

NORDIC HEAT MASTER CLASS

INVITATION

BUILDING THE FIRST HEAT NETWORK

BASIC BUSINESS STRATEGIES, DESIGN SOLUTIONS AND STEP-IN TECHNOLOGIES

GRIMSBY

5 DECEMBER, 2018 – 09.00 – 16.00

YOU ARE INVITED to a Nordic Heat Master Class in Grimsby, aiming to highlight initial business strategies, design solutions and step-in technologies when investing in the first heat network. North-East Lincolnshire is of particular interest as the council is now in the process of launching the feasibility phase of two planned heat networks..

THE OBJECTIVE is to present opportunities, solutions and strategies to making heat networks competitive from the very start. We will make the end-users the starting point for the conversation. The first priority for any DHN project team is to define the revenue model. We need to identifying the initial target customers, and even more importantly understanding what it takes to convince them to replace existing gas boilers with heat networks. In essence we must discern what they are ready to pay for the heat, and how to spice up the value proposition to make the offer even more attractive.

Once the potential in terms of heat tariffs and revenues has been defined, we know what we have to work with in terms of costs of installation and operations. The master class session will address the key strategies to overcome this challenge – programme management, design, technology selection, standardisation and installation. We will also stress the importance of keeping things simple.

THE AGENDA will involve speakers with different backgrounds – e.g. experienced project teams from other regions and abroad, design engineers, end-users, contractors, technology and service providers, investors and political decision makers. There will also be opportunities for break-out sessions in smaller groups.

REGISTRATION & QUESTIONS

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ORGANIZED BY

IN COOPERATION WITH



AGENDA

09.00 **REGISTRATION & COFFEE**

09.30 **INTRODUCTION – NORDIC HEAT MASTER CLASS**

- Background, Scope and Objectives
- From Vision to Operations - Now

NE LINCOLNSHIRE – INVESTING IN HEAT NETWORKS

- Feasibility studies of two planned networks underway

BASIC BUILDING BLOCKS TO A HEAT NETWORK

- Key areas to address
- Overcoming the challenges
- Execution – Team & Programme Management
- Political strategy & support

REVENUE MODEL

- Selling heat – value proposition, to who and how
- Building a business case

MANAGING COSTS

- Design & Dimensioning
- Standardise, replicate and procure

SECURING FINANCING

- Governance model and Business Plan
- Risk Management

SECURING CAPABILITY AND CAPACITY

- Heat Academy – Training activities in cooperation with local partners
- Hotspot Humber – Facilitating access to business opportunities

CONCLUSIONS & NEXT STEP

- Setting priorities
- Have it Done. Now.

16.00 **END OF SESSION**

VENUE

CATCH Training Centre

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 suppliers (max 2 participants per company)
- £450 (excl. VAT) for national & international suppliers (max 2 participants per company)

BACKGROUND

NORDIC HEAT is an independent peer-to-peer training and advisory service aiming to support the development of District Energy, Energy Efficiency, Energy from Waste (EfW), Waste Management, and other energy related Smart City infrastructure in Europe and beyond.

The activity 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.

MISSION

- The role of Nordic Heat is to assist project teams in securing the swift implementation of high performing, reliable and competitive district energy and waste management solutions while minimising investment levels, operational costs and risks. A wider objective is to optimising the commercial, social, environmental and political benefits of investments in sustainable energy.
- Also to actively facilitate the efficient exchange of competences, experiences and new innovative technologies and practices, thereby strengthening the overall competitiveness of the sector.
- Nordic Heat also aims to help energy operators secure access to the best available professional and technical staff while reducing the cost of man-power.

SERVICES

ACADEMY

TRAINING SERVICES IN IN COOPERATION
WITH LOCAL COLLEGES

MASTER CLASSES

STUDY VISITS/ WORKSHOPS

VOCATIONAL TRAINING

EXCHANGE PROGRAMMES

>3000 participants in 12 markets since 2014

ADVISORY

PEER-TO-PEER CRITICAL FRIEND SERVICES
AND EXCHANGE OF BEST PRACTICE

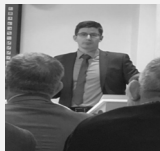
CRITICAL FRIEND REVIEWS

PROCUREMENT

SUPPORT & PLANNING

REINFORCEMENTS

Active assignments across Europe and beyond



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