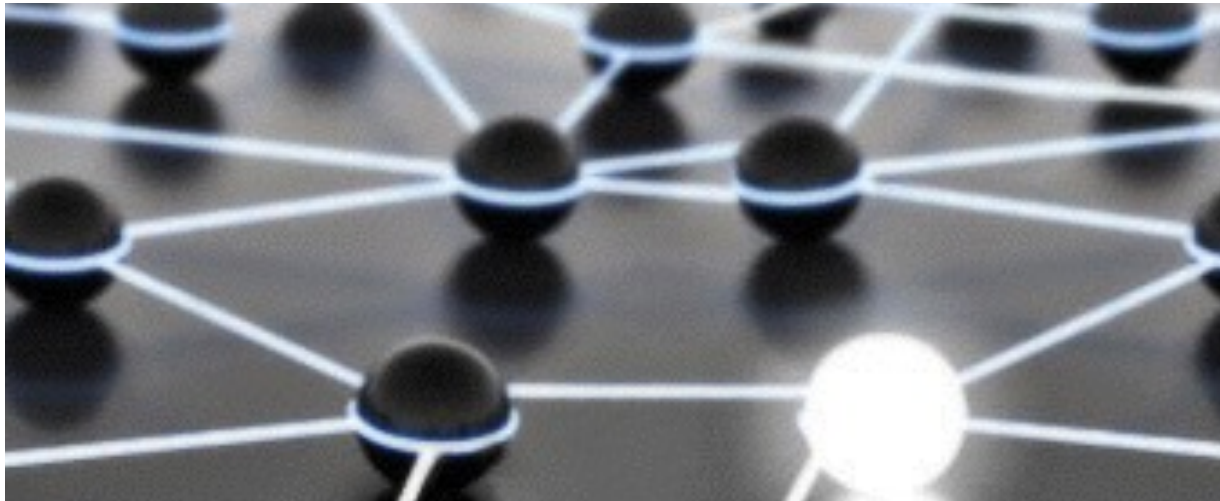


SMART GRIDS CLEANPOWER

IOT 2016 27-28 JUNE #SGCP16

CAMBRIDGE - EVENT PREVIEW & BOOKING

Masterclass, Showcase of Technologies,
Dinner Evening, Business Conference



INTRODUCTION - 27-28 June, Cambridge, UK

EVENT DAYS: This will be a well-attended, top-level, exciting and thought-leading set of events over two days. Come and enjoy beautiful Cambridge this summer!

- MASTERCLASS/CORP EXEC BRIEFING:

- Global Technologies & Strategy for Smart Grids & Power Techs (A brief overview of where the different technologies stand and what the consensus is regarding their future potential; convergence, mega-trends & drivers)
- Case Studies Devices & Software Analytics for Grids & Power Techs
- Entrepreneurship & Creativity for Grids & Power Techs
- Leadership & Change for Grids & Power Tech Enterprises

- **EXHIBITION OF TECHNOLOGIES** - real technology suppliers in energy & materials will be showing off their materials and products over the two days at the event central venue

- **DINNER** for booking delegates, sponsors and key speakers and VIPs, there will be a fine dinner at a Cambridge College on the evening of 27th before Business Conference on 28th.

- **BUSINESS CONFERENCE** - the Business Conference takes place all day on 28th. Top lineup of corporate & commercial speakers as always. Topics for the entire conference are participant-guided through market research and market-inspired, taking from conferences up to 2014 and recent research. There's already strong interest from many exhibitors, speakers, sponsors.

BENEFITS

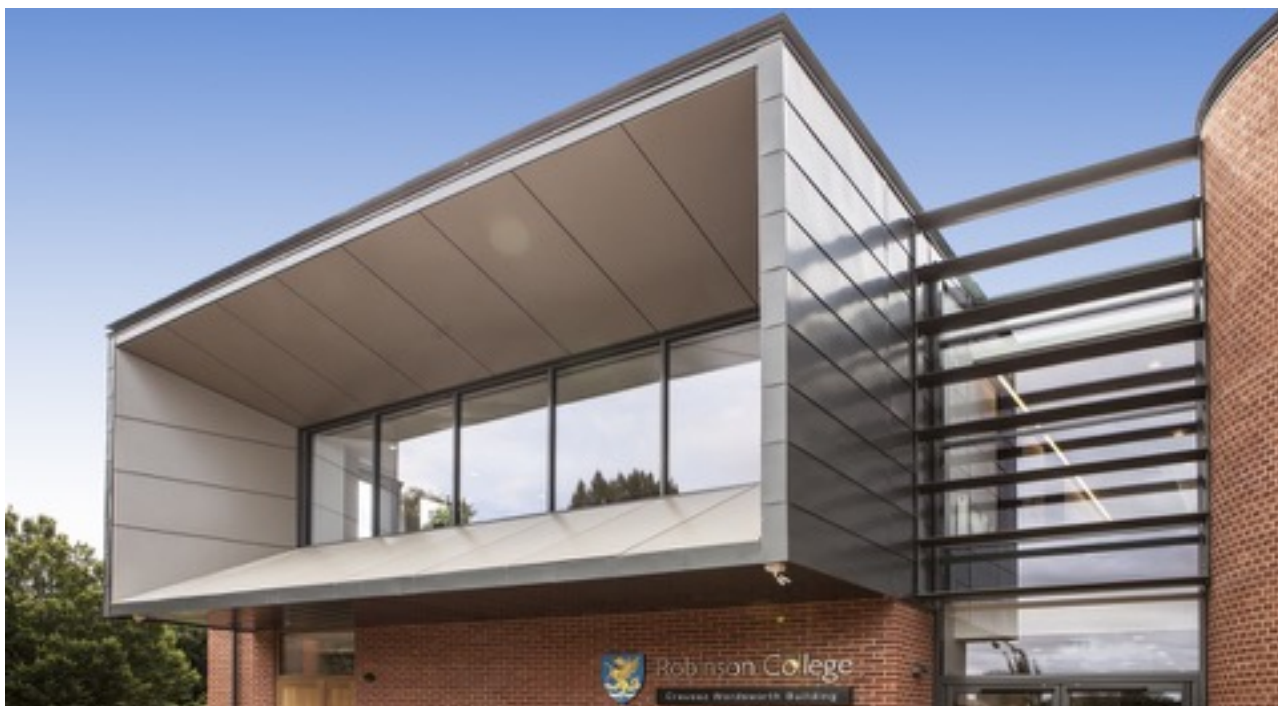
This set of innovation-meets-large-project events is designed for corporate smart grids and power executives and scale-up entrepreneurs, led by CIR & key sponsors. A must for those in technology business with R&D labs, launches, products or services; on a technology watching brief & learning & anyone with an interest in this sector. The event is unique & valuable.

TRACK RECORD

CIR, the independent business strategy methods & validation company, has run over 40 high quality event days since 2002, with over 3,500 delegates, always listening and learning, increasingly market-demand led, in Cambridge, Oxford and London, UK. Cambridge Investment Research welcomes you all to the events.

Cambridge 7th Smart Grids Cleanpower IIoT 2016

This is a high quality professional set of events over two days for networking and learning more about the latest advances in commercialising energy and related products in sectors such as



energy, storage, grids, generation, software, devices, industrial internet, DSM, DSR, distribution, security.

Introduction from Dr Justin Hayward

CEO of CIR and Co-Director

It is an honour to have the chance to bring together international industrial and entrepreneurial growth companies in the grids and energy sector in Cambridge and its new business cluster hub on this 7th occasion. We began this series of events in the summer of 2009. They have been a flagship series of successful events.

Cambridge hosts among its academic institutions, perhaps the top global university across all key measures such as teaching and research. It is also home to a growing technology cluster. Great companies have been born & grown to unicorn billions in the last 25 years, but now multinationals also regularly come to have a base in Cambridge to find excellent research, engineering & programming staff, partnerships with top academics and other outsourcing and learning with many other players offering services in the tech cluster.

I look forward to another inspiring two days of events in this lovely growing city at our brand new 2015 conference venue set in beautiful grounds near the historic centre of the city.

EVENT - QUICK SCAN AGENDA

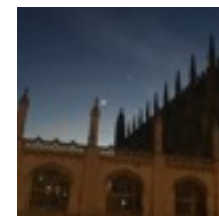
27 June 2016 Conference Centre

9:30am Executive Briefing and MasterClass | Meeting spaces

All Day Showcase

5:30pm Close

6:30 for 7:00pm Dinner in Central Cambridge (sold out)



28 June, 2016 Conference Centre

9:45am 7th CIR Smart Grids Cleanpower
Business Conference

4 Sessions with expert moderator, registration,
coffee, lunch, tea, final drinks networking
included

All day showcase

5:30pm Close of event



7th Cambridge
June 27-28 2016
cir-strategy.com/events



CIR EXECUTIVE MASTERCLASS 27 JUNE AGENDA

Registration 27 June 09.00 - 9.40a.m.

Session I led by **Gavin Jones** 9.40-11.00a.m. Introduction | 9:40 Introduction | 09:50 Definitions & Basics 10:05 COP21 briefing (Dr Derek Pedley, Carbon Management Lead, KTN & Oxford University) | 10:20 Overview of position of technologies | 10:30 Megatrends & Drivers | Convergence | 10:40 Overview of future technologies: potential | Discussion

11.00am - 11.30am **Networking break and coffees**

Session II led by Erwin Frank-Schultz, Master Architect, **IBM with ARM** 11.30-12.45p.m. Global Software Analytics for Grid Technologies & Devices | 11:30 Demand Side Management (DSM | DSR) - the key to the smart grid | 11:50 Problems/Progress: Smart Meters & AMI | Interoperability | 12:15 How Blockchain could Affect Energy 12:25 Data sharing, security, privacy, Dr Amyas Phillips **ARM** 12.45p.m. - 13.45p.m. **Lunch Networking**

Session III led by **Sentec Sensus**, Cormac O'Prey and UtilityWise 13.45-15.15p.m. Markets | 13:45 Innovation Mapping in grids & energy | 14:00 Key players - visions, strategies and actions | 14:15 Porter's Market Characteristics & Forecasts | 14:30 Demand Response Economics | 14:45 Market Structure, deficits | Consumerisation of energy, Jon Ferris, Head of Energy Markets, **UtilityWise** | 15:15 **Networking break and coffees**

Session IV led by **CIR, Imperial College**: Nick Coutts

15.45pm-17.30p.m. Challenges, leadership, innovation in grids and power | 15:45 The Economics & Monetisation of Industrial Data, Dr Amyas Phillips, **Mango Data Labs** | 16:00 Energy leadership, innovation & entrepreneurship, Nick Coutts | 16:15 Case study: How Energy Storage may change the Grid - Simon Daniel CEO, **Moixa Energy** | 16:30 The value & management of innovation | 16:45 Funding Opportunities by **Innovate UK**, Harsh Pershad, Lead Technologist - Energy (Generation & Supply) | 17:00 Discussion 17:15 Summary & Close



CIR 7th SMART GRIDS CLEANPOWER - BUSINESS CONFERENCE - 28 JUNE AGENDA PLENARY

Registration Networking at 09:15am 28 June

Session I 09:45 - 11:15 am

09:45 Introduction - Dr Justin Hayward, **Cambridge Investment Research** & Gavin Jones, **GJC** & Jeremy Nicholson, **EEF** Senior Adviser EIUG

10:00 Energy market structures for UK - Ben Willis, Generation Strategy Manager, **RWE**

10:15 Oil Price and Grids & Energy Futures - Peter Atherton, Managing Director, Energy Equities, **Jefferies** Investment Bank

10:30 Guiding future investments for infrastructure & sustainability growth - Peter Sharratt, Leader of Strategic, **WSP Parsons Brinckerhoff**

10:40 Keynote: Engineering IOT-based System-of-Systems Automation for Smart Grids - Professor Jerker Delsing, **ARROWHEAD** SG (EU) Project Co-ordinator, **Luleå University** of Technology, Sweden

11:00-11:15 Panel Q&A with chairs and Hergen Haye, MD, Nuclear Futures UK

11:15 Coffee networking break

Session II 11:40-13:05pm: Connected Homes and Grids: software, IIOT, meters, big data, analytics | Moderator: Peter Drake

11:40 M2M, Distributed Computing & the Dark Arts of Communications - The Software powering the real "Smart Grid" Fraser Durham, Commercial Director, **Argand** Solutions

11:55 Smart grid measurement - Marieke Beckmann, Centre for Carbon Measurement, **NPL**

12:05 Aggregating behind meter storage for Grid services & sales - Chris Wright, CTO, **Moixa** Technology

12:20 Patents: potential threat or opportunity? Pawel Piotrowicz, Partner, **Venner Shipley** LLP

12:30 Keynote: Cormac O'Prey, Director, **Sentec Sensus**

12:50 Panel Q&A with Peter Drake, CEO, **Intelligent Networks**

13:05-14:00 Lunch & networking

Session III 14:00 -15:30pm: Smart grid projects globally | Moderator: Gavin Jones

14:00 Case Study: European infrastructure stress, large-scale storage - Georgina Dingley, **AMT Sybex**

14:15 Case Studies - USA & Canada - Dr Frank-Schultz, Master Architect, **IBM** Global

14:30 Case Study - Grid solutions for India & Iran - Dr Sean Cochrane, **Cyan** Technology

14:45 Case Study: SNS - Value of Grid-scale Energy Storage, **UK Power Networks** - Christos Keramisanos

15:00-15:30 Panel Q&A with Nick Coutts **CIR** & **Axiomode**

15:30 Coffee networking break

Session IV 16:00-17:40pm: Plenary - Policy discussion on grids & energy | Moderator: Jeremy Nicholson

16:00 Risks and rewards of fracturing for shale gas - Dr David Reiner, **CJBS Cambridge University**

16:15 How regulation can be a win-win for stakeholders - Susan McDonald MIET, **National Grid**

16:30 Network Price Controls and Smart Grids Flex - Maxine Frerk, Partner, **Ofgem**

16:45 Long-term energy outlook & impact of emerging & disruptive technologies, Anant Prakash, **BP**

17:00 UK energy management innovation - Sally Fenton, Innovation, **DECC**

17:15 Summary of Day by Chair Gavin Jones

17:20-17:40 Panel Q&A

17:40-18:00 Close



Sample Attendee Titles

Director | CEO | Senior Consultant | Partner | Solicitor | Technical Consultant | Lead Technologist
Energy Generation & Supply | Investment Manager | General Director | Regional Facilitator |
Managing Director | Analyst | Head of Business Development | Regulatory Compliance Manager
| Knowledge Exchange Associate | Associate | Strategy Planning Manager | Marketing Director |
Marketing Manager | Research Director | Director of Transmission | Chief of Staff | Government
Affairs | Head of Future Networks | Head of Energy Strategy | Head of Network Policy | Senior
Customer Insights Manager | Positioning & Strategy | Media Technology | Legal, Investments &
M&A | Comms and Investor Relations | Tech R&D | CTO | Director - VP Embedded Segment |
Head of Marketing and Business Development | Innovation Lead | Research Leader | Research
Associate | Head of Strategic Partnerships | Group Leader | Principal Research Engineer |
Principal Engineer | Director - Energy and Installation Sectors | Head of Marketing | Owner |
Founder | Director - Energy and Environmental Services | Senior Director Corporate
Technologies | Department Head | Head of Energy Markets | Head of Grids Products
Engineering | Grids Resourcing Manager | CIO | VP Marketing | Professor | Senior Advisor |
Marketing | Principal Consultant | Manager Application Creation | Buyer: 2D materials | Head of
Procurement | COO | SVP/VP | Head of R&D | Director R&D | Director of Technology



Example Past Companies Attending | Invited

ARM | ABB | DECC | OfGem | ARM | National Grid | IBM | Dyson | Statoil Energy Ventures | ARUP | Mitsui | Arrowhead Smart Grids Consortium | AlertMe | Device Pilot | UtilityWise | RWE | Autodesk | BASEC | Sentec Sensus | Iotic Labs | Arkessa | Jefferies | HSBC Markets | National Grid | Capita AMT Sybex | Hitachi Europe | Mango Data Labs | SAP World | Vodafone IOT | Earth Capital Partners | EEF | Electralink | CGI | Tesco | Moixa Technology | Airbus | Energy Systems Catapult | BP | Synergy Energy | San Leon Energy | Innovate UK | UK Power Networks | GE | Schneider Electric | Intelligent Networks | GEO | Cyan Technology | Oracle | Infosys | Renesola | UKERC | PodSystem Gp | London Stock Exchange | Smartest Energy | Genesys Capital | Solar Century | NPL | Nuclear Futures | Green Energy UK | Basck | Landis & Gyr | Schneider Electric | Cisco | Buro Happold | Polysolar | OSI Electronics Inc | Quiet Revolution | Cabinet Office | Flexi-Solar | Deloitte | EDW Technology | Poyry | Synergy Devices | SET Ventures | Zouk Capital | Stephenson Fund (MidVen) | Smart Grids Forum | Infrared Capital | ARU | Cambridge University | Nuclear Futures UK | Siemens Energy | Pan European Networks | Horizon2020 | KTN | Oxford University | TTP | IOP | SunAmp | BritonEMS | Huawei | Open Energi | LAVI Turbines | EWT Direct Wind | Greenhouse PR | Renewable Energy Systems | Norvento Enerxia

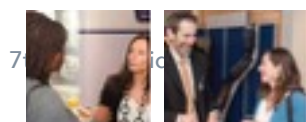


Industries of Focus

IIOT | M2M | Electronics | Sensors, Devices | Energy | Power Generation DSR DSM | Energy Storage (large scale and distributed) | Electrification | Computing, Big Data, Data Analytics, Security, Blockchain | AI, Pattern Recognition, Machine Learning & Robotics | Shale Gas, Fracking, Oil & Gas | Nuclear | Renewables

Exhibition | Suppliers & Providers to the above product and service markets

Expo examples: Product demos | Screen software systems | Research & Lab Equipment | Services



Who should attend?

1. Anyone with an interest in traction of business involving Smart Grids & Power Generation
2. Anyone wishing to understand barriers to adoption and use of Smart Grids & Generation
3. Those on a science and technology watching brief for Smart Grids & Generation
4. Anyone with a startup or entrepreneurial idea for Smart Grids & Power Generation or Storage
5. Anyone with business problems to solve that might be influenced or helped by Smart Grids & Power Generation solutions
6. Those wishing to understand the full up-to-date and prioritised range of applications and those nearer to and further from market
7. Anyone wanting to get a trade & investment update for Smart Grids & Generation
8. Anyone wanting to meet new industrial and business entrants into the Smart Grids & Generation and GRM areas
9. People wanting to build quality networks or ecosystems in this set of fields
10. Sector specific players seeking to access solution providers
11. Solutions providers seeking to understand customer pull in a range of sectors
12. Those in related areas of technology such as embedded electronics, nanotech, platform and application software, M2M, machine learning, who wish to see the potential and synergies with Smart Grids & Generation



Top 10 Reasons to Attend Cambridge Smart Grids Cleanpower 2016

1. **Network** with 100 high level senior executives, leading applied academics and policy makers and in sectors such as software, electronics, batteries & energy storage, sensors, industrial internet, M2M, power generation and smart grids
2. **Visit** leading international exhibitors to see the latest in smart grids and power technology and to form and enhance relationships with buyers, suppliers and other key players in the grids and power value network
3. **Be among the first** to structure how to overcome the barriers in the value network in order for your company to thrive, by attending the exclusive masterclass alongside industry leaders and led by a world-class expert
4. **Gain media exposure** via all events and media presence over the 2 days
5. **Keep up to date** on the latest topics in the industry at the business conference by listening to over 16 market-led talks that have been requested by past delegates through over 50 detailed surveys and recent research
6. **Dine** in beautiful Cambridge with high-level decision makers, industry leaders and experts to continue conversations and further expand your network
7. **Receive full updates** on the key business transactions, projects, investment, regulation and markets
8. **Cambridge** is not only home to one of the most historic and successful universities in the world, but is also one of the most well established science & technology clusters in the UK with over 5000 knowledge-intensive companies based here, 15 of which are worth over £1bn
9. **CIR** the strategic consulting firm, has 14 years' experience organising over 40 high-quality, market demand led conference days
10. **The race is on** - attend this unique and highly valuable event to make sure you build your knowledge and value network & don't get left behind

Sponsorship & exhibition pricing

to secure your marketing and stand at these very exciting event days, please contact us as above directly as soon as possible. First come, first served!

Lead Sponsors: £GBP neg. (top level coverage, influence, moderator, speaking+, exhibition key location, access to lists, multiple delegates as required, masterclass, dinner+, dedicated newsletters programme & marketing)

Co-Lead Sponsors: £GBP 5k neg. (influence, speaking, multiple delegates, exhibition, masterclass, dinner, top digital marketing)

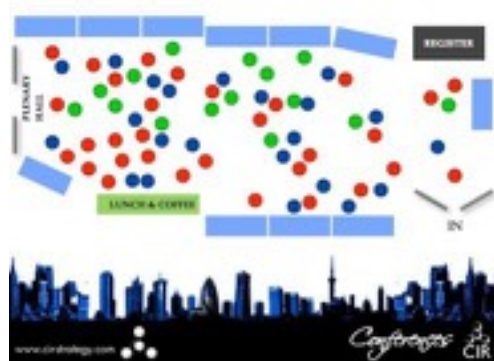
Gold Sponsors: £GBP3.75k neg. (speaking slot, exhibition, multiple delegates, masterclass, dinner, marketing)


We thank our sponsors without whom this festival of events would not be possible. Tailored sponsorships: dinner, breaks, masterclass - all negotiable, please ask us

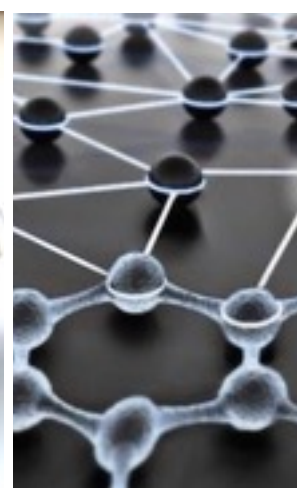
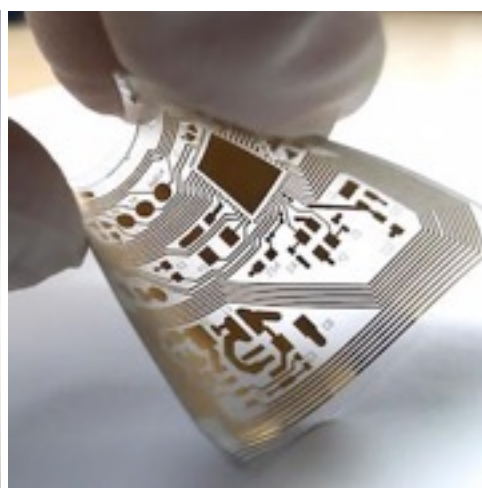
Exhibition (both days large 3m wide stand):
£GBP 995

Exhibition only (both days small 1.5m wide stand): £GBP 595

Delegates (2 days access to all events tickets are recommended for learning and full networking):
see below on next page



	SPONSORSHIP & EXHIBITION					DELEGATE			
	Lead Sponsors	Co-Lead Sponsors	Gold Sponsors	Dinner Sponsors	Exhibition only	Full All Event Pass	Conference only	Masterclasses only	Dinner only
									
Business Conference	✓	✓	✓	✓	✓	✓	✓	X	X
Masterclass/Exec Briefing	✓	✓	✓	✓	X	✓	X	✓	X
E-shot marketing	✓	✓	✓	✓	X	X	X	X	X
Dedicated Newsletter	✓	✓	X	X	X	X	X	X	X
Programme Influence	✓	✓	X	at dinner	X	X	X	X	X
Moderator	✓	✓	X	X	X	X	X	X	X
Access to lists	✓	X	X	X	X	X	X	X	X
Dinner no. seats	4+	2	1	4+	X	1	X	1	1
Speaking	Lead	20 min	15 min	at dinner	X	X	X	X	X
Exhibition Stand	6m	3m	3m	3m	1.5m	X	X	X	X
No. of Complementary Delegates	As req	4	3	3	1	X	1	X	X
Price	£neg	£5,000	£3,500	£3,250	£895 or 495	£710	£245	£495	Sold Out



Delegate Booking and pricing (see online form for levels)

Date Venue Fee per attendee Total fee (incl VAT)

27 & 28 June 2015 Cambridge, UK

- All event pass including MasterClass, Business Conference, Dinner, Expo

28 June 2015 Cambridge, UK

- Business Conference & Expo only

Circle the number of attendees 1 2 3 4 Total

Registration instructions

Participant details:

Personal Title: _____

Last Name: _____

Email: _____

Mobile/Cell: _____

Address: _____

Postal/Zip Code: _____

Accounts Contact: _____

First Name: _____

Job Title: _____

Direct Tel: _____

Company Affiliation: _____

City: _____

Switchboard number: _____

Accounts Tel: _____

Please tick one of the following options, complete the details where required and return the form with your application form as soon as possible. Please ensure you sign the bottom of the form indicating that you allow us to take payment and accept your place/s at this CIR Event.

Option 1 Please send me an Invoice **Option 2** I wish to pay by credit card

Type of card: Visa MasterCard AMEX

Name on card: _____

Billing address of cardholder:

Credit card number: _____

Issue number (if applicable): _____ Security number: _____
(last three digits of the long number at the back of the card)

Valid from date: _____
M M Y Y

Valid to date: _____
M M Y Y

Print name: _____

Signature: _____

Date: _____

Contact information

In order to confirm attendance, simply email a picture or scan of this page to events@cir-strategy.com or call us on +44 1223 303500 to book over the phone.

Participation gives you

Access to event activities | All materials digital/printed | All hosted lunches, dinners, receptions | Accreditations

Payment terms

One calendar month from the date of invoice, but prior to event, participant substitutions allowed at any time. The booking conforms to CIR's Terms and Conditions of bookings, which are available on request & on website.

Data Protection: Tick here if you do not want your participants' details given to any other organisation _____

Gavin Jones: Chairman's Profile

Gavin is a senior executive who has worked in industries going through technological change throughout his career and from 2005 in leadership positions in companies seeking to exploit the changes in Energy and Utilities focusing on smart metering smart grids and the use of data in the industry.

Professional expertise

Gavin is one of 20 experts invited to be members of DECC and Ofgem's Smart Grid Forum. Alongside helping DECC and Ofgem formulate their implementation of Smart Grids, and has been involved in the following SGF publications:

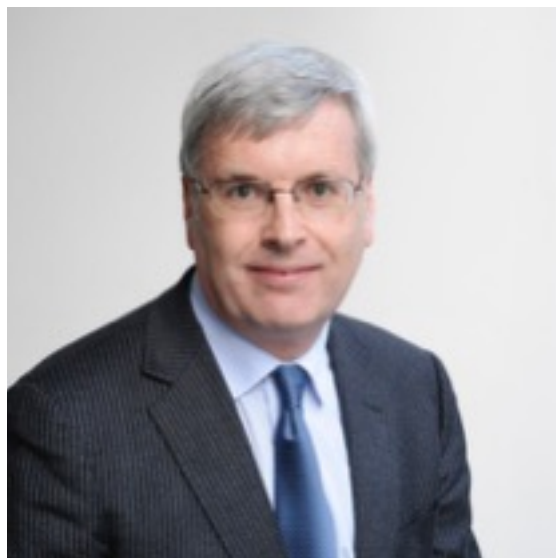
- Smart Grid Vision and Routemap
- Transform Model - A mathematical model of the likely future impact of smart grid technology on the various types of distribution networks in the country.
- Workstream 6 - A report giving specific recommendations to overcome the commercial, regulatory and technical barriers to realising an efficient smart grid in Great Britain.

At the start of 2016 Gavin set up a consulting business to support such companies by making use of his knowledge and networks within the energy industry and his understanding of the policy directions of Government and Regulators.

Gavin chairs techUK's Smart Energy and Utilities group since it was created in 2005. techUK is the UK's technology industry association and under his chairmanship the group has grown to have significant influence in the design and implementation of government policies in what is a heavily policy-influenced industry.

Previous Experience

In 2011 he joined ElectraLink as Business Development Director primarily to create a



CIR CORPORATE MASTER CLASS
LEADER & CONFERENCE CO-
CHAIR: Gavin Jones

business exploiting the energy industry data carried across their network.

Prior to joining ElectraLink from 2005 he was part of IBM's Global Energy and Utilities team responsible for growing IBM's activities in Europe and Africa by focusing on creating a business around the emerging Smart Energy solutions of Smart Grid and Smart Meters.

In 2010 he helped create a new organization, Smart Grid GB, with membership from utilities, technology companies, consumer organisations and many others with representation from government and regulators and was elected its first chairman. Under my leadership Smart Grid GB became the British representative in the Global Smart Grid Federation, the global organization of national smart grid associations.

Prior to working in Energy and Utilities he was a leader within IBM's Emerging Business Organisation which focused on exploiting the early days of the Internet of Things.

Erwin Frank-Schultz: Executive Briefing Day Session Leader Profile

Erwin is IBM's Industry Technical Leader for Energy & Utilities in the UK and Ireland.

Key Focus Areas

Key focus areas are: Smart grids (including electric vehicles), generation, asset management and changes in the water industry, Smart Metering.

Specialisms

Erwin specialises in the use of data to improve decision making in asset management (e.g. predictive maintenance), operations and customer management.

Experience

He also has experience in the public sector (in asset management, maintenance management and logistics) and the financial services sector (in payments, settlement, retail banking and insurance).

Erwin is a Certified IBM Executive Architect with over 25 years of experience in architecting IT systems, leading design authorities on large complex programmes and providing High Availability consultancy. He is a member of the following industry bodies:

- Fellow of the Institution of Engineering and Technology (IET)
- British Computer Society (BCS): Chartered IT Professional
- OpenGroup: Distinguished IT Architect.

Talk Synopsis

This session will briefly touch on two projects in Canada and the US where partners are working with IBM to deliver smarter grids:



CIR CORPORATE MASTER CLASS
SESSION LEADER & IBM
EXECUTIVE ARCHITECT: Erwin
Frank-Schultz

1. Schneider, GE and IBM at Hydro One in Canada
2. Eaton Corporation and IBM at a US electricity distributor

At Hydro One Schneider Electric, GE and IBM partnered to deliver a programme to implement the Advanced Distribution System project. The project enables an increased amount of Distributed Generation into the grid as well and increases the reliability. By taking advantage of the insights gained from new data sources based on analytics, Hydro One is able to optimise energy utilisation and management for greater efficiency while accommodating consumer demand.

We will utilise and combine the best of statistical and simulation based Predictive Analytics, combined with an Asset Management Strategy, to deliver a solution to give visibility to and insights for underground cables.

Dr Justin Hayward: Speaker Profile

Justin is the CEO of Cambridge Investment Research Ltd, a company he founded in 2002, to provide methods for business strategy to small, medium and large technology companies. CIR developed the High Value Manufacturing Reports for East England and South East England in 2002 and 2005, and has run over 40 conference days in high value manufacturing, energy, smart tech and materials technologies 2002 - 2016.

Focus Sectors

Energy efficiency, market ecosystems, digital printing, electronics, nanomaterials, smart systems, quantum technologies.

Specialties

Justin specialises in the management of technology as an interim medium-term strategic marketing and sales executive in a team or in project form, bringing together experts in routes to value and value network analysis to create high value opportunities for strategic sales and ecosystem business development.

Experience

Justin worked from 1996 - 2000 in London as a quantitative analyst for Deutsche Bank's relative value research group, contributing models for implied probabilities of FX rates; European bond and money market convergence; global bond market portfolio analysis for institutional investor clients.

Notable CIR strategy consultancy projects have been: the three generations of printheads roadmap for Xaar plc; key customer analysis for Bluegnome, a Cambridge startup that was later sold to Illumina Inc; M&A Investment research for Domino Printing plc enabling multi-million pound investments; Value Network Analysis for the Innovation Team at HQ in Lund, Sweden, for TetraPak (2015).



CIR: Dr Justin Hayward

Education

Justin received a PhD in theoretical physics and applied mathematics from Cambridge's renowned relativity group under the direct supervision of Stephen Hawking in 1995. His PhD covered the Formation and Evaporation of model black holes. Stephen took on a maximum of one PhD student a year since the 1970s. Justin was offered a Postdoctoral fellowship on quantum gravity with the Nobel prizewinner Professor Gerard 't Hooft at Utrecht Holland after his PhD, but accepted a Royal Society-funded place in Paris on cosmology (CMB) before leaving academia in 1996.

Since then Justin has taken a Cambridge Judge Business School MBA in 2001 on the strategic management of technology and entrepreneurship, pioneering the "influential people networks" studies of the Cambridge tech cluster initiated around that time with his MBA dissertation.

Talk Synopsis

Justin will give an introduction to the conference and introduce the audiences to themselves. He will describe how value network analysis can be applied to exciting effect in markets such as those of smart grids.

Jeremy Nicholson: Chairman's Profile

Jeremy Nicholson is Senior Adviser to the Engineering Employer's Federation and a member of the Energy Intensive User's Group with which he has been employed for over 15 years and has received the nPower award for Outstanding Contributions to Industry.

Jeremy is oft seen on BBC News covering industrial energy and utility related issues as an expert industry commentator.

Jeremy will chair the cleanpower streams at this conference covering power generation, energy mix and energy outlook issues.



CIR CONFERENCE CO-CHAIR:
Jeremy Nicholson, Senior Adviser,
EIUG, EEF

Professional expertise & boards

In previous roles Jeremy has experience as an auditor and analyst with Three Valleys Water, General Utilities Partnership, Sir William Halcrow & Partners .

Jeremy has been a Board Member / Vice President of IFIEC Europe since 2003.

Jeremy is a Fellow of the Energy Institute since 2004. Jeremy is a member of the Ofgem Advisory Groups on Sustainable Development and on Environmental issues.

Publications

Jeremy is a co-author of the Civets report: British Energy Policy and the Threat to Manufacturing Industry.

Education & skills

Jeremy was educated at the University of East London.

He has expertise in energy policy, renewable energy, energy efficiency and stakeholder engagement.

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Christos Keramisanos: Speaker Profile

Summary

Christos is Power Systems Engineer at UK Power Networks. He joined the company in 2014. He is involved with the SNS (Smart Network Storage) smart grid project which has sites across the UK. His involvement includes battery scheduling, response time improvements, DSM, low voltage, flexible plug and play, modelling and cost-benefit analysis.

Previous Experience

Prior to joining UK Power Networks, Christos worked at G Project on solar farms.

Qualifications

Qualifications include a Master of Science from Manchester University with a thesis on wind turbines in distribution networks and a degree from the university of Thessaloniki in electrical and computer engineering.



CIR BUSINESS CONFERENCE
SPEAKERS: Christos Keramisanos

Talk Synopsis Main Points

- Energy Storage in the UK and latest figures on the scale of the applications
- What is the role of the Energy Storage in the Power Systems
- What are the key differences with other technologies such as solar
- Key learnings from the operation of the Smarter Network Storage

Professor Jerker Delsing: Keynote's Profile

Jerker is the smart grids Arrowhead (ARTEMIS) project leader co-ordinator and a professor at Luleå University of Technology based in Sweden.

He has industrial experience mainly from three years at Alfa-Laval Automation - SattControl (part of the Tetra Pak group) and two spin-off companies from his research.

Further he has been appointed to the board of directors in a number of independent companies as chairmen or board member, currently in 3 independent companies.

From 1998 - 2015 he was the chairman of the Instrument Society of Sweden (ITF) with about 1000 member automation engineers.

Present Research interests & talk theme

Jerker's present research profile can be entitled "Embedded Internet Systems", EIS, with applications both to industrial, medical and sport. The general concept is that most sensors and actuators will have communication capability using the Internet and the "TCP/IP" protocol suite and should be capable of ad-hoc integration into a communication network and an application framework.

The following are of particular interest to him:

- EIS architecture, Sensor networks, Ultrasonic sensors, Sensor electronics, EMC

Major current projects

ARROWHEAD - project leader co-ordinator
Prof. Delsing and his EISLAB group has been a partner of several large EU projects in the field, e.g. Socrates and IMC-AESOP and ESIS. Currently he is the coordinator of the very large ARTEMIS project Arrowhead, with 78 partners and a budget of 69M€.



CIR KEYNOTE: Professor Jerker Delsing

Talk Synopsis

Smart Grid flexibility created with IoT -
Professor Jerker Delsing

The prevailing paradigm of power distribution has been a single producer and many consumers. Information about production status & consumption need is not being exchanged. The upcoming paradigm has a diversity of producers connected to a diversity of consumers where the capacity to exchange information on energy offerings and consumption needs in real time.

The Arrowhead project is exploring information service technologies enabling the establishment of real time market place enabling optimisation of energy usage. Underlying principles and enabling technologies will be presented. Potential impact on energy savings will be discussed.

Susan McDonald: Speaker Profile

Summary

Susan is SWW Submissions Manager, RIIO Delivery and Lead of Women in National Grid at National Grid.

Susan won the Ernst & Young and Energy UK Young Energy Professional of the Year 2015

Susan is responsible for maintaining National Grid's relationship with the energy regulator and for securing regulatory funding up to the value of £1bn to deliver new electricity transmission projects.

Susan is an enthusiastic engineer and is passionate about using her experience and knowledge to promote engineering and careers within the energy industry. Susan regularly presents to schools and universities, mentors students and is a TeachFirst coach.

Professional role

Working in National Grid's RIIO Performance Electricity Transmission team, Susan is responsible for developing the Strategic Wider Works (SWW) Project Assessment "funding" Submission for National Grid's new transmission circuit between Hinkley and Seabank to accommodate new generation in the South West of England. A key driver for this new transmission circuit is the connection of a proposed new nuclear power station at Hinkley Point, Somerset.

She is also responsible for ensuring that the submission, associated briefs and responses to our regulator, Ofgem, accurately justify our investment decisions and associated spend that is required, and meet regulatory requirements. She also leads on the regulatory discussions with regards to the third party works with the local Distribution Network Owner Western Power Distribution (WPD) and has input into the SWW Needs Case Submission for the project.



CIR SPEAKER: Susan McDonald,
SWW Submissions Manager,
National Grid

Experience

Susan has been in various roles including as Senior Strategy Analyst, Group & UK/EU Strategy, Project Manager for Offshore Wind Farm Connection and Offshore Regime at NGET-Power System Engineer and as an Investor Relations Analyst, all at National Grid, and as Executive Engineers Programme at the Royal Academy of Engineering,

Interests

Susan is also the Lead of National Grid's UK Women's network. Susan collaborates and works with diverse team members, whose time is also on a voluntary basis, to support 521 members in professional development and deliver projects to increase future business effectiveness.

Academic Background

Susan holds a MEng (Distinction) in Electrical and Mechanical Engineering from the University of Strathclyde.

Fraser Durham: Speaker Profile

Summary

Fraser worked in the City for 10 years - latterly at Deutsche Bank in Equity Derivatives.

Leaving in 2004 to go travelling with his wife, he came upon the twin issues of climate change & sustainability. Returning in 2006, Fraser started a strategic consultancy working with commercial clients to help them develop investment propositions in energy efficiency & energy generation.

Realising that many clients did not have appropriate data to develop objective insights he formed Argand Solutions with Ben Markillie, a chartered electrical design engineer with 20 years experience in industrial control systems design, to focus on the development of real-time data analytics & control to drive energy investment decisions.

Argand Solutions now perceives itself as one of the critical enablers of smart grid solutions - bringing together, machine to machine software, distributed control & real-time analytics for optimised energy actions.

Talk Overview

Title: M2M, Distributed Computing & the Dark Arts of Communications - The Software powering the real "Smart Grid"

Overview: To deliver a Grid that is truly "smart" in the sense that optimised decisions can be taken by multiple actors across a broad geographical spread will take more than just diesel generators to switch on at stressed times. The emergence of cheap & distributed computing combined with open source communication protocols will enable the truly smart grid to exist. In this talk, Fraser will discuss how the "unsexy" software will transform the Smart Grid through an IoT approach to control and integration.



CIR SPEAKER: Fraser Durham, Co-founder Argand Solutions

Educational background

Fraser studied Mathematics & Economics.

Cormac O'Prey: Masterclass Speaker Profile

Career History

- Senior Consultant, Sentec Ltd, Cambridge, UK, August 2011 - Present
- Senior Engineering Consultant, Sagentia, Cambridge, UK, March 2008 - August 2011
- Engineering Consultant, Team Consulting Ltd, Cambridge, UK, September 2000 - February 2008
- Senior Design & Development Engineer, Pitney Bowes, UK, September 1996 - September 2000
- Development Engineer, Heatric, Poole, UK, May 1994 - September 1996
- Development / Inspection Engineer, Esso Refinery Fawley, UK, September 1990 - February 1994

Career Highlights:

- Created the world's first diffusion bonded titanium heat exchanger for UK onshore gas production
- Developed an integrated high throughput screening system for use in drug discovery work
- Installed cutting edge radar based lever metering in oil refinery tankage
- Expanded programme of development projects for global energy equipment manufacture
- Established a multiple patent generating portfolio of surgical products for leading global medical equipment brand



CIR Masterclass: Cormac O'Prey,
Sentec Senior Consultant

Educational background

- University of Ulster, Bachelor of Technology, Mechanical Engineering, 1987 - 1990
- Open University, Diploma in Manufacturing: Management and Technology, 2000

Pawel Piotrowicz: Speaker Profile

Highlights

Pawel has been singled out for recommendation in the past in the Legal 500 Directory, which described him as "knowledgeable" and "hardworking". He was also commended in the 2015 edition of the Legal 500 Directory.

Pawel is a UK and European patent attorney. He joined Venner Shipley having previously worked as a researcher for a major multinational electronics company developing memory devices. He represents a wide variety of clients in the high technology sector including a significant number of private inventors and start-up companies and clients located in the UK, Europe, Japan and the US.

Specialisms

Pawel specialises in the fields of physics, electronics and computer software, and also in inventions which are multi-disciplinary in nature. His areas of expertise include semiconductor devices, embedded systems, power electronics, automotive electronics, nanotechnology, spintronics, printed electronics, RFID devices, telecommunications, computer networks, computer simulation, optical systems, sensors and medical devices.

He handles applications, oppositions and appeals at the European Patent Office and the UK Intellectual Property Office. He is familiar with overseas practice, particularly the US, Japan, Korea and China, obtaining protection for his clients via local associates. He also give opinions on infringement and validity.

Activities & Memberships

Pawel is regularly invited by companies and universities to lecture on intellectual property and to hold intellectual property 'clinics'. He has been reported in the press and given radio interviews on intellectual property.



CIR Speaker: Pawel Piotrowicz,
Partner, Venner Shipley LLP

In 2006, he took the lead in opening Venner Shipley's office in Cambridge.

He is a member of the International Liaison Committee of the Chartered Institute of Patent Attorneys.

Educational background

Pawel graduated from the University of Manchester with a first class honours degree in Physics. He was awarded a PhD in Physics from Cambridge University following research into mesoscopic effects in III-V semiconductor devices. Pawel also has a certificate in Intellectual Property Law from Queen Mary, University of London.

Talk Synopsis

Pawel's talk entitled *Patents: potential threat or opportunity?* will review patent activity in fields such as smart grids and clean power. It will explore what impact this activity could have and look at what action businesses and other organizations can take to protect themselves or stimulate further technological developments.

Maxine Frerk: Keynote's Profile

Summary

Maxine Frerk became Ofgem's interim senior partner for the Smarter Grids and Governance, Distribution division in June 2014 and is now the senior partner networks.

Prior Experience

Prior to this Maxine was head of retail markets and research with responsibilities covering smart metering, smarter markets, retail markets and wider market monitoring and analysis.

Maxine took up this role in April 2013 following a two year secondment to DECC as deputy programme director for the smart metering programme leading on consumer engagement, rollout and benefits management.

Maxine joined Ofgem in 2001 and during her time here has led teams on better regulation, enforcement, legal and governance and consumer affairs.

In 2007, Maxine kicked off the Consumer First programme - including setting up the now well established consumer insight team - as part of a push to increase Ofgem's understanding of consumer interests. She also set up the enforcement team when Ofgem first got the ability to impose financial penalties and played a key role in Ofgem's first Competition Act case (project Matrix).

Prior to joining Ofgem Maxine worked at BT in a range of strategic, pricing and regulatory roles and at London Regional Transport as a transport planner.



CIR KEYNOTE: Maxine Frerk, Senior Partner, Ofgem

Educational background

Maxine has a first class honours degree from Cambridge in maths and operational research and an MBA from Cranfield.

Peter Atherton: City Keynote's Profile

Summary

Peter Atherton joined Jefferies in March 2015 as Managing Director and head of European Utility Sector research.

Peter is recognised as one of the leading commentators on UK energy issues and has been called as an expert witness before UK parliamentary committees on more than a dozen occasions and regularly appears in the media.

Peter will give a keynote talk in the cleanpower stream on oil price risks and grids & energy futures.



CIR CITY KEYNOTE: Peter Atherton, Managing Director, Jefferies

Prior Experience

Peter has been an equity analyst covering the Utility sector since 1997 when he joined Kleinwort Benson.

Before that Peter worked within the sector, latterly as a corporate strategist at National Grid plc.

In 2000 Peter moved to Citigroup where he headed the European Utility sector team for over a decade.

For 18 months prior to joining Jefferies Peter was head of sector team at Liberum Capital.

Award winning team

Whilst at Citigroup, Peter and his team were ranked No 1 in both the Institutional Investor and Extel survey for 10 straight years.

Dr Laura Haynes: Speaker Profile

Summary

Dr Laura Haynes is a behavioural scientist with a passion for designing services around real-world behaviour. She brings a unique combination of skills to this challenge - a deep understanding of how to influence behaviour, analytical rigour, and pragmatic and commercial savvy.

Professional role

Laura is Director of Behavioural Insights and Intelligence at Capita plc, a FTSE100 company which designs and delivers large, customer-facing contracts for public and private sector clients. As Capita's lead behavioural scientist, Laura is pioneering the application of behavioural analytics to end-to-end service design and delivery.

Experience

Previously Head of Policy Research at the Behavioural Insights Team (aka the Nudge Unit at the UK Cabinet Office) for 3 years, Laura led many of their first policy/nudge trials for which they are now renowned.

Interests

Laura's passionate about finding new ways for behavioural-analytic approaches to improve services and create new business opportunities. Experienced in developing solutions for a range of clients in the public and private sectors, Laura's particular interest is in complex behavioural change, not amenable to straightforward solutions.



CIR MASTERCLASS SPEAKER: Dr Laura Haynes, Behavioural Scientist, Capita plc

Academic Background

Laura has a doctorate in Experimental Psychology from the University of Cambridge, is Visiting Research Fellow at King's College London, and Policy Fellow at the Cambridge Centre for Science and Policy. She sits on the Advisory Board of the UCL Centre for Behaviour Change, and is a co-investigator on the ESRC discussion series "Behaviour Change: Past, Present & Future".

Dr Amyas Phillips: Speaker Profile

Summary

Dr Philips is an expert in machine learning, data mining, internet of things, cyber-physical systems, embedded systems, wireless networks, optical communications, cloud services, artificial intelligence, human-computer interaction, educational technology, sustainability.

Amyas leads ARM's 'Internet of Things' team, managing an engineering team, exploring new opportunities in wireless sensor networks and distributed applications. Amyas is also CTO with a scale-up called Mango Data Laboratories which has a platform for monetisation of I/IOT data.

Professional expertise

Amyas is a research engineer with ARM Holdings plc, currently engaged in projects around data sharing and privacy. He has expertise in ZigBee, Learning Design, Embedded Systems, Standards, Python, Concept Generation and entrepreneurship.

Previous Experience

Amyas was with AlertMe as Chief Designer. AlertMe is an award-winning IOT product company in energy and security which was sold to British Gas, and integrated into its Connected Home unit, for \$100 million in 2015.

Academic Background

Amyas has a PhD from Cambridge University in optical communications systems completed in 2005 and engineering degrees from Bristol University.



CIR CORPORATE MASTERCLASS
SPEAKER: Dr Amyas Phillips, ARM &
CTO Mango Data Labs

Synopses

Amyas' two talks on Day 1 look at big data, data sharing and privacy from technical (before lunch) and monetisation perspectives (after lunch). The the potential of the industrial internet is expounded.

Industry has used distributed sensing and control systems for decades, so Amyas will attack the question of 'what's new?' by looking at techniques for easing and accelerating monetisation.

Marieke Beckmann: Speaker Profile

Marieke is Research Lead at the Centre for Carbon Measurement based at the UK's National Physical Laboratory (NPL).

Marieke has published a number of papers ranging from analysis of corporate emissions reduction targets to best practice papers on verification and the use of carbon management software.

About CCM at NPL

The Centre for Carbon Measurement reduces uncertainties in climate data, provides robust measurement of greenhouse gas emissions and helps develop and verify the performance of low carbon technologies. By working with scientists across NPL and contributing to climate and sustainability related research projects, Marieke informs the Centre's activities. She engages with external stakeholders and communicates on the Centre's latest undertakings and findings. Prior to joining NPL in early 2013, Marieke worked at the Carbon Disclosure Project (CDP), focussing on data quality of corporate climate data. She oversaw the development of CDP's verification requirements and published a number of papers ranging from analysis of corporate emissions reduction targets to best practice papers on verification and the use of carbon management software.

Previous Experience

Previously Marieke was Research Assistant at the Centre for Environmental Policy at Imperial College London and Dissertation Researcher at the Asian Institute of Technology, Thailand.



CIR SPEAKER: Marieke Beckmann,
Research Lead, NPL CCM

Academic background & research interests

Marieke holds an MSc in Environmental Technology from Imperial College London.

Chris Wright: Speaker Profile

Chris Wright co-founded Moixa with Simon Daniel in 2003 to realise the pair's vision for next-generation interface and energy technology. Since, they have developed and commercialised a number of patents including the multi-award-winning USBcell battery; the latest in the stable is the Maslow DC micro-grid product family, now being rolled out in a DECC energy storage demonstrator in 250 homes.

Chris has expertise in technology conceptualisation, market strategy, engineering and manufacturing, and leading diverse engineering teams to deliver ambitious projects.

Professional specialties

Industrial design, company creation and venturing, electronics hardware architecture, mechatronic design, invention, overseas production/factory management, design for manufacture, cars and car design, energy efficiency in buildings, project management, architecture, renewable energy systems, software architecture

Experience

Developed, incubated and commercialised the Maslow product family, a radical DC microgrid technology to enable mass-market adoption of distributed energy storage systems, leveraging renewable energy, powering LED lighting and DC consumer electronics, and deliver data-driven targeted advice. Chris led the teams across all aspects, including software, electronics hardware, sourcing and design, and won more than £1m of Innovate funding to develop the product to field trials and integrate with smart meter data feeds. The system is now being rolled out under a DECC funded project.

Moixa's research arm won a Technology Strategy Board-funded project (circa £800k), led by Chris, to develop and build lightweight products (battery-powered RF



CIR SPEAKER: Chris Wright, CTO
Moixa Energy

sensors linked to a database-driven decision engine and team energy display system) to drive energy reduction behaviour change in industrial buildings. Project partners include Arup, UCL, Federal Mogul and Southampton University. The result is now being rolled out in one of a £3bn corporation's UK factory sites.

Academic background & research interests

Chris has registered several patent families in storage, control and display devices.

He has a diploma in architecture from the London Metropolitan University and an MA in architecture from Cambridge University taken 1990-1993.

Georgina Dingley: Speaker Profile

Summary

Georgina is Business Development Consultant with AMT Sybex (part of Capita plc) looking at Smart Grid and Smart Networks business development.

Previous Experience

Georgina has been in roles in research science, R&D, consumer engagement and design with DNOs and energy suppliers such as UK Power Networks and EDF and with product companies such as Unilever.

Academic background

Georgina has taken from Brunel University an MSc, Sustainable Electrical Power and prior to that from the University of Leeds, a BSc in Physics.

Talk background

The real challenge for distribution businesses is to understand which parts of the low- and medium-voltage infrastructure are under greatest stress, and where deploying these new technologies will deliver the biggest benefits. If loading and connectivity information is inaccurate or incomplete, or if network operational and event data can't be centralised and analysed efficiently, it may be impossible (or prohibitively time-consuming) to diagnose where the problems lie and avoid failures.

A new approach to network management software can really help.

As the smart metering rollout begins to gather pace and monitoring of the low- and medium-voltage network becomes the norm, a wealth of new data will become available to help DNOs and DSOs identify issues and manage network stress-levels more efficiently. The ability to gather, verify, integrate and analyse this data is key to unlocking its value – and requires a software



CIR SPEAKER: Georgina Dingley,
AMT Sybex plc

landscape that is capable of integrating with a broad range of systems and processing huge volumes of data.

In addition to the right software, distribution companies need forward-thinking technology partners to help them adapt to technology, market and regulatory developments. At AMT-SYBEX, we focus on developing solutions that will be flexible for the future, and we're involved in some of the most innovative projects in the industry, such as UK Power Network's Smarter Network Storage initiative.

Distribution networks themselves may be outdated, inflexible and invisible, but network management doesn't have to be. With the right software and the right partners, distribution companies can keep ahead of the game and in control of their networks.

Ben Willis RWE: Keynote Speaker Profile

An economist by training, Ben is responsible for overseeing the strategic direction of RWE's 9GW of gas coal and oil-fired power stations in the UK.

Ben specialises in long-term strategy and planning analysis for corporate assets.

Ben helped make the successful sanction case for €1bn investment in Pembroke CCGT, including running the underlying economic evaluation.

Professional expertise

Ben has experience and expertise in Energy Markets, Power Generation, Renewable Energy, Commodity Markets, Forecasting, Market Analysis, Strategy and Energy Policy,

Specifically his work has included developing strategic view of the GB energy markets through analysis of fundamental market drivers, e.g. supply / demand balance, new capacity development.

His work since 2013 has also involved:

- Analysing price and earnings impacts of future socio-economic and political scenarios, e.g. tighter environmental legislation, changing social attitudes towards electricity usage (energy efficiency, electrification of transport, etc) and the impact of new renewables and new nuclear
- Developing RWE npower's strategy for the GB fossil generation fleet
- Valuing potential coal, gas & nuclear new build projects

Previous Experience



CIR SPEAKER: Ben Willis, Strategy Manager, RWE Generation UK

Ben has worked for npower, TXU Europe and Yorkshire Electricity.

He has spent much of his 17 years in the industry focussing on the impact of policy and regulation on the UK electricity market from both the generation and retail perspectives. This includes sitting on expert groups during the development of NETA through to lobbying on capacity mechanism design.

His experience includes modelling electricity and capacity markets, advising on commercial strategies for station operations, and lobbying for facilitating changes to the regulatory framework.

Academic background

Ben has a BSc, Economics & Accounting from the University of Bristol.

Anant Prakash: Keynote Speaker Profile

Anant is an Advisor at BP's Corporate Strategy team at the group's headquarters at St James Square in London. The team advises the Group CEO, the Executive Team and the BP Board on BP's strategy and the group's long term plan.

Professional role

Anant's key responsibilities include (1) working with the executives in preparation of analyst presentations on Group strategy for release to external markets (2) Portfolio review, including the development of options for intervention and capital allocation, working with Competitor Intelligence, Investor Relations and Group M&A; and (3) Emerging and disruptive technologies: Assess and review the impact of emerging and disruptive technologies on BP's business model, and advise the Group Executive team on participation strategy in emerging technology areas - renewables, advanced transportation, digital technologies.

Previous Experience

Anant started his career as a field engineer with Schlumberger, and has worked on oil and gas projects in India, Australia, New Zealand, Philippines, Angola, U.K., Azerbaijan and the United States.

Before joining BP in London, he was based in Perth, Western Australia, and worked with various operators including BHP Billiton, Roc Oil, Woodside and Santos.

Prior to his Group Strategy role at BP, Anant was a Project Team Leader at BP's Upstream Major Projects division in Azerbaijan. Before that, he worked as a lead engineer at BP's deepwater production fields in Angola, and on major projects at Azerbaijan.



CIR SPEAKER: Anant Prakash,
Strategy Advisor, BP

Academic background & research interests

Anant has a Bachelor's in Civil Engineering from the Indian Institute of Technology (IIT) Delhi, a Masters in Petroleum Engineering from Curtin University of Technology, Perth, Australia, and an M.B.A from London Business School.

Anant is also an Alumni Board Director at London Business School's Energy Club.

David Reiner: Speaker Profile

David is Senior Lecturer in Technology Policy
Director of the MPhil in Technology Policy
Programme.

He is frequently interviewed in national and international media including the BBC World Service, The New York Times, International Herald Tribune, Bloomberg, Reuters, The Guardian and The Daily Telegraph.

Professional expertise

Dr Reiner is a political scientist and is currently University Senior Lecturer in Technology Policy and Programme Director of the MPhil in Technology Policy, a joint offering of Cambridge Judge Business School and Cambridge University Engineering Department. David has advised government, industry and non-governmental organisations on energy and environmental policy, with a particular emphasis on the politics of climate change and the social acceptability of carbon dioxide capture and storage (CCS) and other energy technologies including smart meters and shale gas.

David is also Assistant Director of the Energy Policy Research Group, and is a Research Associate of the Center for Energy and Environmental Policy Research and the Carbon Capture and Storage Technologies Program, both at the Massachusetts Institute of Technology (MIT). He sits on the EPRG management committee and the steering committee of the International Energy Agency Greenhouse Gas Programme's Social Research Network. He has provided both written and oral testimony before the House of Commons Committee on Science and Technology and the Committee on Energy and Climate Change and contributed to the World Economic Forum in Davos and Moscow. He is the recipient of research grants from the European Commission, UK Department of Energy and Climate Change, Natural Environment Research Council and the Department of Trade and Industry.



CIR SPEAKER: Dr David Reiner,
CJBS Insight, Cambridge University

Previous Experience

Dr Reiner joined Cambridge Judge Business School from MIT's Joint Program on the Science and Policy of Global Change and the Laboratory for Energy and Environment. He has also taught in the Political Science Department at Tufts University and the Graduate School of International Studies in Geneva.

Academic background & research interests

BSc (McGill University), MA
(Princeton University), PhD (MIT)

National climate change policies; social and political acceptability of low-carbon technologies; public views of the subsurface including fracking and carbon capture and storage technologies, energy demand, international environmental negotiations; policy design; public perceptions of energy technologies, regulatory policy; competition policy; science policy; communicating science & technology.

Peter Sharratt: Keynote Speaker Profile

Peter has over 25 years strategy consulting and project delivery experience, specializing in policy and regulatory development, strategic planning and design in infrastructure and property.

Peter believes that the complex challenges we face can be solved by re-thinking growth based on sustainability principles: his aim is to help leaders implement meaningful change and shape the practical solutions that will make a real difference.

Professional expertise

Peter trained and practiced as an architect before becoming Global Director of Energy and Sustainability Services for WSP and latterly as Director in Deloitte, where he set up and led the City Solutions advisory team. He works at WSP with a number of investors and developers in logistics infrastructure.

He has held a number of senior roles in consultancies, commercializing innovation, building teams, developing markets and growing revenue streams. I have an established track record in delivering innovation to the the FMCG, Logistics, Construction, Property, TMT, Energy and infrastructure sectors.



CIR SPEAKER: Peter Sharratt MA, DipArch (Cantab), MSt.(IDBE), FRSA, CIR Associate, Visiting Professor University of Westminster, Head of Strategy WSP Parsons Brinckerhoff

Academic background & research interests

Peter is a visiting Professor to the University of Westminster and is a Fellow of the Royal Society of Arts. He holds a Cambridge DipArch and MA.

Peter has served on a number of academic and industry advisory boards and has contributed to many international conferences and media events.

He is a Fellow of the RSA, a school governor, a member of the Academy of Urbanism and an affiliate member of the Institute of Energy.

Alan South: Leader's Profile

Alan has 30 years' direct experience of bringing new ideas to life with the last 8 years in a high growth clean energy business. Executive education delivered from the perspective of an active senior executive.

Professional expertise

In business education, his speciality is a masterclass in innovation and entrepreneurship. His mission is to develop executives with an understanding of the meaning of innovation and its practical execution in the context of their organisations. He also serves as a tutor on the Oxford Strategic Leadership Programme and works as an advisor to senior executives.

Alan's teaching and thinking is informed by his work with leading academics, but critically is underpinned by his continuing career as an executive. He is currently responsible for innovation, technology and strategy at Solarcentury, the UK's leading solar company & very well-connected in the sector.

The executive team raised \$25M from blue chip investors in 2007 and have subsequently achieved 35% compound growth and won multiple awards including the Queen's Award for Innovation. He is involved with assessing new technologies and speaks regularly on innovation.

Alan has deep, practical expertise in turning new ideas from a sketch into business and regularly advises on the viability of new products and technologies. He appreciates the value of a point of view and contributes to a range of conferences as a speaker and as chair.

Previous Experience

Alan led IDEO Europe up to 2007, delivering the full range of methods in their portfolio. He specialised in working for clients new to IDEO's form of innovation and founded their service innovation practice.



CIR CORPORATE MASTER CLASS
LEADER: Alan South

His work in executive education grew from collaboration with Harvard Business School and with McKinsey whilst at IDEO. He was a pioneering thinker in service innovation and worked with INSEAD to prepare the first business school teaching case on the topic.

He holds a double masters' in Innovation Design Engineering from Imperial College, London and the Royal College of Art, and an engineering degree from the University of

Nicholas Coutts MA: Leader's Profile

Nicholas Coutts is an expert in the development and marketing of services, Nicholas has developed a portfolio of tools, data and services which help organisations go to market more effectively and efficiently.

At IBM, Nicholas was Director of Channels and Business Partner Management, EMEA, with a revenue of >\$3bn and then Vice President, Global Distribution Channel Strategy. This responsibility included the development and application of the methods and processes used by the brands, known as routes to market, to reach and support customers.

He has been an associate of a marketing intelligence firm since 2003, an associate of Cambridge Investment Research since 2005 and a principal associate of Fusion Experience since 2010.

Nicholas is a Visiting Lecturer at the Royal College of Art, helping the companies in the innovationRCA Incubator get their innovations to market. He teaches business master's courses at Imperial College, London.

A member of INCOSE - The International Council on Systems Engineering, he is also the chair of the enterprise committee of the Society of Projectics: the science of projects as a mode of cognition, organization and action to address complexity in social systems.

Nicholas has a Masters in economics, from King's College, Cambridge, UK.

Nicholas has given hundreds of workshops to large and small organisations using Routes to Value (Axiomode). RtV is a proprietary method which is designed to create visibility every element of strategic planning simultaneously. It is founded on principles drawn from value management, option analysis and agile methods.



CIR CORPORATE MASTER CLASS
LEADER: Nicholas Coutts

Nicholas gave the first two Graphene & GRM MasterClasses in February & November 2015, events which led to the production & evolution of a value network analysis for the industry, beginning work to remove barriers to adoption and use, hence enabling market acceleration & growth. The value network method was also used by the Google Deepmind project that defeated the world Go champion in early 2016.

CIR MasterClass methods & style create a holistic & rigorous view of the corporation, business unit or team & provide all in the organisation with a clear context for change.

We look forward to seeing you again soon

Smart Grids Cleanpower IIoT
27-28 June 2016

#SGCP16

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