



Making electricity clean

Jason Ormiston profiles Chamber sponsor Vattenfall Windpower UK

Vattenfall, the Swedish utility, became a major player in the UK wind power industry last year with a £200m investment and joint venture agreement with a British major energy supplier.

And these investments have already benefited the Scottish economy. Last year Vattenfall placed a £50m order with Fife's Burntisland Fabrications to supply its Ormonde Offshore Wind Farm with 30 sub-sea steel structures capable of supporting wind turbines in the harsh environment of the Irish Sea. Also, this summer, it opened a Scottish-based office in Edinburgh's Old Town.

Vattenfall, celebrating 100 years of generating and supplying energy, is now the fifth largest generator of electricity in Europe and the biggest generator of heat.

The immense wind energy resource that blows across Britain means that, from Vattenfall's perspective, Britain is one of the best places in the world to invest in wind power and help it deliver its promise of 'making electricity clean'. Currently the wind business across Europe generates 1.5 terawatt hours a year, about the equivalent of four per cent of Scottish electricity demand. On that basis the Scottish and UK contributions will be important to delivering Vattenfall's European ambitions.

In October last year Vattenfall bought Amec Wind Power with its impressive wind farm development portfolio of nine projects (eight of which are in Scotland), including the under-construction Edinbane Wind Farm on the Isle of Skye. These projects alone represent a 20-year or more commitment to communities in Scotland.

Also, in autumn, Vattenfall purchased two consented but not yet operational offshore wind projects: Thanet, located off the Kent coast and Ormonde Wind Farm located off North West England to add to the currently operating Kentish Flats Wind Farm, also off the Kent coast.

Around the same time, Vattenfall entered into a joint-venture agreement with

ScottishPower Renewables to develop offshore wind interests. The world leading expertise in offshore wind that Vattenfall enjoys thanks to its Scandinavian Lillgrund and Horns Rev schemes means that the joint venture has a solid platform for major growth in offshore wind in UK waters. The Crown Estate recently concluded an exercise to allocate exclusive rights for offshore wind development and operation, known as Round Three, which, if successful, could deliver more than a fifth of UK electricity demand by 2020.

In July this year Vattenfall purchased Dutch utility Nuon which has a significant onshore wind farm development portfolio in England and Wales.

All of this activity means that Vattenfall could be investing billions of pounds into the UK wind market, with British firms at the heart of that activity.

Vattenfall has a clear priority to encourage diversity and competition in the wind power supply chain and so making connections with business groups such as the Scottish Chambers of Commerce is vitally important.

In Scotland, the Scottish Government sent a strong signal to renewable energy developers and operators to invest in Scotland with the publication of the Renewables Action Plan. This route map to deliver 20 per cent of Scotland's energy from renewable technologies by 2020 is as strong a signal as you can get that Scotland is serious about green energy. That is not to say that everything is working perfectly in Scotland but the determination by the Scottish Government to iron out any wrinkles is welcome and Vattenfall will give as much help as it can to help deliver the incredible green energy potential of Scotland as quickly as possible.

See www.vattenfall.co.uk for more information.

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THE KNOWLEDGE CONNECTION FOR BUSINESS

Scotland has a long-standing reputation as an innovative nation. In the current climate it is now more important than ever to uphold this status and continue to attract investment to help weather the economic crisis.

The innovative solutions required to enable companies to maintain a competitive edge can often be found through collaboration with an academic partner. This is where Interface can help.

Interface – The knowledge connection for business – is a not-for-profit organisation, offering a free service for companies across Scotland. Backed by the Scottish Funding Council, it offers a central point of access for industry to Scotland's research base through its unique matchmaking service. Its aim is to maximise a company's potential by matching them with the relevant expertise at universities.

Scotland's universities and research institutes are home to a wealth of world-class technology, skills and research facilities. Interface has established links to thousands of world-class, leading experts in the academic world and can seek out expertise required to help overcome specific business challenges.

Armed with a business opportunity, Interface can undertake an extensive search of potential academic partners and broker a relationship by matching relevant expertise to the specific business requirements.

The successes of this type of collaboration are clear for both sides. Academic partnerships will benefit the researcher through the development of real-world expertise. They can also help companies develop innovative new products and services; improve the performance of an existing product; enhance profitability through increased sales; and drive growth into new markets.

Scottish companies have access to a diverse range of skills and expertise on their doorstep and it is vital they access this to stay ahead of the game in the global marketplace.

See www.interface-online.org.uk for more details

Connecting with young people

In these challenging times you can engage innovatively with young people to improve your business's performance and develop the skills of your staff. One of the keys to raising levels of employee performance is to create a sense of meaning - this can be achieved by engaging them in real life community-based learning experiences.

This is where Determined to Succeed (DtS) - the Scottish Government's strategy for enterprise in education - can help. DtS is developing in young people skills for learning, skills for life and skills for work - better preparing them for life beyond school to play their role in a global economy. Employer engagement has been at the heart of DtS since the outset. Through engaging Scotland's employers, the education of our young people is enhanced by setting learning in context and making it more relevant to the world beyond school.

While contributing to the skill development of the future workforce, employers and their workforce gain immediate benefits too. Employees find it motivating and rewarding and they get the chance to improve their confidence, communication and team working skills and problem solving abilities. The business can also gain from an enhanced



internal and external reputation. Thousands of employers have become involved and have seen real business benefits.

One business that knows first hand the benefits of engaging is Caledonian Produce which has developed a partnership with Bo'ness Academy. S1 pupils at the school were tasked with designing a deli side salad that would appeal to Marks & Spencer's younger

consumers. A truly cross curriculum approach was taken. The young people were involved in market research, product development including understanding of specific nutritional and health and safety requirements, package design and marketing. One product was chosen and was launched by Marks & Spencer in June 2009.

Caledonian Produce has benefited significantly from their partnership with Bo'ness Academy. Its profile within the local community has been greatly enhanced - one of the company's strategic aims. It has established links to potential employees of the future and it has provided effective staff development. The school and company successfully fused as a team, enabling innovative and creative thinking for mutual benefit.

The need for a resilient and adaptable workforce to cope with the challenges is greater than ever and Determined to Succeed offers employers a cost-effective solution to help retain staff and play a part in the economic recovery of Scotland while developing the skills of the future workforce.

Get in touch to find out more.
Phone 0141 242 0448

Looking for new ways to develop your staff?

Want to energise your workforce?

Attracting the right people?

Need some new ideas?



In these challenging times you can engage innovatively with young people to improve your business' performance, motivate your employees and help develop your future workforce.

So rather than develop employees through traditional training courses, why not turn to community based experiences? Through connecting people in education, business and the wider community you can help prepare young people for work, motivate and inspire your current workforce and play your part in the economic recovery of Scotland.

Thousands of employers have become involved and have seen real business benefits.

Get in touch to find out more.
Phone **0300 244 6707** or email employer@determinedtosucceed.co.uk

Determined to Succeed is the Scottish Government's strategy for enterprise in education which sits at the heart of Curriculum for Excellence. For more information visit www.determinedtosucceed.co.uk



determined to succeed



The Scottish Government