

File name: sam_knox-_industrial_transformation_webinar___invest_ni (720p).mp4

Moderator questions in Bold, Respondents in Regular text.

KEY: Unable to decipher = (inaudible + timecode), **Phonetic spelling** (ph) + timecode), **Missed word** = (mw + timecode), **Talking over each other** = (talking over each other + timecode).

Sam Knox: Good afternoon. My name is Sam Knox and I'm a business development executive in the green growth team at Invest Northern Ireland. As you've heard, the department for the economy's economic recovery action plan sets priorities for a more competitive, inclusive and greener economy. And the Invest NI business plan is aligned with other Government department strategies to deliver the 10X vision that includes green growth.

Although many projects will be funded through national competitive programmes, like the industrial energy transformation fund, Invest NI also provides a range of business support programmes to help you along the zero carbon journey. We know there are many opportunities emerging within the energy sector, driven by a range of factors. These include climate change, decarbonisation, the circular economy, and the social and technology sectors of offshore wind, energy storage, hydrogen, clean water, smart grid, and energy efficiency, that businesses can benefit by accessing the various supply chains, not only for large companies but also for innovative SMEs. Overall, Invest NI takes a cross sectoral and holistic approach to accessing the emerging opportunities associated with the green economy.

The companies you've heard from today have availed from various support programmes that are offered by invest NI, and they help develop their business in key areas such as smart systems that incorporates data analytics and artificial intelligence, project design, energy storage and heat recovery utilising heat pumps. And I will now highlight some programmes that might be of interest to help you. These include innovation vouchers, a £5,000 voucher for SMEs to access expertise from a university or further education college to research and develop a new product or service. The grant for R&D provides support to investigate or plan your idea or project, including the making and testing of a prototype or helping to refine your product design.

The collaborative growth programme is very popular where SME businesses' which to work together to develop innovative projects which the potential for commercial gain. Also operational excellence provides support to businesses' to help improve their productivity and profitability over key areas such as lean manufacturing, industry for technologies, and supply chain and logistics. As you move towards decarbonising your business, the energy and resource efficiency team can (audio cuts out 02.56) (inaudible 02.58) carbon footprint, reduce energy costs, and also identify ways to

become carbon neutral.

More recently, we have introduced the sustainability reports that help businesses' measure, monitor and report on their environmental performance in areas such as raw materials, energy, carbon, packaging, biodiversity and waste. And our resource matching service can help turn redundant materials from business into a resource for another business, the first steps towards a circular economy that you can benefit from cost savings, carbon savings, and improved productivity. These services are free to businesses that have an annual energy and resource spend in excess of £30,000. Later this year, we hope to rerun the Resource Efficiency Capital Grant scheme to provide support for, for projects that can demonstrate carbon and material savings.

Grants for this programme will be offered on a first come, first served basis so please start identifying projects early to avail of the support (mw 04.11). If you require support to access opportunities, please contact your Invest NI client executive, or contact the energy and resource efficiency team directly by email or by phone. And finishing, I'd like to take the opportunity to thank all our expert speakers today for their excellent presentations. And thank you all for attending today's webinar, which I hope you found useful. The presentations from today's webinar will be sent out to registered delegates and will also be available online at the Invest NI YouTube pages. If you have any further queries, please do not hesitate to contact. Thank you and continue to stay safe in 2022.