its Essex Innovation Programmes to companies attending the Renewables East Forum. Innovation – the successful commercialisation of new ideas – is vital if we are to see our economy grow stronger and witness the emergence of a new generation of businesses able to compete in the international marketplace. The Essex Innovation Programmes provide business support within Essex that allows both new and existing businesses to exploit to the full potential of their new ideas and creativity.

Contact: Sarah Bell / Simon Maidment, (01245) 702400, [exdra@exdra.co.uk](mailto:exdra@exdra.co.uk), [www.essexinnovation.co.uk](http://www.essexinnovation.co.uk)  
[www.exdra.co.uk](http://www.exdra.co.uk)

## 2Cs Communications

2Cs is a multi-discipline design, marketing and communications company with offices in Ipswich, London and Newmarket. 2Cs currently employs 24 communications specialists.

A major focus for 2Cs both nationally and in the East of England is in servicing the rapid growth in companies delivering renewable energy and environmental projects and services.

2Cs' services include brand development, marketing, PR, web development, copywriting, exhibition design, film, photography and community consultation.

Contact: Craig Whinney, (01473) 622263, [craig.whinney@2cs.com](mailto:craig.whinney@2cs.com), [www.2cs.com](http://www.2cs.com)

## Cranfield University Business Incubation Centre (CUBIC)

Designed to encourage and support hi-tech and knowledge based pre-start and early start companies during the formative stages of their development, CUBIC was built in 2005 funded by Cranfield University and the East of England Development Agency. Since then, 20 companies have come through its doors, spanning 7 key sector groups, creating 77 jobs, and bringing in over £1M in funding for the region.

Cranfield provides the perfect setting for fledgling companies, with advanced technology and research on their doorstep. Being right in a hub of innovation is invaluable for businesses in their formative stages. The Incubation Centre is a dynamic, creative environment where clients can allow their business ideas to flourish.

CUBIC is always ready to hear from entrepreneurs who we may be able to help or advise, and much as though spaces in the centre are in high demand, we do our best to accommodate those who fit our criteria

Contact: Sarah Blenkinsop, (01234) 754934, [cubic@cranfield.ac.uk](mailto:cubic@cranfield.ac.uk), [www.cranfield.ac.uk/business/commercialtenancies/cubic](http://www.cranfield.ac.uk/business/commercialtenancies/cubic)

## University of East Anglia Low Carbon Innovation Centre (LCIC)

The Low Carbon Innovation Centre at the University of East Anglia is a gateway to access the expertise and knowledge developed in the UEA's research base that will underpin the progression of the UK economy towards a low-carbon sustainable future. The Centre draws together existing expertise and identifies future growth opportunities for low carbon knowledge transfer activity throughout the organisation.

Based on an amalgamation and expansion of activities previously undertaken by UEA and its partner organisations, it provides products and services to the public and private sectors and to communities.

The Centre encompasses a number of main areas of activity:

- Consultancy services (mitigation and adaptation)
- Innovation management
- Carbon Reduction Programmes
- Management Development
- UEA's Low Carbon Commitment

Carbon Connections and CRed (the Carbon Reduction Programme) both operate within LCIC. Please contact us to find out more information.

Contact: Matt Dolan, (01603) 591379, [m.dolan@uea.ac.uk](mailto:m.dolan@uea.ac.uk), [www.uea.ac.uk/lcic](http://www.uea.ac.uk/lcic)

## LowC Communities

LowC is a renewable energy solutions specialist, based near Stamford, with a focus on "making low carbon communities happen". Working with a wide range of public and private sector clients, LowC bridges the traditional gap between consultancy and operation. We can manage the complete process, integrating concept, commercial and technical feasibilities, design, specification, implementation, construction, operation and optimisation of renewable energy assets.

Our services range from full turnkey renewable energy solutions to a 'pick and mix' selection of low carbon design, energy efficiency and renewable energy technologies. By putting our business behind our recommendations, not only do we differentiate ourselves from other consultancies, but we also ensure that our solutions achieve what they were set out to do.

Among other projects, we are currently working with a number of blue-chip clients to install pure plant oil CHP systems into schools in the UK as part of the Government's BSF scheme. These are some of the first of their kind to be installed in the UK.

Contact: Mark Brown, (01778) 590074, [mb@lowc.co.uk](mailto:mb@lowc.co.uk), [www.lowc.co.uk](http://www.lowc.co.uk)

## Pera Innovation

Pera Innovation is running a new low-carbon programme for EEDA to help businesses across the East of England to benefit from European Commission Framework Programme 7. FP7 has a total budget of over €50 billion which will finance low-carbon research, technological development and demonstration projects. EEDA's existing FP7 programme introduced more companies into European programmes than originally forecast. The new programme's components include:

- Technology transfer – free partnering service to place East of England businesses into European collaborative research programmes. Companies will access direct technical knowledge in the environmental industries sector while developing low carbon solutions
- Funding support – direct assistance to companies within the EEDA region seeking to access funding to support a collaborative research project focused on one of the four previously identified areas on the Low Carbon Agenda. Six grants worth £20,000 each are available to support FP7 proposal writing, consortium building and management costs for East of England businesses
- Stimulation events – events across the region offering advice on collaborative innovation via EU R&D funded programmes.

Contact: Chris Woodward, (01664) 501484, [chris.woodward@pera.com](mailto:chris.woodward@pera.com), [www.pera.com](http://www.pera.com)