



**CONFIRMATION**

NORDIC HEAT MASTER CLASSES

## THE BUSINESS CASE FOR HEAT

### TRANSLATING THE FEASIBILITY STUDY INTO A BUSINESS PLAN

LEEDS

28 JUNE 2018 – 09.30 – 16.00

**YOU ARE INVITED** to a Nordic Heat Master Class in Leeds, focusing on the challenge of transforming a feasibility study for heating into a concrete business case and strategy ensuring availability, affordability, reliability and sustainability in the future heat infrastructure.

**THE OBJECTIVE** is to review the range of heating solutions available, assessing pros and cons of each alternative, thereby identifying the criteria and strategies for optimizing the mix and competitiveness of the value proposition to customers, while minimizing investments and life cycle costs.

**FOCUS** – The master class will address the requirements of the business plan from different angles

- The Consumer perspective – developers, facility managers, end-users – ensuring long term competitive and convenient heat solutions
- The Political perspective – optimizing the wider political ambitions while minimizing investments and risks
- The Investor perspective – ensuring investability of projects in terms of risks and returns
- The Broader public perspective – how to manage the communication strategy related to project preparation and execution
- The Supply Chain perspective – securing capability, competence and capacity in the supply chain
- The Project Management perspective – design, strategy, resources, diplomacy and leadership

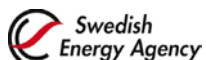
#### REGISTRATION & QUESTIONS

**Mark Woodward** – Nordic Heat  
[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

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## AGENDA

**09.00**            **REGISTRATION & COFFEE**

**09.30**            **INTRODUCTION**

- Background, Scope and Objectives

### **THE HEATING SECTOR IN THE UK**

- Facts & Stakeholders
- Future Requirements & Available Solutions

### **CONSUMER PERSPECTIVE**

- End-user requirements & future expectations
- The challenge of change

### **POLITICAL PERSPECTIVE**

- Risks, Buy-in and Leadership
- Smart Cities – The wider agenda

### **INVESTOR PERSPECTIVE**

- Objectives and Strategies
- The challenge of becoming bankable

### **BROADER PUBLIC PERSPECTIVE**

- Communication strategies
- Sharing the vision – active involvement

### **SUPPLY CHAIN PERSPECTIVE**

- Capability and Capacity
- Investing and offering a green career

### **PROJECT MANAGEMENT**

- Translating an opportunity into a business case
- Execution is everything

## SPEAKERS

A group of highly experienced professionals representing each perspective listed in the agenda, all with a proven track record in heating investments and operations in the UK, as well as in the Nordic Region. Detailed list of speakers to be distributed in mid-June.

## VENUE

Walker Morris LLP  
Kings Court  
12 King Street  
Leeds  
LS1 2HL



[www.walkermorris.co.uk/contact/](http://www.walkermorris.co.uk/contact/)

## LIST OF PARTICIPANTS

Organisation	Name
City of Helsingborg/ Öresundskraft	Göran Skoglund
Hanover Housing	Jonathan Quinn
North East Lincolnshire	Pip Harrison Sam Swinburn
Wakefield Council	Sarah Johnson
Leeds Council	Tom Knowland
Sheffield City Region LEP	Garreth Bruff
Anchor Housing	Talvinder Mehta
Mickledore Ltd	Nigel Wilcock
University of Leeds	Prof. Simon J Rees
Tomson Consulting	Faye Tomson
Cheshire East	Dan Griffiths
East Riding Council	Michael Plaxton
NODA	Patrik Isacsson
SWITCH 2	Ian Allan Rebecca Stenson
Stoke on Trent Energy Projects	John Gregsson
Stockton-on-Tees Borough Council	Nick Booth
Sweco	Marcus Wilson
Vital Energi	Andrew Wightman
Leapfrog Finance	Chris Matthews
CETETHERM	Mårten Ahlm
AMARESCO	Julian Miller
Lux Nova	Sandy Abrahams
SECURE METERING	Tony Jackson Jamie Bomber
WALKER MORRIS	David Kilduff Robin Culshaw Victoria Bradley Ben Sheppard Richard Butterworth
Business Sweden	Erik Seiving
Nordic Heat	Luke Thomas Peter Öhrström
Smart City Alliance	Peter Anderberg Chris Garside Mark Woodward

## 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 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



## CONTACTS

UK

**Luke Thomas**

[lt@heatnet.se](mailto:lt@heatnet.se)

+44 (0)7870 251 830

**Mark Woodward**

[mw@heatnet.se](mailto:mw@heatnet.se)

+44 7527 553 712

SWEDEN

**Jesper Baaring**

[jb@heatnet.se](mailto:jb@heatnet.se)

+46 70 514 96 78

**Lars-Inge Persson**

[Lars-Inge.Persson@oresundskraft.se](mailto:Lars-Inge.Persson@oresundskraft.se)

+46 70 617 39 05

OTHER MARKETS

**Peter Anderberg**

[pa@heatnet.se](mailto:pa@heatnet.se)

+46 70 56 111 99

**Gustav Hermansson**

[gh@heatnet.se](mailto:gh@heatnet.se)

+44 7387 294 774