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RBS quest for 'green' innovation finds pioneering idea in West Midlands

Following an appeal for 'green' ideas across the UK, RBS has selected local innovator, Greengineering Limited for the RBS Innovation Gateway.

This is an RBS scheme challenging UK innovators and small businesses (SMEs) to come forward with eco-ideas to help drive resource efficiencies across the bank's 2,500 buildings.

Greengineering Limited has been hand-picked from over 140 ideas that were submitted to RBS.

"Greengineering Limited has completed Government funded research to improve the performance of heat pumps. Our invention is a system to use the thermal energy in waste (drain) water to improve the performance of air sourced heat pumps. DrainMiser™ enable the heat pump to re-cycle some of the energy it has already harvested. These products are suitable for new build or retrofit projects, for both domestic and commercial installations. The benefits to RBS will be in reducing the energy used to heat water for catering facilities etc., and in increasing the efficiency of the heat-pumps."

Led by Marcela Navarro, Head of Customer Innovation at RBS, the RBS Innovation Gateway aims to help RBS save more energy, water and waste in their estate, to cultivate unique and awe-inspiring innovations, and to help local inventors to accelerate their access to market.

“We are delighted to be shortlisted and are working hard to progress further. We would encourage everyone with energy saving innovations to apply. A successful trial in a company such as RBS is priceless for an SME like us. The kudos of having a multinational company as a reference site will provide many new opportunities.”

Worcestershire based Greengineering were also selected as a Climate-KIC Accelerator company this summer. Climate-KIC are the largest clean tech accelerator in Europe. Climate-KIC West Midlands are based at Birmingham Innovation. (<http://www.innovationbham.com/climate-kic>)

The idea developed by Greengineering Limited was assessed and shortlisted by an independent panel of experts that included Cambridge University academics and major company business leaders.

Successful, market ready ideas will be tested in RBS buildings and branches. All successful innovators with *paper-based ideas* will be given a grant to develop their concept further, before any possible test on the RBS estate.

Additional support from RBS includes:

- Expertise to help accelerate their innovation to market
- Practical support and insights from the RBS Innovation Panel
- Access to the RBS Property Team and online events
- Connecting and collaborating with other leading innovators.

“The innovation gateway is a fantastic opportunity for SME’s to showcase their products. This is no easy option however; there is a rigorous selection process. The academics and industry experts involved in judging have to be certain that the idea can produce the desired results. RBS is a bank after all, and the business case has to stand up. It takes someone special to bring together Cambridge professors, SME’s and a high street bank and make it work; when you meet Marcela Navarro it is clear why she is the best person to lead this. She is a rare commodity; a professional banker who understands environmental issues and the problems facing SME’s.

As well as being a great tool to increase the visibility of our products the programme also makes good business sense for the RBS, as todays SME's are the large companies of the future. Everyone involved benefits, including the environment with lower CO₂ emissions."

The RBS Innovation Gateway is an ongoing scheme. For details about how to apply, and for any further information please visit: <https://www.innovationgateway.rbs.com>

For journalists, have a look at the Innovation Gateway Vimeo channel for video content, background information and quotes. <https://vimeo.com/channels/751278>