

IN-SIGHT

What's inside

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Policy overview including smart energy, heat and building regulations

This edition's Eye on Westminster explains BEAMA's new Policy Manager roles, and includes a post-General Election outlook, plus updates on a Building Regulations inquiry, the long-awaited BEIS/Ofgem Smart Systems and Flexibility plan, the RHI, ECO and an opportunity to give feedback on SAP.



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Eye on Brussels

This is an exciting time for Energy Policy in Europe, despite the risks posed by Brexit. Work on the Clean Energy Package is progressing well and there is a lot for BEAMA members to support in this comprehensive package. The question is will the UK government follow suit and support the ambition of the European Commission?



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Making progress with Technical Education Reform

Sue Clarke, Department for Education.

ISSUES FORUM

Under the new BEAMA structure we are developing the Issues Forum to provide a tool for members to access information on all cross-BEAMA energy and environmental policy matters.

This month has been busy, see recent updates on WEEE, RoHS, REACH, Eco Design, the Clean Energy Package, UK Building Regulations and lots more!

UPCOMING EXHIBITIONS:

Middle East Electricity
6th-8th March 2018

Elecrama
10th-14th March 2018

For more information visit
www.beama.org.uk/events



THE PRESIDENT'S OVERVIEW



I welcome you all to this autumn edition of BEAMA insight. As I will be handing over the Presidency of the organisation at the AGM I would like to give you all my review of where the industry sits at the end of 2017, and allow my successor Patrick Caiger-Smith to offer his vision for the future. The last 4 years has seen a number of changes in the overall political landscape and to our industry. Perhaps the greatest change has been political, with the momentous decision to leave the EU. This will have an effect on all BEAMA member companies from the largest, such as my own, to the many SMEs in our industry. The gradual and now more rapid digitisation of our industry is now centre stage for most companies looking to the future. The advent of low carbon solutions in buildings and on electricity networks, has begun to impact on the traditional electrical industry, both providing opportunities as well as challenges.

Under my leadership BEAMA has brought forward policies and actions that are assisting member companies to address these challenges. The standards required for

the evolution of smart and low carbon technologies can now be addressed by our significant involvement in ESSAC, an industry-led strategic standards guidance group in partnership with BSI. Other aspects of our future are under discussion through our strategic partnership agreement with the Energy Systems Catapult. On Brexit, BEAMA has formed, and now chairs European Relationship and Industrial Strategy group, the main product based organisation highlighting the implications for manufacturers of our evolving new relationship with the EU and advocating policy direction to government.

I feel that I hand over the presidency to Patrick Caiger-Smith of GEO at a very interesting time. My involvement in BEAMA will continue and I will be on hand to provide assistance and guidance as immediate past President and a BEAMA board member.

Rodney Turtle
BEAMA President.

PATRICK-CAIGER-SMITH, BEAMA PRESIDENT DESIGNATE



I am very pleased and honoured to have been asked to be the President of BEAMA. As the leader of an expanding UK based tech company, I feel it is vital that the association builds on the excellent work taken forward by BEAMA with Rodney at the helm. The next 2 years will hopefully see some clarity in the trade arrangements that we will have with the remaining member states of the EU. I fully support the EURIS work being led by BEAMA, and anticipate that its workload will not be reducing!

Two objectives which I will be working on with the BEAMA team are the establishment of a sector deal, led by BEAMA covering Smart and Low Carbon products, and the establishment of a new electrical safety regime in the UK. These and other work programmes will be greatly assisted by BEAMA's move into one building with the installation and distribution associations.

I am also enthusiastic for BEAMA to expand its membership into new and expanding product areas, as well as maximising the membership of its established groups. The positive experience of my company's membership of BEAMA as a start-up is a perfect example for other new companies. Moving forward I also believe that BEAMA and its members need to fully understand the implications of the link between buildings and local electricity grids, as the numbers of solar PV systems, electric vehicles, heat pumps and energy storage mount up. The soon to be published BEAMA paper, 'Electrification by design – a new market model for established technologies and systems solutions' will provide guidance for members, policy makers and wider stakeholders.

Patrick Caiger-Smith
BEAMA President designate.

EYE ON WESTMINSTER – SUMMER 2017

What a few months to start a new role as BEAMA's UK Policy Manager! Working alongside our International Policy Manager, my role within our new structure is to highlight policy impacts on our members' businesses and facilitate enhanced engagement across key Government Departments in Whitehall.

In terms of how that engagement is framed, the major political news since our last publication was June's surprising General Election result. Our pre-election Manifesto Briefing focused on the industry's desire for Government to see through key policies that were already in the pipeline - e.g. Industrial Strategy and Each Home Counts - to avoid uncertainty for businesses as far as possible. These initiatives encouraged a leading role for industrial representatives and BEAMA is still leading the way. Our pivotal role within Each Home Counts continues as we draw close to clarity on the future for commercially sensitive activities such as Quality Mark, and we are close to reaching agreement for a Sector Deal for our industry.

With Brexit dominating the agenda and resources, and with the loss of the Conservative majority, there was some reason to expect a relatively quiet couple of years in terms of new energy policy announcements. However, the Clean Growth Strategy has certainly turned that notion on its head with some really meaty long term policy signals that will resonate with our membership and perfectly fit where we see the direction of travel for electrification. As well as pulling together relevant current policies, new

announcements include a renewed drive for progressive building regulations, a phase out of fossil fuels such as oil off gas grid areas, and investment for low carbon innovation. These are all long term BEAMA policy messages. Simultaneously we saw the response to the Heat Strategy consultation, and a new provision for more heating controls via the Part L Guide.

Events can also change the political and associated commercial outlook – an important but tragic example being the Grenfell Tower fire that has been followed by independent reviews into Building Regulations and Fire Safety. BEAMA has submitted evidence and will continue to advise Government where appropriate.

Other important developments include the publication of the long-awaited BEIS/Ofgem Smart Systems and Flexibility Plan. This will have a wide and significant impact, as an increased focus on network flexibility opens the door for storage, demand side response and connected home technologies to flourish under new market structures. We have close links with the BEIS Smart Energy team as we help members capitalise on the opportunities on offer.

The Renewable Heat Incentive has been reformed, with increases in tariffs for heat pumps, along with an introduction of domestic electricity metering and heat demand limits that will cap payments. BEAMA very much welcomes the new tariff levels, particularly for air source heat pumps as we made it clear that a level above 10p/kWh was required and the resulting 10.18p/kWh will

certainly inspire take up. The lighter touch to metering is also a good step and far lighter than the originally proposed and onerous heat metering requirement.

At the time of writing we are awaiting a consultation on the next phase of the Energy Company Obligation, due to start early in 2018, which BEAMA has helped to inform by feeding into a pre-consultation.

We have again picked up the reins with the Department for Education and will be participating in concept testing for their T Level initiative starting this Autumn. Finally we will be taking part in a new industry liaison group to guide revisions to SAP, offering the chance for input that many members will find very welcome.



Simon Harpin UK Policy Manager and Yselkka Farmer International Policy Manager

EYE ON BRUSSELS

Despite what seems to be a fast approaching deadline for Brexit, the level of Energy policy activity in Europe is ramping up. The emerging policy agenda in Europe for our industry is very positive (putting aside our fears over Brexit) and the Clean Energy Package in particular contains some very positive regulatory signals for energy efficiency, building regulations, flexibility markets and renewable energy overall. A lot of which we have been pushing for as a sector for many years. The Commission and Parliament demonstrate some high ambition for the sector, however member states, including the UK, are restricting this ambition as the drafts are debated in the European Council.

The Clean Energy Package contains amendments to the Internal Electricity Market Directive and Regulation, the Energy Performance in Buildings Directive, Energy Efficiency Directive, and Renewable Energy Sources Directive. Work on these are expected to be complete Q1 of 2018, so within our membership period of the

European Union. It's therefore important we continue to engage with this, and ongoing implementation post Brexit.

The role BEAMA has within our European Associations is therefore becoming increasingly important as we are working hard to ensure the ambition is maintained and there are real opportunities for us to lead the debate in a number of areas, including Smart Appliances, Demand Response and associated market reform. Under the new BEAMA structure, and now I am in my new role I will be focusing a lot of attention on growing our engagement with EU industry associations to ensure a strong level of representation for BEAMA members in the build-up, and after Brexit.

In other news BEAMA members should now be well aware that the open scope introduced into the UK WEEE Regulations in 2013 by the recast WEEE Directive will come into effect on the 1st January 2019. And further changes to the Directive are likely to be agreed in time to make it into the UK

legislation before the March '19 deadline. We are also focusing our efforts on informing a Commission Consultation on the draft delegated directives for renewal exemptions 6(a), 6(b), 6(c) under RoHS.

The Eco Design Preparatory study on Smart Appliances is also now complete and policy options will be presented to the commission by Christmas. This could see the implementation of an 'Energy Smart Label' for a wide range of heating, hot water, controls and white appliances, so it's worth keeping an eye out for this work as it develops. The key next step for us now is to guide the standardisation process to support this and ensure our members products are brought into scope appropriately.

It's certainly an interesting time to be picking up the reins on EU policy!

THE FUTURE OF SMART ENERGY

ELECTRIFICATION BY DESIGN: NEW MARKET MODELS FOR ESTABLISHED TECHNOLOGIES AND SYSTEM SOLUTIONS

The summer launch of the BEIS/Ofgem Smart Systems and Flexibility Plan 'Upgrading Our Energy System' was a timely precursor to BEAMA's upcoming report which will showcase a range of market models that may be deployed to deliver our decarbonised energy future.

The Committee on Climate Change continues to advise Government on the importance of decarbonising the power sector, aiming to reduce the carbon intensity of power generation to around 100gCO₂/kWh by 2030 (from today's circa 300g CO₂/kWh). Much progress has been made in recent years with rapid decarbonisation from over 500g just a few years ago, but it is clear that this shift to decarbonised generation sources linked to a flexible grid right through to the customer appliances in the home and road transportation will need a range of new market models to stimulate the installation of innovative distribution system and building based technologies.

In recent years, through policies such as the Low Carbon Network Innovation Fund, electric vehicle and heat pump fiscal incentives for customers and network innovation competitions, we have seen some innovative system solutions that will help manage the flow of energy across the grid. However, large scale deployment has been slow, due largely to initial capital costs (whether to the customer or further upstream) and a lack of supply chain integration to promote infrastructure planning, capacity building and development of fully costed and well considered customer propositions.

BEAMA's report will examine the various technology sectors at play and pick apart the subject of flexibility, drawing on inputs from organisations not only in the technology manufacturing sector but also distribution system management, energy aggregation and energy retail. Only through piecing this supply chain together and examining both the value and benefits associated with delivering flexible energy systems can we consider possible market models. The association's contacts and membership will enable us to present a broad and balanced position and will further establish BEAMA's credentials in having the necessary knowledge, expertise and strategic capability to advise Government, the Regulator and commercial companies on the path ahead.

From November 2017, BEAMA will be advising Government and ofgem on the report findings and we expect to have the final short summary document ready for the LCNi conference in December 2017.

SMART SYSTEMS & HEAT AND MARKET MODEL WORKSHOP REPORT



BEAMA co-hosted a workshop with the Energy Systems Catapult and Energy UK on 13th September, providing not only an update on the Catapult's Smart Systems & Heat programme, but also drawing out valuable insight into how the future energy market models may operate.

From the platform of acknowledging that our future decarbonised energy market will be developed on the building blocks of energy efficiency, distributed energy and flexibility through Demand Side Response (DSR), a professional and well informed audience taken from the energy supply and technology vendor sectors tackled a number of key questions:

- How do you achieve customer engagement in the three stages of consumer transition (i.e. from energy efficiency to DSR)?
- What methods can a device vendor/smart systems provider use to deliver smart systems to a consumer's home?
- How can smart and emerging technologies enable a service based energy offering?
- How can technology providers and energy suppliers work effectively together to provide a consumer focused service offering?
- What policies does the UK Government need to implement to enable a transition to a low carbon/technology SMART services based energy system?
- How do you achieve open access to allow interconnection of supply and technology?

A final workshop report will be published in October and shared with BEIS and ofgem, as well as feeding into BEAMA's Market Design project and ongoing political engagement. We will make the full report available to members but a summary of top level discussion themes includes:

- An agreement that the market model has to change to meet what is going to be required
- A fair and transparent playing field for device vendors is needed; particularly around inter-connectivity and operability
- The value offering to customers is essential and whilst the top line benefits (low carbon/energy, environmental and social) appear to be compelling, flexibility is complex, hard to sell and will still require permission based sales
- Data sharing and local solutions have an important role which will require piloting and a standard for data sharing
- The need to understand how to deliver heat as a service through the connection to a standard definition of that service
- A recognition that new financial models are vital to drive the change and customer uptake (e.g. leasing, aggregated finance offerings via the service provider)
- Markets can deliver better than policy if the correct regulatory market exists
- A realisation that industry needs to be allowed to undertake sand box innovation outside of regulatory constraint
- We need a new set of terminology and language for a new market place

EACH HOME COUNTS

KEY DEVELOPMENTS

The implementation of the recommendations of the Each Home Counts review into the residential energy efficiency market has focussed in recent months on fundamentally changing the compliance systems for installers of all energy efficiency equipment in existing residential buildings. The aim has always been to simplify these systems, providing a clear route for the installer to provide evidence of their competence and qualifications and, where possible, to reduce costs. When fully implemented, Quality Mark installers will be able to work on any Government managed schemes, including the next phase of ECO, and attract investment from the private sector for the installation of relevant equipment.

It is planned that other schemes managed by Government, including competent person's requirements, will be included in the Quality Mark.

For product manufacturers, the higher quality of installations expected with the roll out of Quality Mark, will deliver greater

customer satisfaction, and by implication greater demand. In addition there will be a much greater focus on the installation of compliant equipment (not to be confused with product certification which is outside of the Each Home Counts scope). The specific requirements for each sector of the industry differ, so it is up to product groups in BEAMA to decide and develop the specific compliance requirements for their sector.

Since the start of the year Dr Howard Porter has chaired the industry led implementation board, charged with delivering practical solutions for the review's recommendations. Kelly Butler has also chaired the Home Energy Technology group, covering all of the relevant products sectors covered by BEAMA.

This initiative will be highly significant for BEAMA members operating in the residential buildings market. It is also representative of a wider philosophy from Government to open up policy delivery to industry. Over the next months, other opportunities will emerge covering perhaps all BEAMA sectors, allowing

industry to decide how best to take forward such markets, for the benefit of end consumers, commercial customers and UK business in a Brexit environment.



QUALITY MARK INSTALLERS WILL BE ABLE TO WORK ON ANY GOVERNMENT MANAGED SCHEMES

MAKING PROGRESS WITH TECHNICAL EDUCATION REFORM

The Government is committed to creating the world-beating technical education system that the country needs, especially if we are to exploit fully the opportunities provided by exiting the EU. And it is committed to creating a level playing field – between different areas of our country – and between academic education and technical education.



"BEAMA welcomes the sustained approach and will engage where appropriate. We fully endorse the T Level Policy and want it to succeed".

Kelly Butler, Deputy CEO

The Secretary of State for Education spoke at a British Chambers of Commerce event in July to outline the need for a *genuine partnership between business and Government*, to unlock the potential of our young people and adults and deliver the skilled workforce that employers and the economy need. Justine Greening set out her ambition for the new technical routes and T Levels. She emphasised the need to work with partners – in particular employers – in designing and delivering these reforms, and of making sure Government gets them right. She was honest about the challenges for the Government, business and the Further Education sector. She set out how reforms to technical education will help ensure that all areas, communities and individuals have an equal chance.

There is a substantial programme of reform already under way. *Apprenticeships: Vision 2020*, published in December 2015, set out an ambitious programme of reform for apprenticeships and government remains on track to hit the target of 3m apprentices by 2020.

The *Skills Plan*, published in July 2016, accepted the recommendations of Lord Sainsbury's independent panel for a new framework for technical education, based on 15 new technical routes. At the heart of these will be 'T Levels' – new technical level certificates that will be available from Level 2 (GCSE equivalent) to Level 5 (Foundation degree equivalent).

In the spring statement, March 2017, the Government announced significant new investment, rising to over half a billion pounds a year, to support the implementation of the new technical routes. This investment will increase hours of learning by over 50% to deliver T levels and ensure that students have access to high-quality work placements.

In her July speech, the Education Secretary of State focused on how her Department, the education and skills system and business can work even more closely together in

order to transform technical education in this country. Momentum is building behind these reforms and it is gratifying to see that Government plans to work yet more closely with business.

EURIS TASK FORCE



BEAMA has been taking the leading role along with GAMBICA in the recently formed EURIS (EU Relations and Industrial Strategy) grouping of manufacturer trade associations including EMEA, MTA, FETA, CESA, REA and TechWorks. BEAMA provides the EURIS Chairman in CEO Howard Porter and input on legal frameworks from Legal Adviser Andrew Willman, on statistics including the weekly BrexitWatch from Head of Stats Emmanuel Amoakohene and on directives and regulation from International Policy Manager Yselkla Farmer. The new EURIS website www.euristaskforce.org has also been created by Marketing Executive Charlie May and holds all current position papers and public statements.

The aim of EURIS is to provide a collective view for those product manufacturing sectors that are affected by single market regulations and would therefore face particular disruption from a move away from that regulatory framework, apart from the wider economic implications of Brexit. EURIS is working closely with other industry Brexit lobbying initiatives from CBI and EEF to ensure co-ordination and avoid mixed industry messages or unnecessary duplication of effort. We have also established close communications with DExEU (Dept for Exiting the EU) and have built on existing links with BEIS (Dept for Business, Energy and Industrial Strategy) to help them to promote the needs of industry in Brexit policy and negotiations. Several meetings have already been held with BEIS to promote EURIS policy papers and responses to UK government positions and BEIS have confirmed that the input on behalf of our industry sectors on Brexit is now of equal prominence to that of e.g. aviation, automotive and pharma because of the EURIS initiative.

Overall EURIS positions are

1. That the UK should retain membership in the Single Market and Customs Union through EEA membership or otherwise to avoid trading barriers and costs.
2. Failing this to ensure the minimum of tariff costs, customs delays or non-tariff barriers in any new framework for UK-EU trading relations.
3. To have a minimum 5-year transition period (for manufacturing industry at least) for any new customs or regulatory frameworks to provide time for any changes in supply chain management and product design & production.

MEMBER SURVEYS HAVE CONFIRMED SUPPORT FOR THESE POSITIONS FROM THE VAST MAJORITY OF MEMBERS OF BOTH BEAMA AND OTHER PARTICIPATING ASSOCIATIONS.

EURIS ACHIEVEMENTS

Combined Voice on Brexit for Product Manufacturers

DExEU Ministerial and Civil Service Meetings

Primary industry voice at BEIS

Secretary of State level attention

12 specific positions delivered to Government, more to come

Comprehensive cross-industry Member Survey results briefed to Government

Individual SME interviews with BEIS for SMEs on Brexit effects

EURIS demand for 5-year transition pushed in Government by BEIS

Electrical/Mechanical/Electronic industry lobbying on par with Automotive, Aerospace, Pharma

European Engagement

We are also engaging closely with our partner trade associations in the EU27 nations through Orgalime to encourage an approach both that provides the maximum protection for industries that are now highly integrated throughout the EU. Meetings have already been held in Brussels with our main German counterparts in ZVEI and VDMA and also involving BEIS civil servants to ensure both the UK industry message and wider EU concerns are communicated to UK government.

While the focus of government thinking currently is necessarily directed to the impacts of Brexit options on business as a whole, along with wider society, as the negotiations move on there will be a much greater focus on the effect on specific industry sectors. By ensuring that the importance of our very diverse sector of industry is made clear in government, along with the very specific risks that our members face, we can help to ensure that our engineering and manufacturing industry's needs will be taken into account in the more detailed negotiations that will take place as we get closer to March 2019.

POSITION PAPERS

EURIS has published specific position papers to cover the current and future impacts of Brexit on our industry in the following areas:

- EURIS Policy Paper;
- International Trade;
- EU Directives & Related Legislation;
- Energy & Climate Change;
- Intellectual Property;
- Mutual Recognition Principle;
- Rules of Origin;
- Standardisation;
- UK Notified Bodies & Conformity Assessment;
- UK Govt Customs Proposals;
- UK Govt Continuity of Availability of Goods Proposals;
- UK Govt Ireland/Northern Ireland Border Proposals.

We will continue to publish further position papers and respond to both UK and EU27 proposals. In addition, some of these impacts will only become fully apparent once government plans become clearer and the progress of negotiations is known, so the papers can and will be updated over time. Members are encouraged to contribute comments and additions to info@euristaskforce.org

Talks with Government

In addition to the Member Surveys that your company will have received by email, BEAMA and EURIS are keen to get as many reports on the impact of Brexit from individual companies as possible. These will vary enormously between different companies depending on your size, ownership structure, degree and location of imports and exports, staffing base and many other factors. BEIS and DExEU have also made it clear that while larger companies will often have direct lobbying access to government departments, SMEs can find it harder to communicate directly to influence policy. While EURIS can provide a collective voice for this, it is often individual stories that can have more impact and greater effect, providing those ministers who wish to support industry with ammunition in government debates from the real world of business.

As part of these efforts members are encouraged to submit company specific impacts to info@euristaskforce.org and participate in the various interview and workshop sessions that BEAMA and EURIS will be arranging for members with BEIS over the autumn. BEIS civil servants have assured that this feedback will go "direct to the Secretary of State" so your concerns will be heard at high level in government. We have already benefited both from expert views fed in to government from multinationals on the impacts of potential customs arrangements by using global evidence bases and from SME views on the difficulty for smaller companies in suddenly having to acquire similar customs experience in competition with every other UK company hoping to continue EU trading.

Transition Period

EURIS has been pushing since the General Election for a minimum 5-year transition period for our industry and it was encouraging that this was reported in the press to have been the position put forward by the Business Secretary in Cabinet discussions before the Prime Minister's Florence speech. Although the proposed period became one of two years once the speech was agreed, we have established that without a substantial period to adjust to new regulatory and economic structures,

businesses will find it impossible to operate and grow effectively. In time more substantial implementation periods may be negotiated either across the board or for specific industries.



Industry Positioning

The other aspect of EURIS positioning will be to ensure that our product manufacturing industries have equal visibility and attention from government with other industries such as finance, banking, cars, aviation and life sciences. There is a great danger that discussions on transitional arrangements and other government initiatives to cushion businesses from adverse impacts from Brexit will end up in a selective approach on sectors deemed more vital or strategic, so it is essential that there is a strong and active voice collecting together the diverse range of enterprises in the wider engineering, technical, energy and related manufacturing sectors that are dependent on single market regulatory structures.

Protecting Standards

As the post-Brexit structures become clearer, this collective voice will be even more essential. The great danger will be that in a drive to replace trade into EU countries with quick international trade deals with other nations, the protections BEAMA and our members have fought for over decades to ensure that high standards, safety and compliance are at the forefront of product markets in the UK will be abandoned or weakened. As our future trade relations with both the EU and the rest of the world are redefined in the next months and years we will be fighting to protect our members' trading positions and the innovation, efficiency and quality their products represent.

UK EMPLOYMENT IN MANUFACTURING

In July 2017 the UK unemployment level dropped to 4.3%, the lowest level since May 1975. The employment rate (the number of people aged from 16 to 64 who were in work) also increased to 75.3%, the highest since records began in 1971. There were 32.14 million people in work and 1.46 million unemployed (people not in work but seeking and available to work) according to the latest publication of the Office for National Statistic (ONS). A look at the manufacturing sector gives somewhat a different picture.

UK manufacturing industries employ 2.67 million people, representing 7.6% of the UK total workforce. Although the current employment level is the highest since March 2009, it is only about 40% of manufacturing employment levels in the 70's, mainly due to industrial automation and also offshore manufacturing. The decline seemed to have bottomed out at the end of 2011 when manufacturing employment fell to 2.54 million, its lowest on record.

Employment levels of males, who account for about 75.4% of the workforce, appear to have stagnated whereas female's employment is growing at steady pace. Female employment has grown from 630,000 to 651,000 between 2015 Q1 and 2017 Q2 but male employment levels dropped by 7000 between the same period. The current female employment growth is driven by employee jobs, as part-time workforce has lost some momentum since 2016 Q3.



The good news is, the steep decline in UK manufacturing jobs appears to have stopped. But the high employment levels enjoyed by the UK service sector is yet to be seen in manufacturing.

HEADS UP FOR DATA REGULATION CHANGES

Hopefully many of you will now be aware of changes to Data Protection requirements when handling personal data from 25th May 2018. The General Data Protection Regulation (GDPR) will follow many of the same lines as current regulation, but there are a number of contentious changes including significant fines for breach of the rules (4% or 20m €) and the right of data subjects to access the data companies hold about them free of charge and within defined timescales.

If you hold customer data and haven't started an internal awareness programme by now, then you should take action as soon as you can. Certainly you need to review your privacy notice, as explicit opt-ins are a necessity and you will be required to inform data subjects of how you intend to use their information.

BEAMA is also reviewing its own data handling processes and it is likely we will be making contact with members in the New Year as we ensure compliance with GDPR.



If you want to learn more about GDPR, we suggest you visit the Information Commissioner's Office website www.ico.org.uk and download their 12 step guide. We will provide more details to members either through 'Insight' or through the weekly newsletter before the Christmas break.

NETWORK SKILLS UPDATE

The government's new apprenticeship policy came into effect at the beginning of May. Companies with a pay bill over £3m will now be paying the government's apprenticeship levy and be able to spend levy funds on apprenticeships. Funding will be available for both the existing Framework Apprenticeships and the new Apprenticeship Standards, (previously referred to as Trailblazer Standards). The government remains committed to phasing out the Frameworks but the date for this to conclude has stretched out to 2020. Although the funding arrangements for the two types of apprenticeship are the same, the new Standards will attract a higher funding rate. Non-levy paying companies can get 90% of the apprenticeship costs up to a funding band maximum; 100% if they have less than 50 employees and the apprentice is between 16 and 18.

BEAMA Networks members have recognised the need for a Level 3-4 Electrical Engineering Standard. Companies currently have equivalent Framework apprenticeships at this level but recognise both the need to meet the 2020 deadline and the benefit of developing an industry led scheme. This will allow industry to directly control the content of the apprenticeship and equip apprentices for working in the rapidly transforming industry we see developing around us. The government requires any new Standard to have a Trailblazer Consortium developing it with, at least, ten

companies involved. BEAMA Networks members met recently to discuss setting up a consortium and strongly supported this. The intention is to hold a workshop in the near future and agree on the overall objectives, scope of the apprenticeship and work plan. We will be opening this activity up to other BEAMA companies after this and any company that is interested in joining in this consortium should contact **John Parsons at BEAMA** (john.parsons@beama.org.uk) for more information.



"The new BEAMA Skills consortium will position industry well to influence UK apprenticeships."

John Parsons, BEAMA Networks Portfolio Manager

MEET CHRIS PACK



Having recently joined BEAMA my role is to provide Portfolio Management under the new BEAMA structure for the Buildings Electrical Systems portfolio, incorporating the Industrial and Single Phase, Cable Management, Engineered Systems and Cut Out & Feeder Pillar product groups.

My background has been in the Electrical Manufacturing industry, most recently 22 years with Eaton Electric in both Sales and Product Management positions, responsible for circuit protection, control and distribution systems. My move to BEAMA will enable me to gain new experiences within the industry which I have had the privilege to be part of.

The most interesting part of my new role is to ensure that all of our members are aware of, and can efficiently gain access to, the broad spectrum of services that BEAMA offers. We have entered an exciting time for the electrical industry in terms of the rapid application of new technology in our end markets including energy efficiency, building controls and renewable energy, which provide members with exciting growth opportunities whilst helping to support the modernisation of our building infrastructure.

The activities of BEAMA in terms of the timely knowledge of new legislation to enable member companies to plan for their introduction, as well as the opportunity to

have a voice on various platforms and to contribute towards new electrical standards, is well established. In addition, BEAMA has a wide range of additional services including support on new initiatives such as the current drive for digital data in the format of Building Information Modelling (BIM) and ETIM which will improve the quality of the technical data for products within the electrical distribution chain.

One of the questions I have faced so far relates to what do I believe will be my biggest challenge in my new role? Without hesitation one of my answers would be to become proficient in terms of understanding all of the acronyms, for which there are many, circulating within our industry. Please bear with me as this could take some time!

I look forward to meeting all of our members as soon as possible to provide support on any of the current activities including those mentioned above, but please do not hesitate to contact me if you have anything specific that you wish to raise.

ORGALIME'S SUMMER GENERAL ASSEMBLY: 8 KEY TAKEAWAYS



On 8 and 9 June, the European engineering community assembled in the idyllic countryside of Windsor, UK, for the Orgalime summer General Assembly. Representatives of Orgalime's member associations joined guests from the worlds of industry and policy for a packed programme of panel debates, speeches and committee meetings. Here are eight things we learned...

1. Against the backdrop of the UK elections, it was no surprise that one word was on everyone's lips: **Brexit**. The future role of the UK in the EU formed a core focus of the public sessions. And while optimism may have been in short supply, hope remains: speakers underlined the commitment of industry to push for a constructive trade deal as soon as possible.

2. The Brexit blues are not reserved for the UK alone – manufacturers in the wider EU, too, are bracing themselves for the tough negotiations ahead. French, German and Swiss industry leaders shared a **European perspective** on the challenges to come, with the main word of advice being compromise – and a whole lot of patience, too.

3. The time for a **European industrial strategy** is now. Orgalime President Tomas Hedenborg made the case for a comprehensive approach at EU level that would connect the dots between all policy areas affecting European manufacturers. "It will be the key to securing a competitive future for Europe," he concluded, "and a bright, sustainable future for its citizens."

4. Policies to promote the transition to **smart energy systems** must form a central pillar of any industrial strategy. This

transformation is already underway, driven by digitisation and decarbonisation – and it presents a huge opportunity for the European manufacturers behind the innovations driving the change.

5. The European **engineering industry** continues to show resilience in a difficult climate: latest figures released at the General Assembly show that output and employment are set to rise for the fourth year running – with forecasts for 2017 exceeding €2 trillion turnover and 11 million employees.

6. Think **standardisation** is all bureaucracy? Think again! Speakers from UK and EU standards bodies challenged perceptions by highlighting how standards can accelerate innovation and act as a passport for trade. Particularly as digitisation steps up a gear, Europe will need to stay at the forefront of standard-setting if it is to keep pace with global competition.

7. A number of changes were ushered in on the Orgalime **Board of Directors**: Peter Bongaerts of Dutch association FME was appointed Chairman of the General Assembly and the Board of Directors. Thilo Brodtmann, representing Germany's VDMA, was named Vice-Chairman, while Klas Wählberg of Teknikföretagen, Sweden, was appointed to the Board for the first

time. Finally, Tomas Hedenborg's successful Presidency of Orgalime has been extended for a further year.

8. They say laughter is the best medicine... and evening entertainment provided by comedian **Henning Wehn** helped counter any election day malaise. His observations on life as a German in London were a hit with the international audience – proving Europeans are united not only in diversity, but in appreciation of a good joke!

INTERNATIONAL TRADE BRIEFING REPORT



BEAMA co-hosted a trade briefing workshop with the Energy Systems Catapult on 29th June 2017, bringing together speakers from the Department for International Trade (DIT), UK Export Finance, Innovate UK and the Catapult itself.

With elections out of the way, it was a good time to hear just how the Government plans to help UK exporters with a firm plan for the coming 5 years.

DIT's Renewable Sector lead, Danny Dunne, spoke to an audience of BEAMA and Energy Industries Council members, outlining his Department's priorities in the coming few years:

- Promoting and supporting businesses with export finance and insurance
- Supporting Foreign Direct Investment and Outward Direct Investment
- Building an appetite for British goods and services
- Delivering the best international trading framework for the UK

The sector incorporates large parts of BEAMA's membership portfolios including Networks and Flexible Energy Systems, with Networks (grids and storage) a tier 1 priority. The table below identifies the DIT's pipeline estimates over the coming 5 years.

Danny further mined into the detail of the various country opportunities and the breakdown of example projects which can be found in the members area at www.beama.org.uk/international-trade-and-export-briefing.html. There is plenty of support available to companies beyond the BEAMA exhibition services and the TAP grant support.

DIT works on pipeline development alongside various funding routes (e.g. Prosperity and Department for International Development); promotion of UK capability to key procurement authorities; UK Export Finance provision; consortia facilitation; and high level Ministerial engagement where necessary. Since the June event, BEAMA has been advising DIT on its UK Capability Statement for Networks and continues to help officials link up with UK companies.

As the UK negotiates its position in a new trading environment it's important that we focus on the support available to companies to promote exports, and we intend to step up our activities in exhibition support and co-working with influencing bodies.

Department for International Trade		Our Pipeline Estimates (five year outlook)	
Market	Sub-Sectors	Opportunities	UK Potential
China	Offshore Wind, Electrical Networks, EFW	~£960 million	~£380 million (40%)
Taiwan	Offshore Wind	~£8.5 billion	~£500 million (6%)
Europe	Offshore Wind	~£4 billion	~£2 billion (50%)
East Africa	Networks, EFW, Hydro, Geothermal, Solar, integrated solutions	~£3.48 billion	~£725 million (21%)
India	Networks, EFW, Hydro, Geothermal, Solar, integrated solutions	~£1 billion	~£250 million (25%)
Indonesia	EFW, Networks, Tidal, Solar	~£2.5 billion	~£829 million (24%)
TOTALS		~£20.4 billion	~£4.6 billion (23%)

ISSUE FORUM UPDATE

Visit the issues forum page on the BEAMA website to read the latest updates on the following:

- Call for evidence into fire safety in relation to Building regulations, a response to the review in Building Regulations post Grenfell
- BEIS and Ofgem publish their Smart Systems and Flexibility Plan
- Eco Design and Energy Labelling for Smart Appliances including HVAC and future measures for batteries and EV charging.
- New Open Scope WEEE Regulations coming into effect on the 1st January 2019
- Progress on the EU Clean Energy Package
- Commission consultation on draft delegated directives for renewal of exemptions 6(a), 6(b), 6(c) under RoHS

www.beama.org.uk/my-beama/issues-forum.html

In the next issue...

Clean Growth Plan explained

An extract from "Electrification by Design"

