



How Networks Can Facilitate Innovation for Small and Medium-sized Enterprises (SMEs)

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Agenda

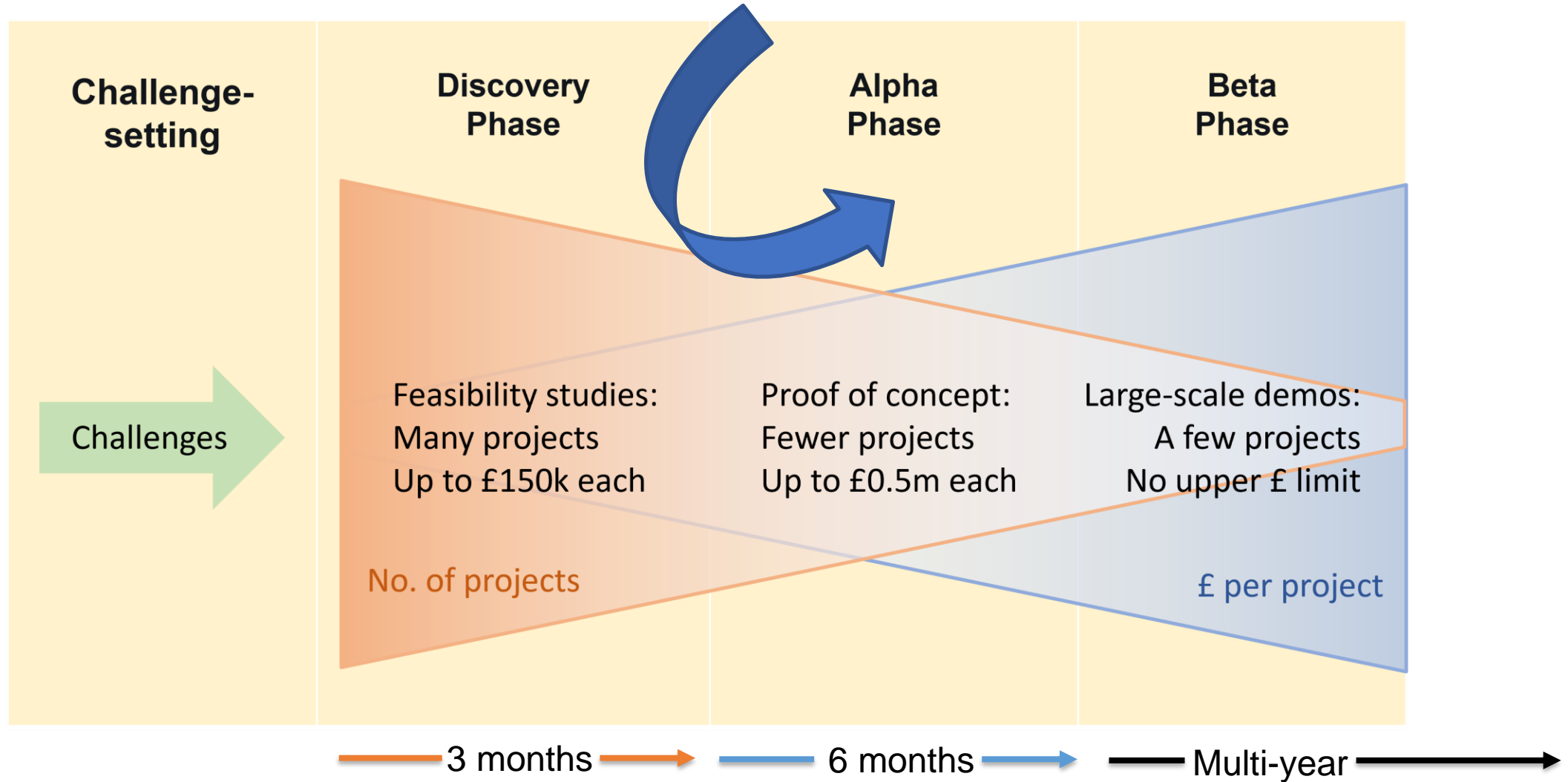
Reflections of current activities – 15 minutes

1. SIF phasing and structure
2. Engaging with networks
3. Aligning priorities between SMEs and energy networks
4. Commercialising innovation
5. Innovation Project delivery best practice
6. Diffusion of innovation (learnings and widespread deployment)

Group workshop discussions – 45 minutes

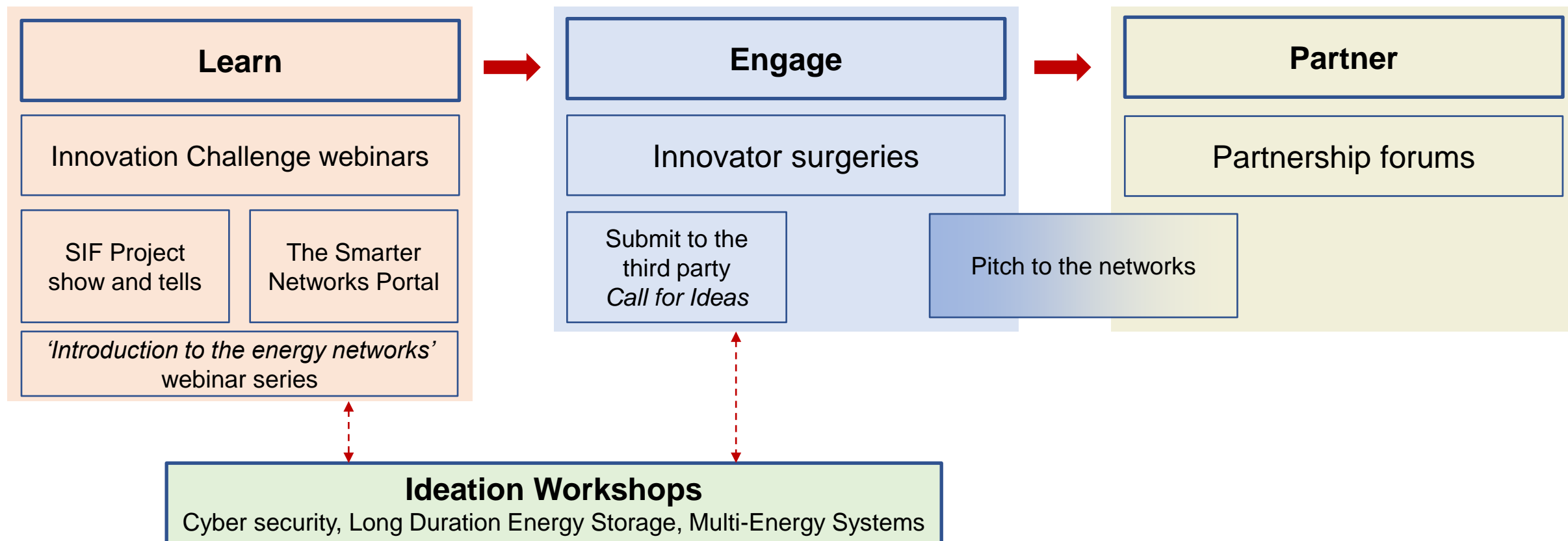
- Move in to table groups, focussing on one of the above areas each
- Facilitated discussions and group brainstorming – **15 minutes**
- Recording actions and priorities – **10 minutes**
- Replay to the wider group – **10 minutes**

SIF phasing structure and opportunity

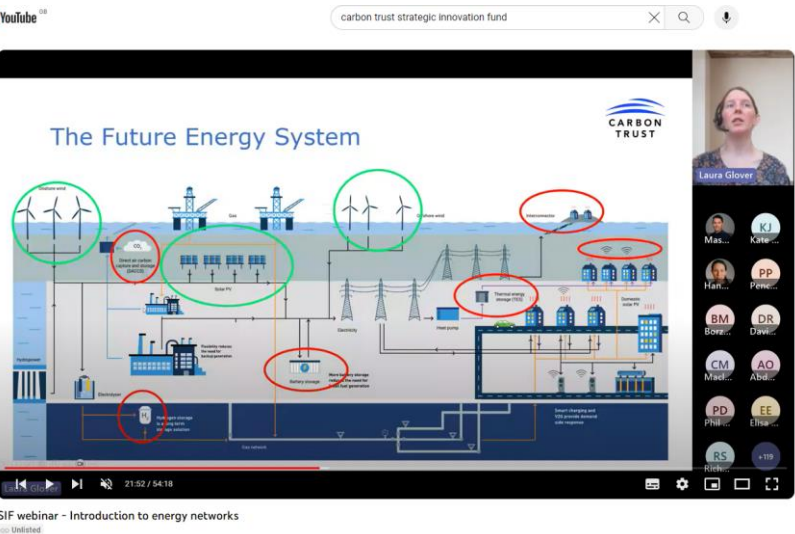


Ideation and Incubation

The Innovator Journey

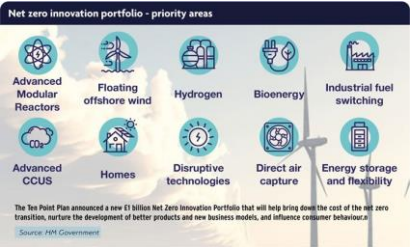
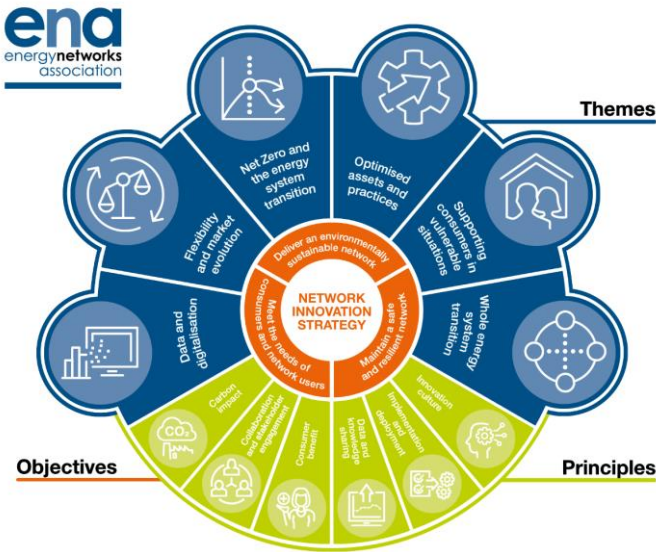


Remit of the energy networks and aligning system innovation



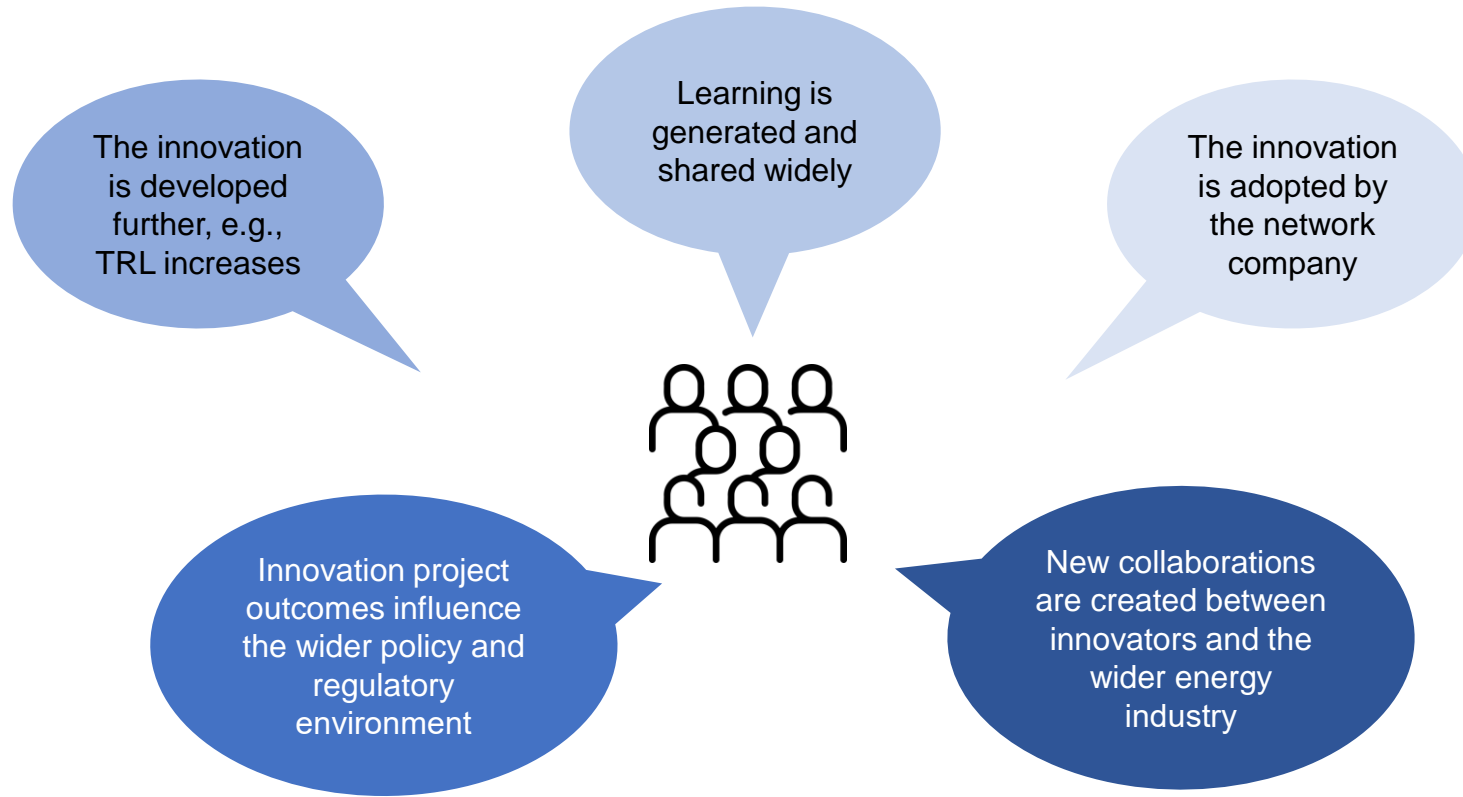
Introduction to energy networks webinar series

Energy Networks Innovation Strategies



Coordination with complementary innovation funds

What does success mean in energy network innovation



1. Energy network innovation project success does not have a singular definition
2. Important for networks to understand SME's objective for project and look for own business alignment
3. Project approach needs to reflect these different success objectives – e.g. focus on having regulatory skills, early discussion on procurement routes, strong dissemination strategy
4. Networks are not just facilitators but active participants to shape and drive the project

*Top 5 results from survey conducted by Regen across 46 organisations for the Playbook project.
The question asked was "please rate the following definitions of success for a network innovation project"*

How have projects previously achieved these successes

Planning and delivery



- Robust and agile delivery plan taking account of iterations
- Sufficient time from innovator team to deal with complexities
- Time across key network stakeholders to shape and validate project against business needs and value

Learning and knowledge



- Leverage knowledge from and build on previous relevant projects
- Robust dissemination strategy to understand stakeholder needs and communicating value
- IP arrangements for outputs discussed and in place early in the project

People and organisations



- Early and sustained engagement with “customer” for the innovation
- Choose right mix of organisations in consortium needed to deliver outcomes
- Clear leadership and cooperation between partners in the project

Markets and use



- Develop clear understanding of network need for innovation
- Early discussion on business case for deployment on relevant metrics
- Understand relevant network procurement process

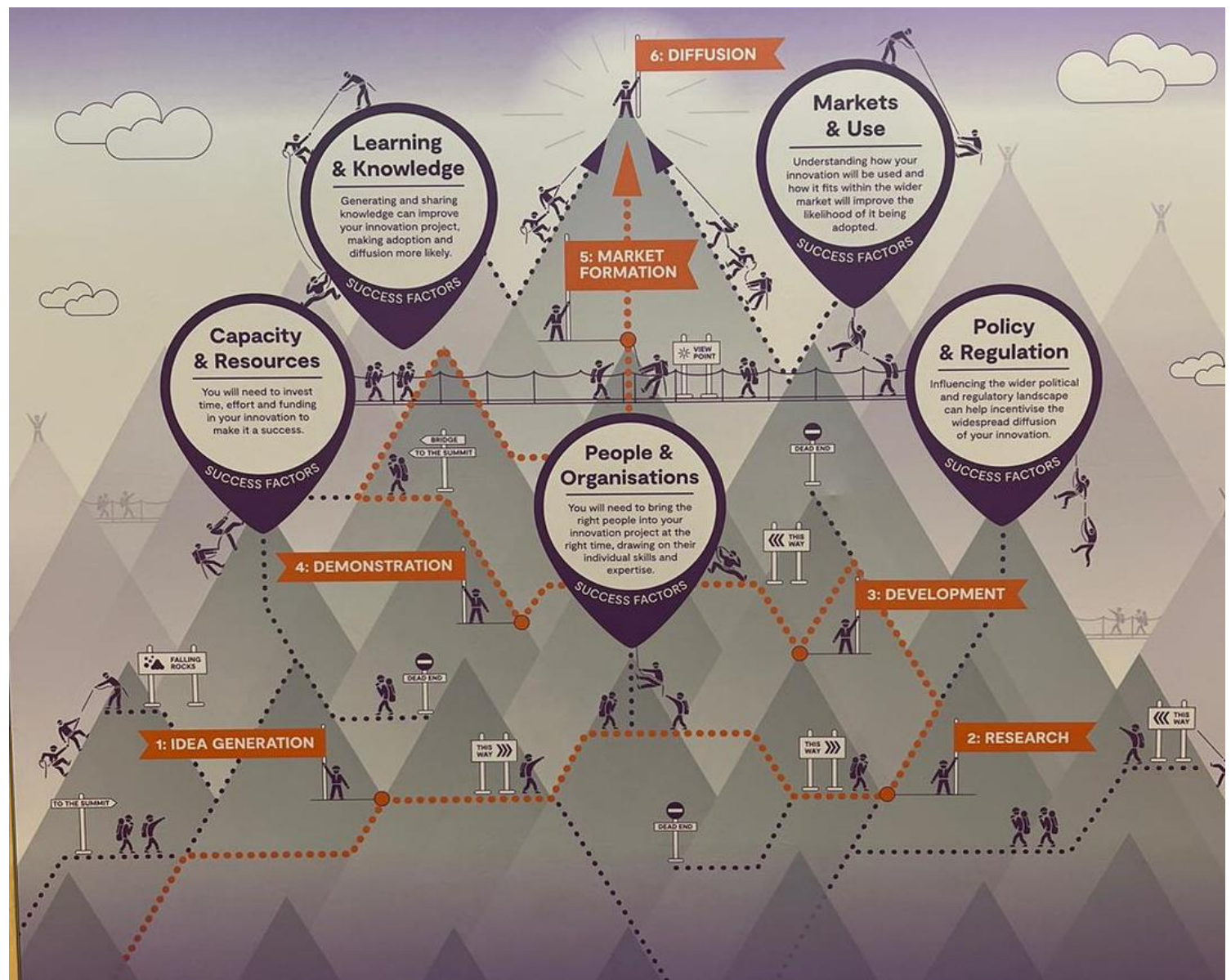
Policy and regulation



- Understand regulatory incentives/drivers for innovation
- Early assessment and communication of regulatory barriers for testing/deploying innovation

Taken from desk research, survey and discussions conducted as part of the Playbook project

Working together to make network innovation a commercial success...



Diffusion of innovation



**Going
national
and global**





Table 1

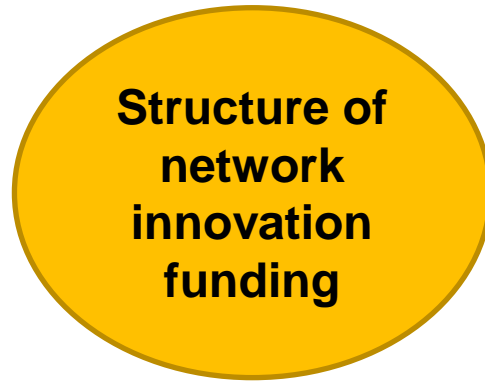


Table 2

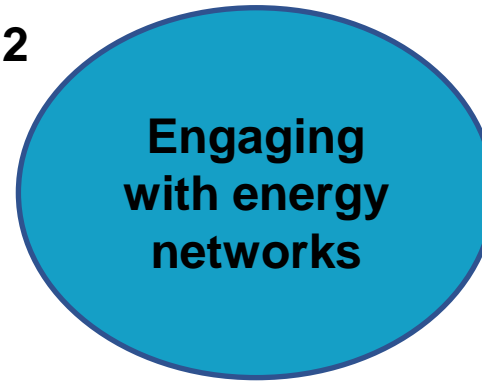


Table 3

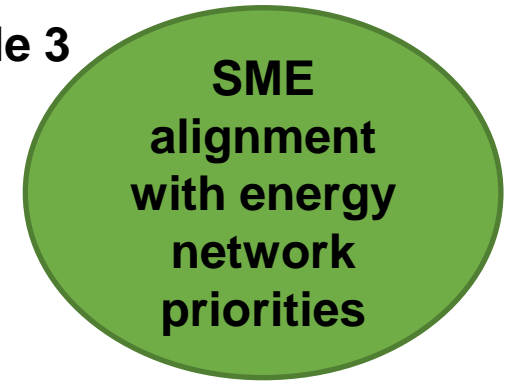


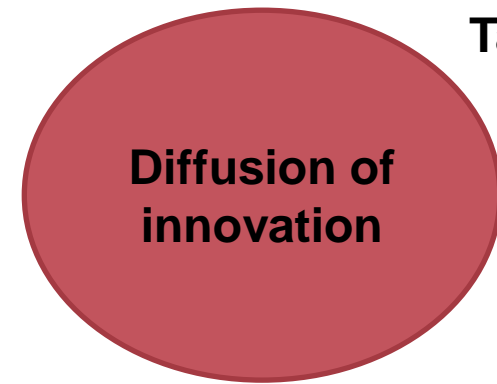
Table 4



Table 5



Table 6



Questions for discussion on your tables...

1. What is working well within the innovation process for SMEs to develop innovations with energy networks ((in relation to your tables focus area)?
2. What aspects could be improved, and what alternative approaches could be taken?
Include how these changes might deliver benefits, but also explore what risks, problems or unintended consequences might occur.
3. Choose your top 3 priorities for action to help SMEs innovate with the networks and summarise them succinctly to be shared with the wider room in the open discussion.
Identify the organisations required to take responsibility for taking these forwards and articulate any of the risks or further work that might be needed before implementation.

Decide a nominee from your group to relay the conversations and recommended actions to the wider group.



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