

*Creating environmental business opportunities*

# Achieving Global Leadership in Environmental Technologies & Services DELIVERING A LOW CARBON ECONOMY

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# Environmental Markets Represent Great Long Term Opportunities

- Demand underpinned by long term policy & legislation
- Combating climate change, energy & resource security
- Global demand especially China, USA, Pacific rim, UAE, EU
- World wide \$US hundreds of billions of fiscal stimulation
- Great opportunities for refocusing of existing businesses
- New technological innovation opportunities



## Differentiated Offer to Businesses

Generic membership benefits: information on market opportunities & support in accessing them, business support identification & referral, listing on website directory, project opportunities & access to team

**NEW** Enhanced services for higher potential businesses:

- Serving growing global markets
- With a distinctive offer
- A viable organisation
- Motivated & ambitious



## Enhanced Services

Through our expert contractors:

- Access to top quality global market research and intelligence
- Assistance to make new sales in highest potential world markets
- Expert support to secure commercialisation funding through R,D&D
- Help to find new business partners and collaborators in key markets
- Guidance on how to fully exploit publically funded business support

A special focus on marine renewable energy working in collaboration with developers, research organisations & sub-regional parties

The opportunity to participate in collaborative projects creating demand at a local level & to receive intensive support eg Eco-Mind

**We will assist the TOP 600 businesses FOC over 2009-11**

# Benefits for Business Support Organisations

- We want to work with you to optimise your offer to environmental enterprises
- We offer new services you can promote
- We can brief your advisors & provide collateral
- We can create new opportunities for businesses capable of serving environmental markets

**PLEASE WORK WITH US...**



## Benefits for Organisations Representing Businesses

- We can inform you about the sector & its potential
- We can help you identify opportunities for your members
- We can help you access sources of funding
- We can provide support to your members

PLEASE WORK WITH US...



## How do we access other public sector organisations relevant to this agenda?

- Such as local authorities, regeneration agencies, housing, education and health organisations
- We want to work with them to create demand by helping them foster environmental enterprise at a local level
- and improve their environmental performance
- We can structure partnerships, formulate goals/delivery plans and develop bids to secure resources
- How do we open the dialogue and with whom?

**PLEASE GIVE US YOUR IDEAS...**



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