

## **Invitation to Quote Q17/6**

**Digital opportunities in the green economy;  
opportunities for strategic synergies for  
Greater Manchester based digital tech companies  
to diversify into the green technologies  
and services sector**

## **Introduction**

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The aim of this document is to select and appoint a provider for the following activity/service:  
Investigation into the opportunities for strategic synergies for Greater Manchester based digital tech companies to diversify into the green technologies and services sector

This document presents the detailed purpose and requirements of providers wishing to submit a quote for this contract.

## **About the GC Business Growth Hub**

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Established in 2011 the GC Business Growth Hub (trading name of GM Business Support Ltd) has helped thousands of businesses across Greater Manchester, from established and large companies to start-ups and SME enterprises.

The Hub helps ambitious business people to realise their growth potential by offering access to a range of practical services, from assessing growth options to unlocking finance or accessing experienced business mentors.

Accountable to the Greater Manchester Local Enterprise Partnership, the GC Business Growth Hub's challenge is to ensure that companies across Greater Manchester reach their full potential and are able to access the right support and services to meet their needs. These include:

- Personal support to identify and address business growth opportunities and challenges;
- Business to Business networking through growth lunches and specialist events;
- Expert growth advice and planning under Growth, Growth Start-up, Mentoring, Digital Growth, and Access to Finance and Green Growth;
- Delivery of Business Growth Service for manufacturers across the North West of England; and
- Access to a wealth of public and private sector business and professional partners with a range of specialist knowledge and skills including a network of committed private providers who share our vision for supporting growth.

Complementary support is also provided by Department for International Trade and MIDAS, to attract inward investment and support re-investment by companies.

The Hub works with business leaders across Greater Manchester, and the wider North West, who are looking to connect with other like-minded businesses to discover new opportunities for growth.

The GC Business Growth Hub - funded by the European Regional Development Fund (ERDF) and the UK Government's Regional Growth Funds, provides support to businesses of all sizes, from innovative young enterprises to established corporates, to be part our growing network and overcome barriers to growth.

## **Requirement**

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Quotations are requested from bidders who are able to provide market research into the strategic synergies for Greater Manchester based digital tech companies to collaborate with and integrate within the green technologies and services sector.

## **Introduction**

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The aim of this research piece is to identify opportunities for strategic synergies for Greater Manchester based digital tech companies to collaborate with and integrate within the green technologies and services sector, to enable the GC Business Growth Hub to build on their existing knowledge to these two priority sectors and inform the development of the business support programme.

## **Background**

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The GC Business Growth Hub's Green Technologies and Services team delivers funded business support designed to take advantage of the rapidly growing low carbon markets.

The green tech and services sector covers a wide range of activities including energy efficiency, renewable and low carbon energy, waste management treatment and recycling, water management, low carbon finance, low emission vehicles and infrastructure, environmental monitoring and management and smart grids.

The sector is worth £4.2 trillion globally and in Greater Manchester alone there are around 2,400 green tech sector companies, employing 45,115 people and with a collective annual turnover of £6.7 billion. The sector is maintaining a growth rate of 6.3% a year.

The current service consists of:

- tailored one-to-one advice;
- the Low Carbon Network which sends regular tender information and sector news to members and acts as a buying portal to promote members to potential customers and;
- a quarterly events programme.

The one-to-one support consists of an expert business review which identifies opportunities for growth followed up with ongoing support to implement the opportunities. Our support can help companies already in the sector or companies that can diversify into the sector. We offer expert advice and guidance and tailor our support to maximise the growth opportunities for the low carbon sector.

## **Details of the requirement**

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The aim of this research piece is to identify opportunities for strategic synergies for Greater Manchester based digital tech companies to collaborate with and integrate within the green technologies and services sector and to address the following points: -

1. Identify companies providing digital tech or digital services within the green technologies and services sector -are they global players e.g. consultancies or niche tech based or what,
2. Identify what digital tech is already common place in the Green Tech /Green Services sector – identify by sub sector and tech function, including but not limited to the following areas:
  - Digitalisation of energy management systems in buildings
  - Enabling technologies for energy storage
  - Monitoring and control systems for a range of applications including district heating
  - Green ICT products and services
  - Smart energy grids
  - Low carbon transportation
  - Smart cities agendaIdentifying any GM companies – either digital tech or green tech – that are already operating in this space
3. Identify opportunities for those digital technologies already integrating into the Green Tech sector to expand further into other parts of this broad sector, i.e. existing technologies with the potential to be deployed into a new market
4. What barriers may face digital tech and green tech and services companies from furthering the integration of digital tech into the transition to a low carbon economy and how might they be overcome?

5. Identify trends and new market opportunities for Green Tech sector to embrace new digital tech – which sub sectors, which technologies hold the best opportunities to embrace new digital tech and what is driving these trends and opportunities?

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### **Project outcomes**

A final report in a word document with any supporting data and charts in an appropriate format such as Excel.

Please be aware that on completion of the report the IP of the report will pass to the GC Business Growth Hub.

It is expected there will be three project meetings, an inception meeting, a progress review meeting and an opportunity to present the findings to the team. These meetings could be conducted via Skype, conference call or similar to reduce the need for travelling.

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### **Quotation submission requirements – format and delivery**

Interested bidders are asked to submit a response to the quotation by email which:

- outlines your approach to delivery of the tasks as described above;
- a timetable for delivery; and
- a pricing schedule.

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### **Pricing Options**

The budget for this project is in the region £12,000 INC VAT.

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### **Return**

Quotations should be returned using the Quotation Form (Part 2) by email no later than **13:00 on Monday 10<sup>th</sup> September** to

Amy.house@growthco.uk Please reference **Quote Q17/6** in your email subject line.

Any communication regarding this request for Quotation should be sent to Nick Batty

Nick.Batty@growthco.uk 0161 237 4044

**The Business Growth Hub is not bound to accept the lowest priced or any quote and shall not be bound to accept the supplier as sole supplier. Prices quoted shall remain firm for the duration of the contract.**