

## South East Regional Conference Future-proofing your business



## ECA South East Region - Chair's Welcome Andy Hartley, GCL Building Technologies



### Thank you to our Sponsors

**Headline Sponsor** 



#### **Sponsors**









# Industry update Steve Bratt, ECA Group CEO

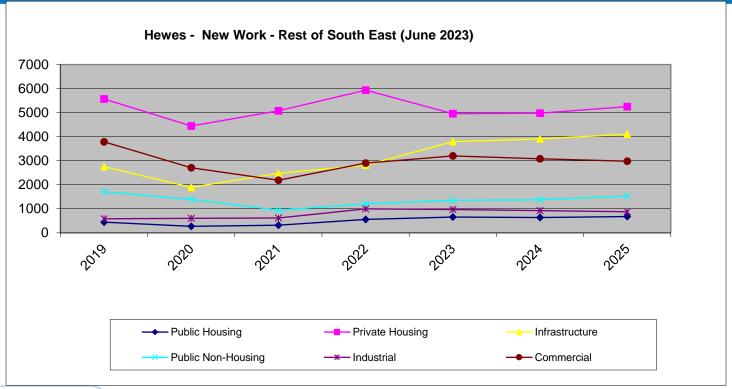


#### **Content**

- Market update
- ECA priorities and activities
- Q&A

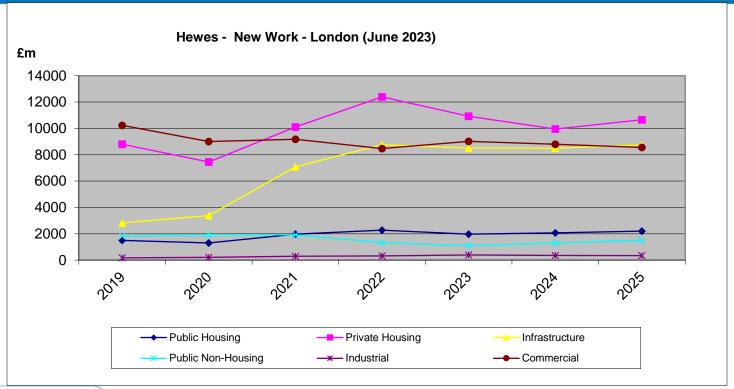


#### **Market Update**





#### **Market Update**





#### What do we do



Credibility – position as representing the best



Influence the influencers e.g., Specifiers, Government

Lead our industry and our Member businesses to growth and prosperity

Creating growth



Deliver unrivalled services to Members





#### **ECA Group**

























#### **MyECA App**















#### **eRAMS**

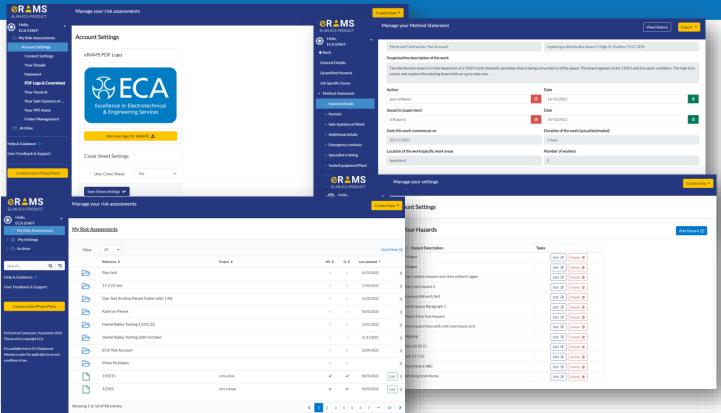


## New design and features including:

- improved file management
- digital audit trail of amendments
- ability to customize control measures
- hazards and PPE lists
- digital signatures



#### **eRAMS**

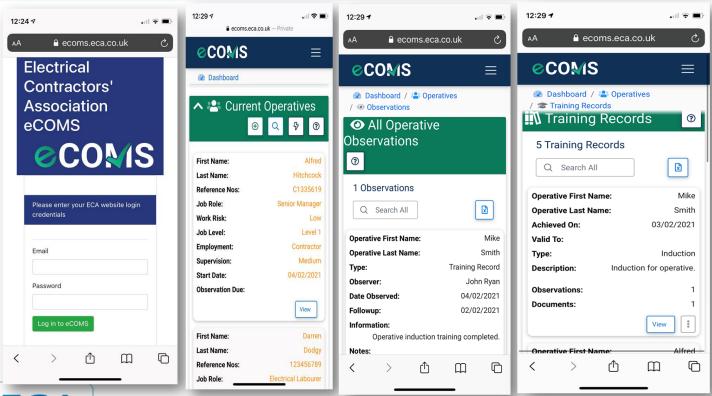


#### **eCOMS**





#### **eCOMS**

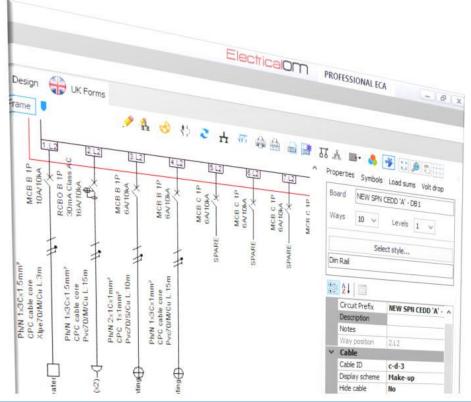




#### MODECSOFT ElectricalOM

#### **ECA Members Receive:**

- 15% discount
- Priority user support
- CAD & UK forms addons
- EOM Mobile App
- ElectricalOM priority technical support





#### **Member Benefits**

**ECA Member Exclusive Discounted Subscription Service** 

80 standards with access for up to 5 users for only £100 per year.





## Part P & Training Discounts



## **ECA** represents its Members through focussed, active engagement with a wide range of government and industry stakeholders

































#### **Local Skills Improvement Plans**

- 38 x LSIPs submitted to DfE on 31st May
  - Defining local skills development priorities for next 3 years
- ECA engaged directly with 27 LSIPs including Kent, Surrey (+ N. Hants) and Sussex
  - Workforce & learner numbers (big local differences)
  - Prioritising industry-recognised training routes: including cracking down on 'dead-end' full-time and short courses
  - Boosting local availability of relevant CPD (e.g. net zero)
- Surrey branch especially proactive
  - Action planning meeting with Surrey Chamber and local training providers on 21<sup>st</sup> June
- Central ECA support available for other branches and/or REC if wish to explore further (<u>not</u> too late)

	Electrician population	Apprentice recruitment	Full-timers vs apprentices
Kent	1 in 249	3.0%	295%
Surrey	1 in 746	8.8%	151%
Sussex	1 in 448	7.1%	161%

Local electrical workforce and learner data – with thanks to JTL Research



# Solar PV – Technical considerations, installation and compliance requirements

Luke Osborne, ECA Energy & Emerging Technologies Solutions Advisor









### Why Solar- why now?

- Energy prices not predicted to return to prepandemic level
- Customers looking to save money and are more aware of their carbon footprint
- Businesses and institutions have energy and carbon reduction commitments.
- Increased requirements for low builds and buildings undergoing extensive renovations in Building Regulations Approved Document L (2021)



**Technical Team** 



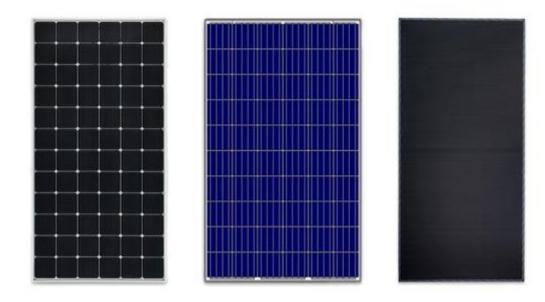
### What constitutes a PV system?

## PV modules



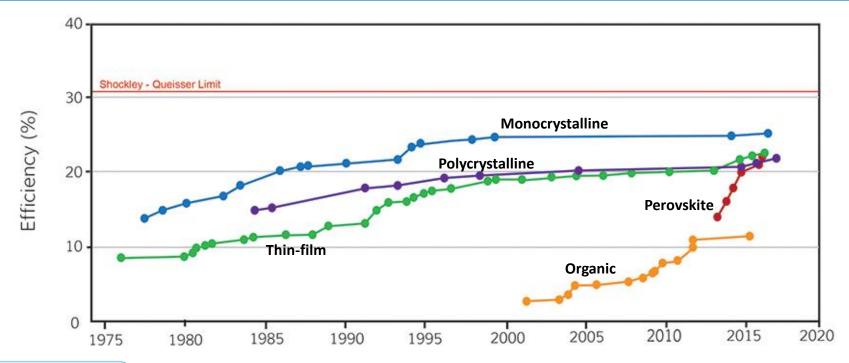
## What constitutes a PV system?

#### **PV Modules**



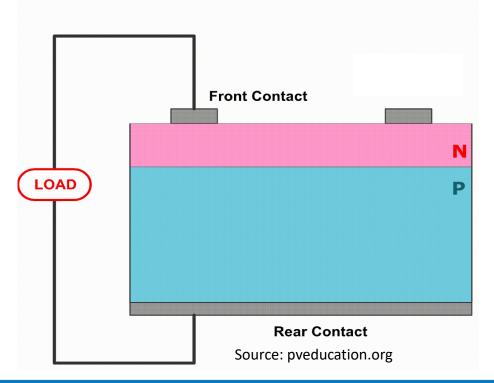


### PV Panels- Cell types and efficiencies



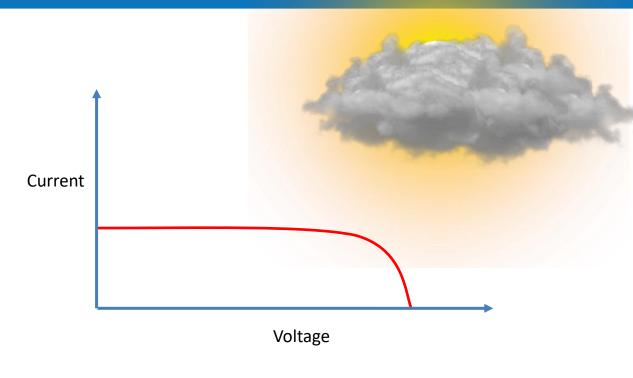


- Photon is a 'packet of energy'
- Absorption of the energy excites electron causing it to 'escape' from the material, when a circuit is provided, in the form of current.
- The 'hole' migrates through the material to the negative side.
- When the circuit is closed, the electron travels through the circuit and finally meets the 'hole' and completes the circuit.



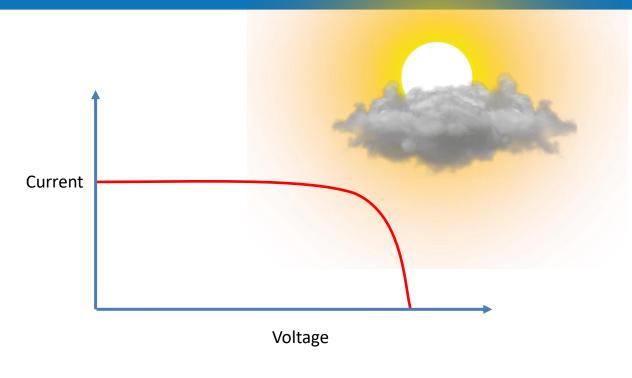


More light = more current



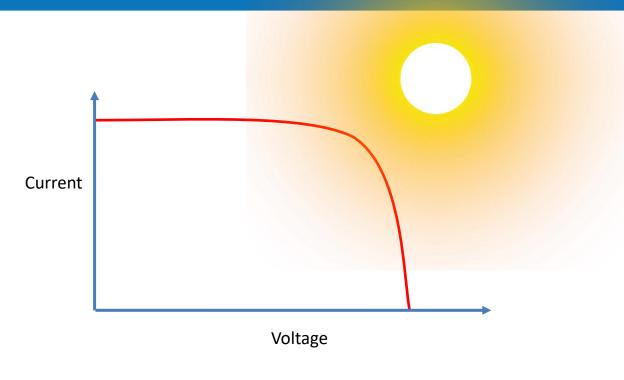


- More light = more current
- Voltage is more or less constant





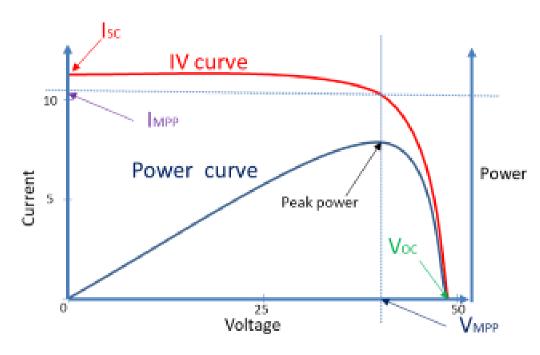
- More light = more current
- Voltage is more or less constant





## PV Panels: Understanding the datasheets

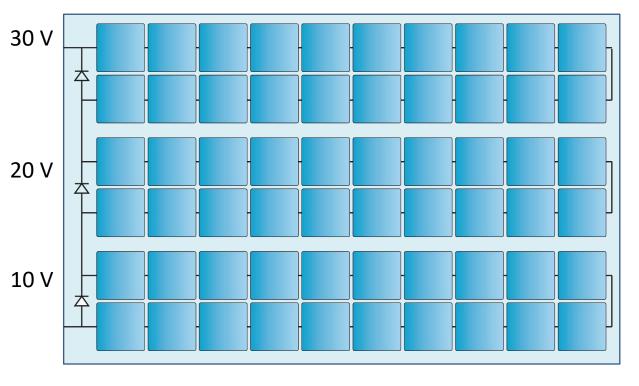
ELECTRICAL DATA (STC)	TSH-415 06098-09	TSM-420 0609R-08	TSM-425 DE09RJ08	TSM-430 06099L08	TSM-435 DE09RJ08		
Peak Power Watts-Prox (Wp)*	415	420	425	430	435		
Power Tolerance-Pissa (W)	0/15	0/+5	0/+5	0/15	0/15		
Maximum Power Voltage-Vriso-(V)	41.0	41.3	41.5	41.8	42.0		
Maximum Power Current-Iner (A)	10.11	10.17	10,24	10.30	10.36		
Open Circuit Voltage-Voc (V)	49.4	49.7	49.9	50.3	90.6		
Short Circuit Current-Isc (A)	10.64	10.69	10.74	10.81	10.86		
Module Efficiency r <sub>i</sub> m (%)	20.0	21.0	21.3	21.5	21.0		
STC Insidence SSSS BitnA, Cell Temperature 25°C, Air/RessAMLS: "Heavuring Informace: ±9°N-							





## Module configuration

- Each cell generates
   0.35- 0.5 V
- 20 cells in series (10V) 'string'
- 3 'strings' in series (30V)
- Current generated is proportional to cell sizearound 10A per cell.
- In series so 10A per panel!
- Commonly 60/72 cells





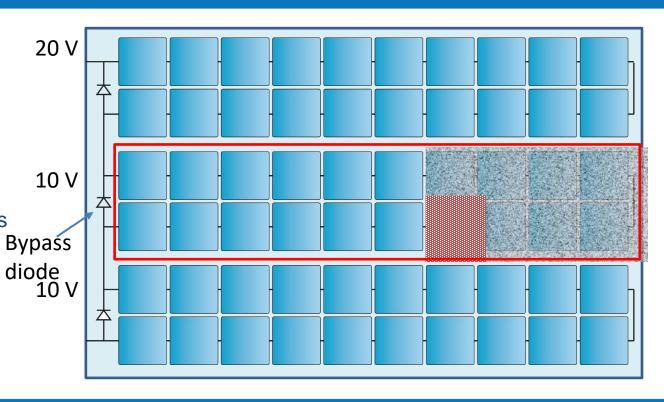
## Module configuration

 Bypass diode in case one 'string' is damaged/ shaded

 One poor cell will impact 1/3<sup>rd</sup> of the panel output

 However, now there is a voltage mismatch between the panels

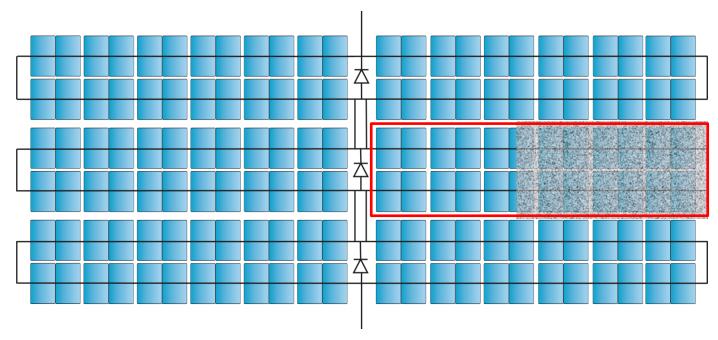
 Potential heat damage to the bypass diode





## Newer half cell panels

- Same half-cell voltage
- Half current per half cell
- Lower resistive losses= better efficiencies
- Less panel effected by shading/soiling
- Higher overall power





### What constitutes a PV system?

# Inverters and Power conditioning equipment



#### Inverters and power conditioning equipment

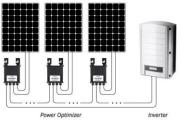
#### String Inverter

- Standard system converting DC to AC
- Single/multiple DC strings connected and converted to 230V per phase AC
- Lower cost installation



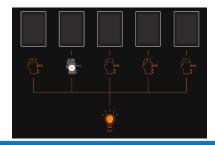
#### Power optimiser

- Balances the current and voltage at a module level to ensure MPPT for each panel
- Can mitigate against shading effects
- Some systems default to a safe 1v per panel with in an erroneous state
- Used in conjunction with inverter



#### Micro-inverter

- Miniature DC-AC inverter behind every panel
- Can mitigate against the effects of shading
- Creates an AC bus at 230V
- No single point of failure (parallel operation)

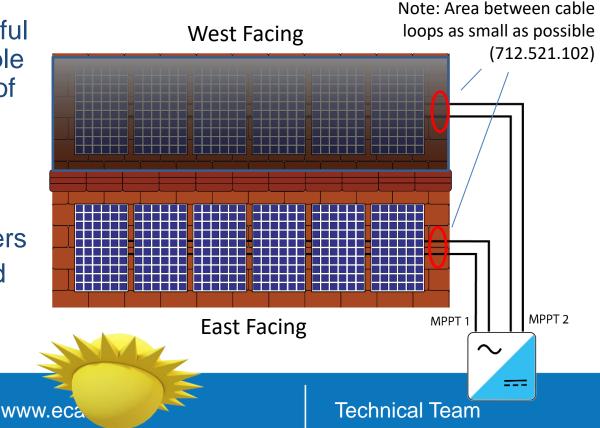




#### Multiple MPPT

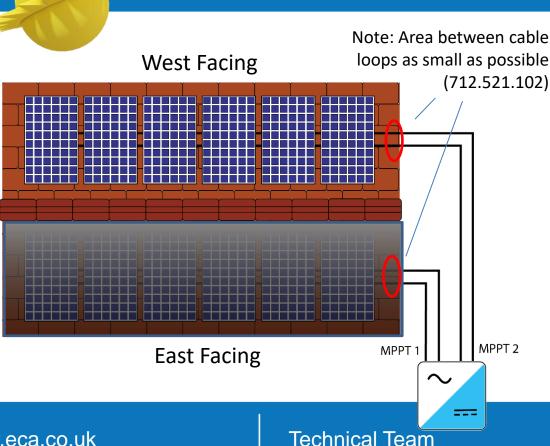
- Multiple MPPT is useful when installing multiple arrays on differing roof faces
- Allows inverter to maximise generation for each face independently of others
- Power optimisers and micro-inverters take this to a panel level

& Engineering Services



#### Multiple MPPT

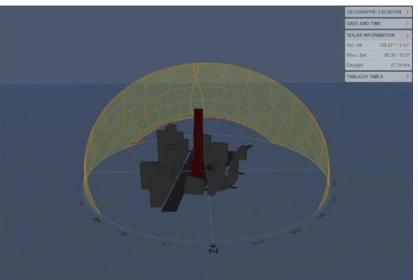
- Multiple MPPT is useful when installing multiple arrays on differing roof faces
- Allows inverter to maximise generation for each face independently of others
- Power optimisers and micro-inverters take this to a panel level



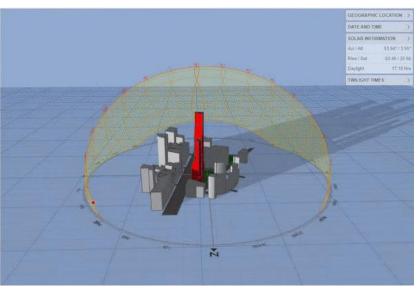


#### Angle and orientation

Winter sun path



Summer sun path



- Longer shadows
- Lower sun angle

Less shading (www.andrewmarsh.com)



www.eca.co.uk

**Technical Team** 

#### What constitutes a PV system?

# Balance of system (BoS)



#### Balance of system: DC

#### Cables:

- Double or reinforced insulation (712.410.102)
- Tinned throughout
  - BS EN 50618

#### **Devices for isolation**

- A switch disconnector or circuit breaker to be provided on DC side of the inverter
- (712.537.2.2.101)
- Duly rated
- Double pole
- May be incorporated into inverter



#### **Connectors:**

- (712.526)
- MC4
- Male and Female
- Use ratchet crimping tool
- Not pliers!



#### Other:

- Overcurrent protection (712.533.101)
  - gPV fuses
  - Circuit breakers
- Combiner boxes
- Blocking diodes
- Enclosures (712.512.102)
- SPD (712.534)
  - If required as per general rules (443.4.1)





#### Balance of system: Mounting



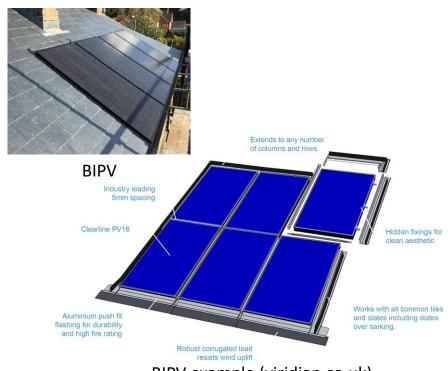
Hook and Rail system

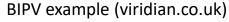


**Seemed Roof Clamps** 



Ballasted system







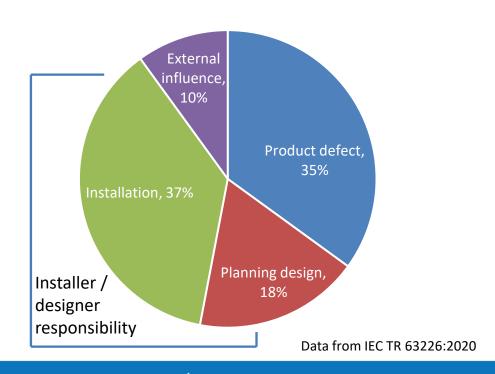
www.eca.co.uk

**Technical Team** 

#### How safe are PV systems?

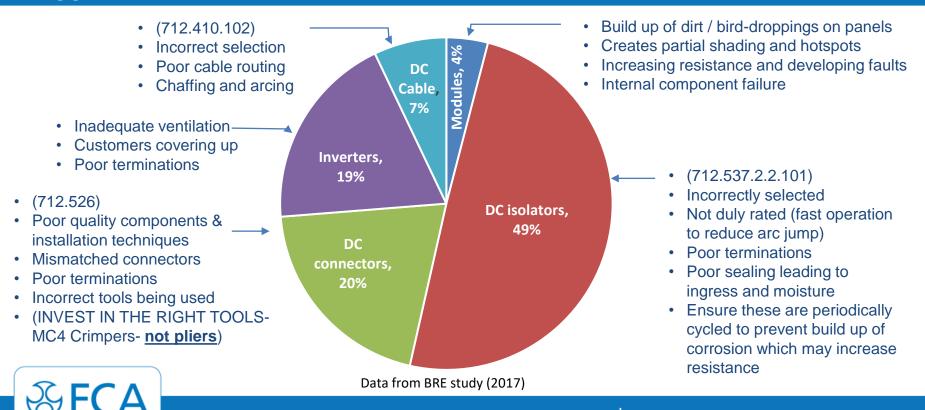
- Very low failure rates
- PV systems are solid state
  - Not many moving parts
  - (inverter fans and switch gear)
- Therefore, pretty robust
- But, it is important to understand where the issues occur

#### Primary Fire causes from PV systems on buildings





### PV system components most likely to develop faults leading to fires

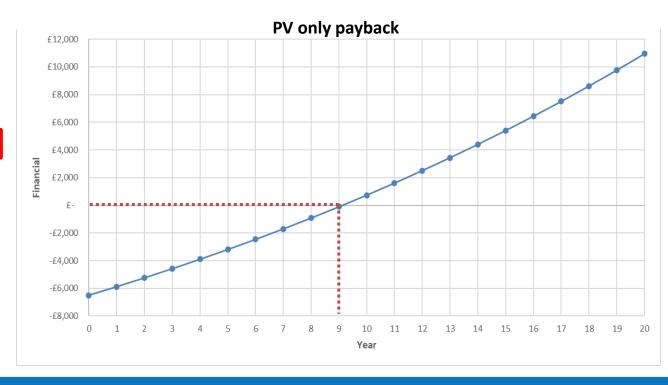


**Technical Team** 

& Engineering Services

#### Costing and payback PV only

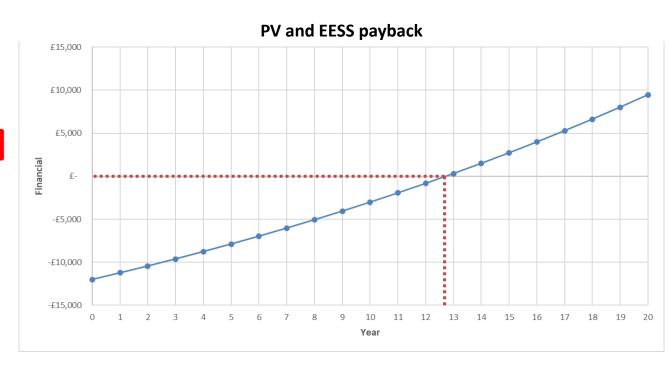
System size kWp		3.78
Cost of system	£	6,500
Annual maintenance	£	65
Export estimate		57%
Consumption estimate		43%
Annual Inflation		2%
Electricity inflation		4.0%
Monetary Return	£	10,958
Percentage return		169%
Avg Annual return	£	873
Annual Return		9%





#### Costing and payback PV and EESS

	3.78
£	12,000
£	360
	10%
	90%
	2%
	4.0%
£	9,457
	79%
£	1,073
	6%
	£

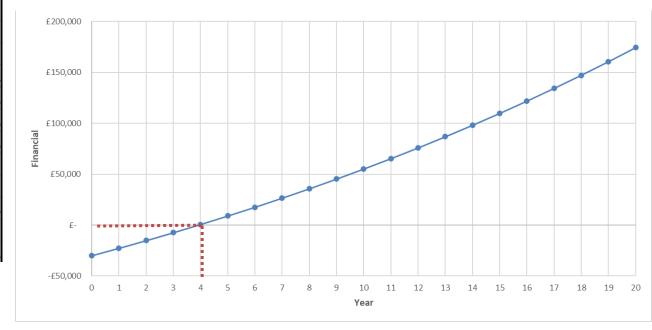




#### Payback Solar- School

System size kWp		25.20
Cost of system	£	30,000
Annual maintenance	£	2,100
Export estimate		40%
Consumption estimate		60%
Annual inflation		2%
Electricity inflation		4.0%
Monetary return	£	174,322
Percentage return		581%
Average annual return	£	10,216
Annual return		24%

#### School PV payback





#### Additional opportunities

#### Monitoring and maintenance package

- Most systems can notify you of an issue and lack of generation
- Offer System monitoring and annual / biannual system checks
- Can lead to additional business opportunities such as:
  - · Re-lighting,
  - EVCP.
  - EESS installation
  - Keeps you in mind as their electrician of choice.
  - Word of mouth promotion
    - Beats advertising!

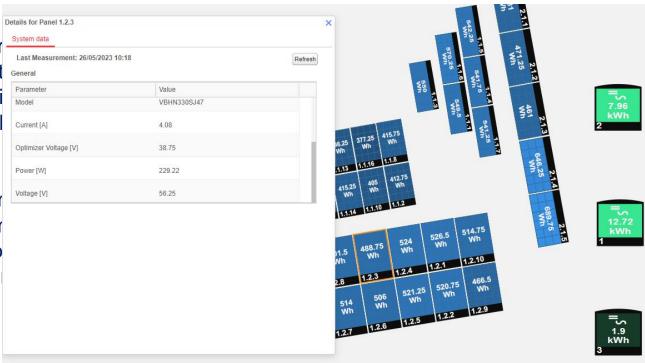




#### Additional opportunities

#### Monitoring and mainter

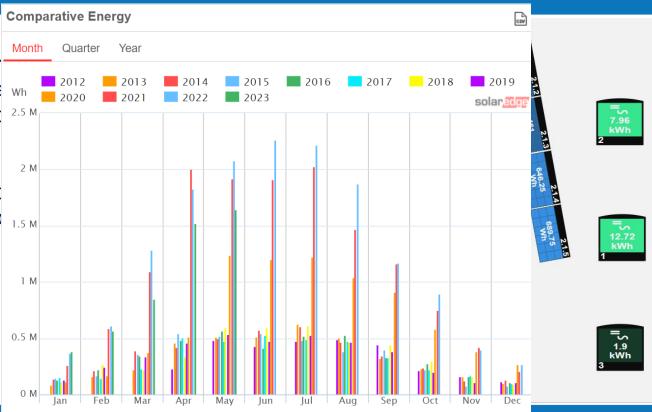
- Most systems can not
- Offer System monitori
- Can lead to additional
  - Re-lighting,
  - EVCP,
  - EESS installation
  - Keeps you in mir
  - Word of mouth p
    - Beats adve





#### Additional opportunities

- Monitoring and mair
  - Most systems ca wh
  - Offer System mc <sup>2.5 M</sup>
  - Can lead to addi
    - Relighting, electrician of
    - Word of mo <sub>1.5 M</sub>
      - Beats





#### Resources

#### Resources:

- MCS standards and library
- <u>IET Code of Practice for Grid-</u> <u>connected Solar Photovoltaic systems</u>

#### Design tools:

- www.segen.co.uk
- www.easypv.com
- www.solaredge.com







## Coming to a location near you! EXCLUSIVE TO ECA MEMBERS

Net zero is changing the face of the electrotechnical sector, presenting huge opportunities. This year, ECA is hosting the **Project Net Zero Roadshow** to give ECA Members an advantage in a growing market.

#### WHY ATTEND?

- Discover how your business can benefit from net zero and low-carbon work.
- Speak with sponsors from leading manufacturers and suppliers.
- Chance to win giveaway prizes.



Find out more and book at www.eca.co.uk/ProjectNetZero















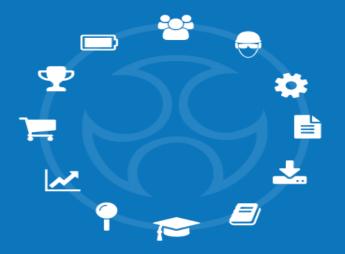












## ECA Business Resilience



#### Who we are?





#### **Rob Driscoll**

- Director of Legal & Business
- Solicitor & Mediator
- Cabinet Office SME Advisor and Payment Group Chair
- CLC Business Models:
   Payment, Retentions and
   Fair Practices





**Obaid Bin-Nasir** 

- Solicitor
- Law Society Executive



#### **Contents**

- 2023: The economy & inflation
- Resilience in process
- Resilience in risk profile
- Resilience in credit control
- Resilience through security

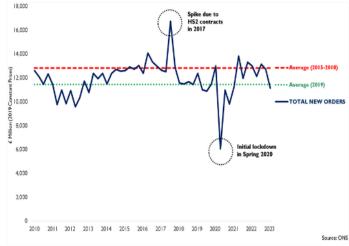
Resilience = the
capacity
to <u>withstand</u> or to
recover quickly from
difficulties



#### 2023: Economic resilience

- 1979-85 7-14% interest rate
- 2023: Food inflation hit 18%
- If you remove quantitative easing post 2007 financial crash to maintain sub-prime debt from economic melt-down. The cost of borrowing is now 'normal'.
- Interest rates may peak at 5%.
- Inflation and debt servicing costs devalue real wages.

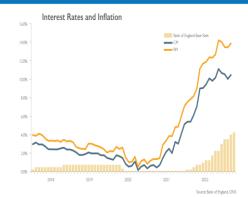


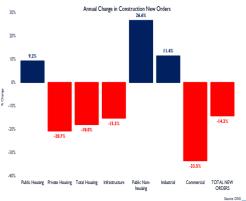




#### 2023: The economy and inflation

- The cost of service debt is double the % of GDP even though interest rates are below a third.
- SVB and Credit Suisse unsettled the market.
- Budget = weak growth + ongoing budget deficit.
- 2027 Govt revenue growth ↑20% expenditure growth ↑10%
- Interest↑ = housing demand ◆30-40%Q4 2022
- IPA/Treasury reassessment of infrastructure pipeline.



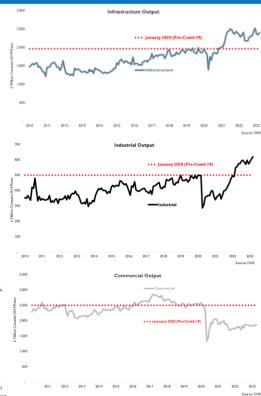




#### 2023: The economy and inflation

- Infrastructure ★0.7%23 ★1.3%24
- Industrial ↑1.1%23 ↓1.4%24
- 2/3 of the growth activity is from RMI which is counter-cyclical to construction
- Towers **↓**1/3

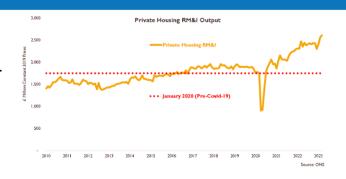


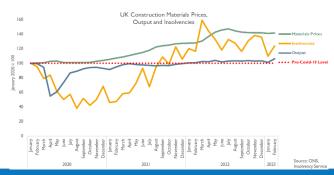




#### 2023: The economy and inflation

- 2022 volume **Ψ** 6.2%
- **↓**11% 23/24 (6.4**↓**2023 4.7%**↓**2024
- 2025 breakeven.
- Borrowing costs could also lead to financial crisis, metal exchange
- Wage stagnation, higher taxation, higher debt servicing
- Worrying levels of insolvencies rising in construction and labour levels







#### Resilience in process

#### **Offer** = invitation to treat

 Please give us a quote/estimate for carrying out the works...

#### Counter-offer

- Please go ahead, subject to....
- Please go ahead, but could you just....
- Revised quotes
  - Change of spec
  - Change of design
  - Change of kit
  - Alteration to price





## Acceptance

An unequivocal YES!

Silence = acquiescence = acceptance

Thank you for your order. It is our policy to review all orders, so we will revert with any comments in due course. In the meantime we look forward to working with you in accordance with our original quote.



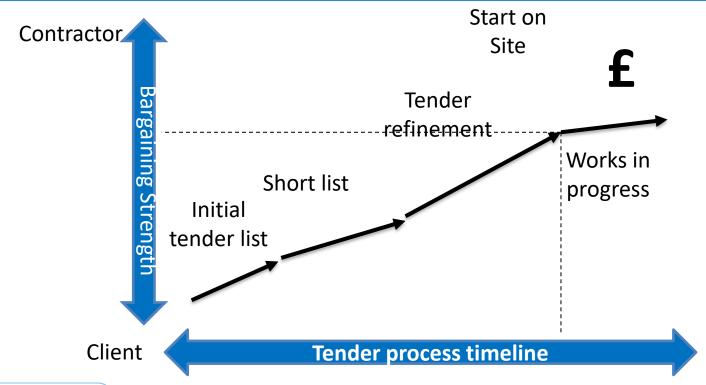


#### **Battle of the forms**



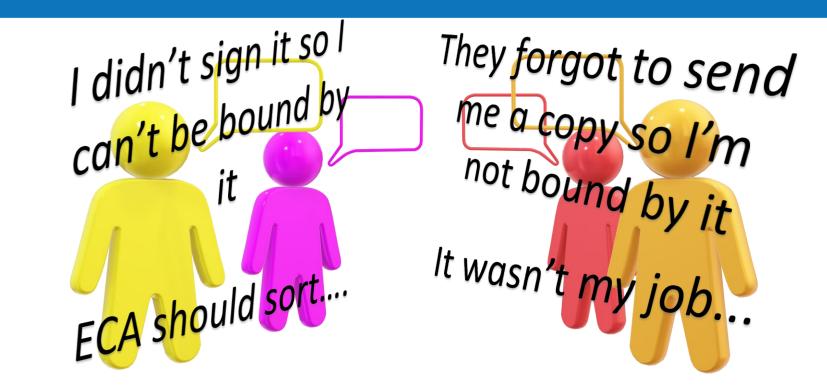


#### **Resilience in process**





#### **Lessons learned**





#### Resilience in risk profile

#### **Contractual hotspots**

- Compulsory instructions that don't' form variations
- Ownership of materials, tools and plant
- FFP & design
- Step-down documents
- Cross contract set-off
- Pay when paid 3<sup>rd</sup> party insolvency
- Termination at will



#### **Negotiations**

- Russian
- Endurance
- Alpha
- Logical

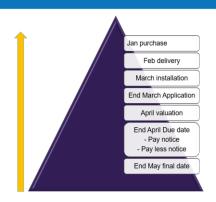


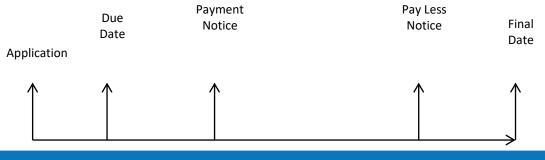


#### Resilience through credit control

#### Forewarned is forearmed

- Cost risk analysis of profit –v- risk
- ECA's construction contracts designed to protect your business – strong entitlement to clear payment cycle and time & money in the event of variations or changes.







#### Resilience in credit control

#### **Outstanding payments on projects**

- Interim payment system
- ECA can help triage:
  - Debt recovery letters
  - Commercial settlements
  - Statutory demands
  - Litigation
  - Adjudication







#### **Resilience through security**

- Director's Guarantee
- Parent Company Guarantee
- Performance Bond
  - Demand
  - Default
- Cash retention –v- Retention Bond
- ECA Guarantee of Works
- ECA Bond







#### Resilience

- 2023: The economy & inflation
- Resilience in process
- Resilience in risk profile
- Resilience in credit control
- Resilience through security











## Energy transition – how our energy storage is changing and adapting to the growth in renewable generation

Richard Molloy, BDM, Distributed Energy Management, Eaton







#### Key drivers for the energy transition



**Decarbonisation** through electrification



**Decentralisation** and growing share of renewables



**Digitalisation** in the electrical sector



## The electrification of our economies

The electrification of our economy is the most efficient way to decarbonize Europe, but this increases power demand and risk of grid congestion.







**Buildings** 

Industry



Power demand increases by

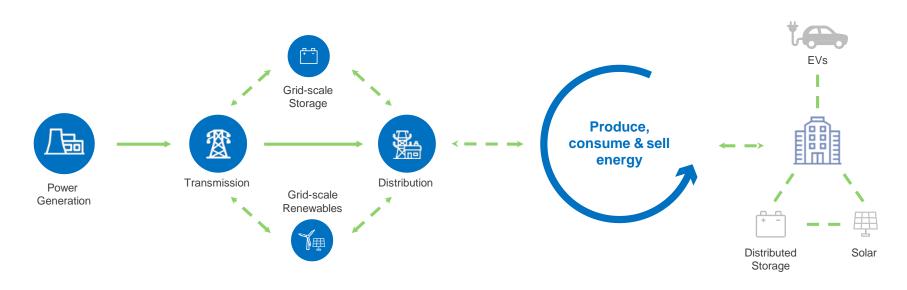
65 %

over 2018-50

BloombergNEF Sector coupling study



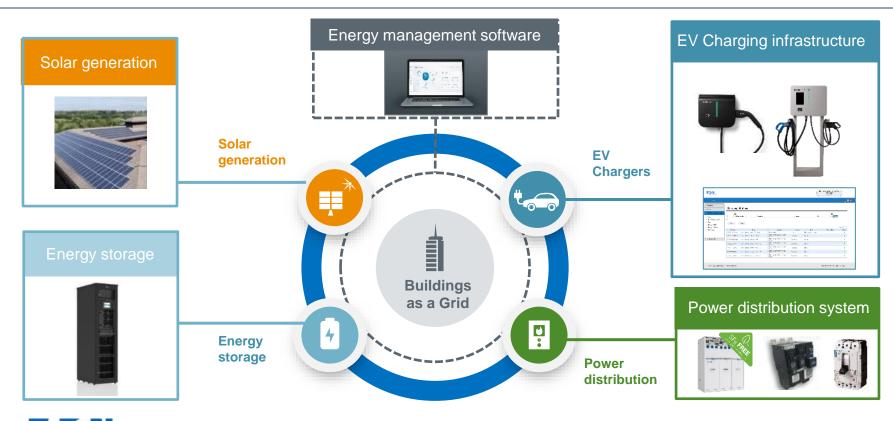
## Energy transition is changing the electrical power value chain



Buildings will play an increasingly important role in the future energy system, being able function as energy hubs and acting as proactive participants in the smart electricity network capable of providing flexibility services



# Buildings as a Grid

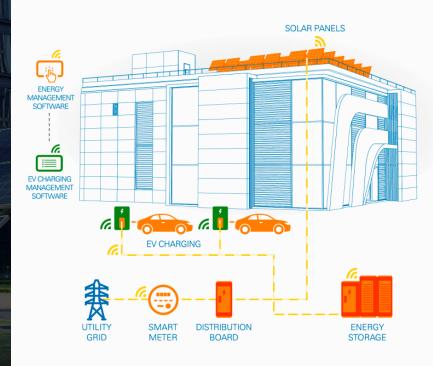


# Building energy management software

All-in-one software management system to manage the energy flows in your building

- Monitoring of the connected devices (energy storage, PV production, EV charging infrastructure, electrical meters)
- Optimization (Maximize solar self-consumption, time of use, peak shaving, load shifting, EV Charging power limitation)
- PV production forecast
- Firmware update management
- Alert notifications





© 2021 Eaton. All rights reserved

#### Switzerland - 17.6°C Clear Eaton - Lausanne ✓



⊖ EMS Demo ∨







Assets













Last 30 days **№** 54% **№** 68%



Last 30 days Today ✓ CHF 24.36 
✓ CHF 1,143.65



#### Renewables Production

Today Last 30 days √ 136.19 kWh 

✓ 12.26 MWh





# xStorage Compact

#### Features

- Bidirectional 3-phase converter up to 40 kW
- Symmetrical charge/discharge
- Expandable up to 5 x 40kW converters in parallel
- Battery pack with proprietary battery management system (BMS)
- 50 kWh per string of 5 battery packs
- Expandable up to 3 x 50kWh strings per converter
- Integrated HMI/PLC touch screen user interface and application controller





# xStorage Compact

#### Applications



Maximising self-consumption of onsite renewables



Shifting time of use of electricity



Peak shaving



Back-up power (energy security)

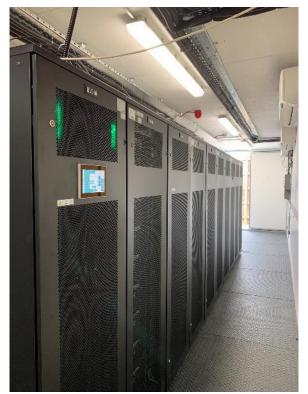


Provision of grid stabilization services





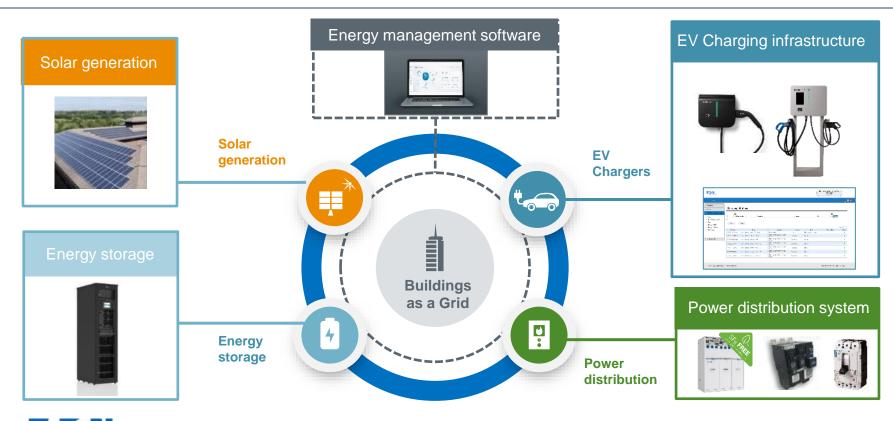
# Example installation, 200kW 750kWh







# Buildings as a Grid





# Eaton GM DC 22

A wall-mounted DC fast charger easy-to-use for everyone

- No footprint charger for indoor parking facilities
- DC charging for everyone
- Fast charging speed, high efficiency
- Future-proof charger
- Compact charger
- Quiet DC charging experience suited to all types of vehicles



# Eaton GM DC 44/66

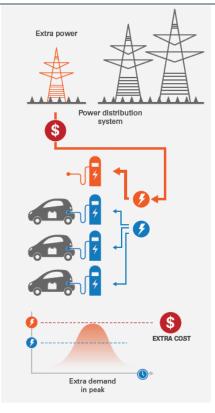
Fast charger for public or private parking facilities

- Fast charging speed, high efficiency
- Future-proof charger
- Compact charger





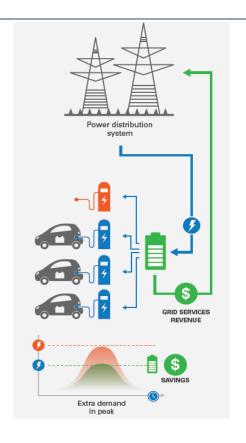
# Integrating EV chargers with Energy Storage in buildings



- Increase in capacity of the site
- High peak usage charge



- ✓ Peak shaving
- Improved power quality and back-up power
- ✓ Grid services revenues: demand-side response & frequency control



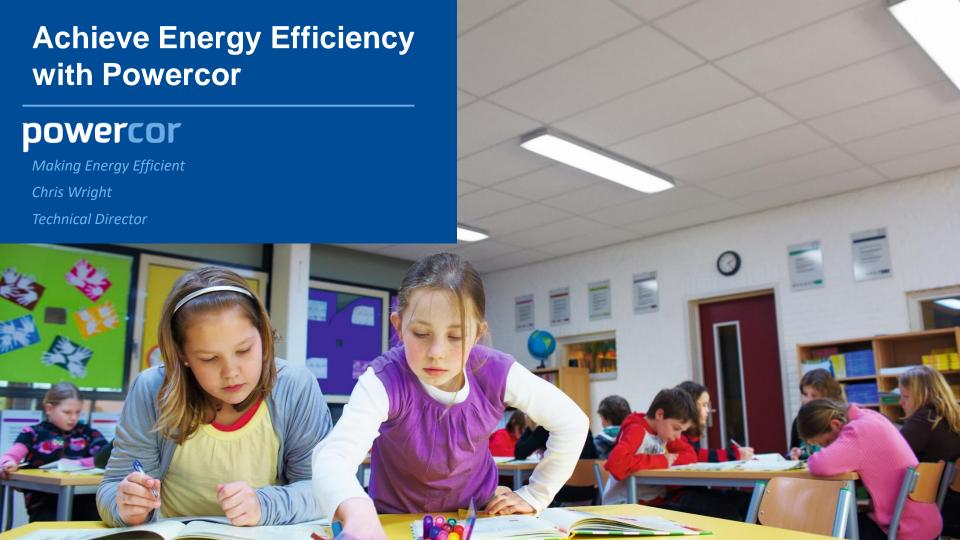




# The Powercor Journey Energy Saving Projects, Sustainability and Powercor Accelerators in Business growth

Chris Wright, Technical Director, Powercor





#### My Journey / Our Growth Journey / Accelerators

#### powercor



1988 Apprenticeship





1994 Australia





1998 Powercor





ehter ehter ehter ehter e

## Powercor Our Journey 1998 – 2023 Growth – Sustainability – Accelerators



1998 - 60 K Turn Over - 2 Staff

2023 - 9 M Turn Over - 60 + Staff









ehter ehter ehter ehter e

# **About Us Today**

We work in the Commercial & Education sector.

**Award-winning company** delivering sustainable and efficient energy solutions. ECA Contractor of the Year / JTL

Over 25 years' experience upgrading power & lighting systems for businesses and schools.

Empowering clients to **proactively manage their energy** and **reduce wastage**. Visualise Energy Reduction

**Dedicated team of technicians and engineers** to manage all energy needs, trained and certified, DBS registered

**Certified System Integrator & Partner of Signify / Philips** 

Member of leading UK organisations for Electrical Engineering &

Health and Safety Practices





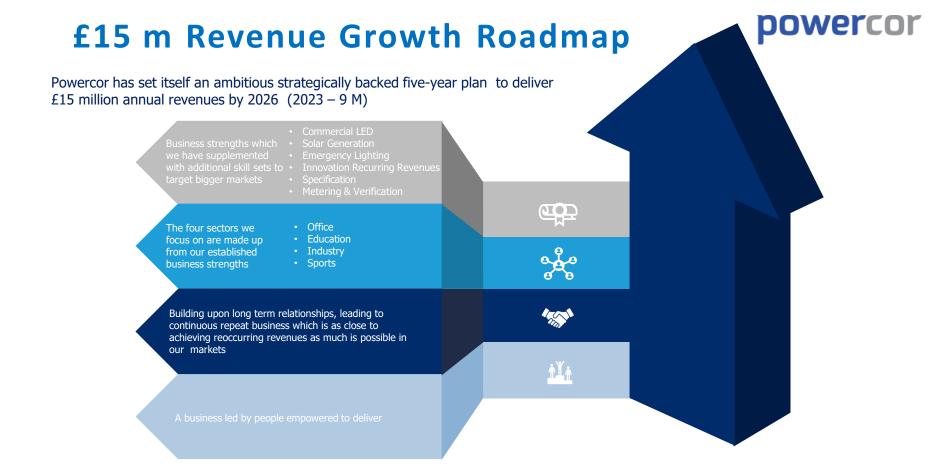
**Our Partners** 











We remain focused on delivering results and have the capacity and depth of expertise to expand to successfully meet our ambitious goal of £15 million revenues.



#### **Electrical Engineering Services to Education & Commercial Sectors**



# Automated Metering and Targeting Track real-time energy

usage to identify energy wastage and build an energy efficient school.



# LED Lighting and Controls

Install high quality, cost effective LED lighting systems to optimise learning environments.



## Light / Solar As A Service

Upgrade your lighting with no capital investment to deliver the latest technology within budget.



# Lighting Compliance Meet lighting

Meet lighting compliance standards to protect your staff and pupils.



# Power & Infrastructure Upgrade

Upgrade electrical infrastructure to meet the growing needs of your property.

And introducing... **UV-C lighting technology** for the disinfection of air, surfaces and objects to protect the health of your community.

ehter ehter ehter ehter e

#### Customers





























































































































## powercor

**Our Partners** 





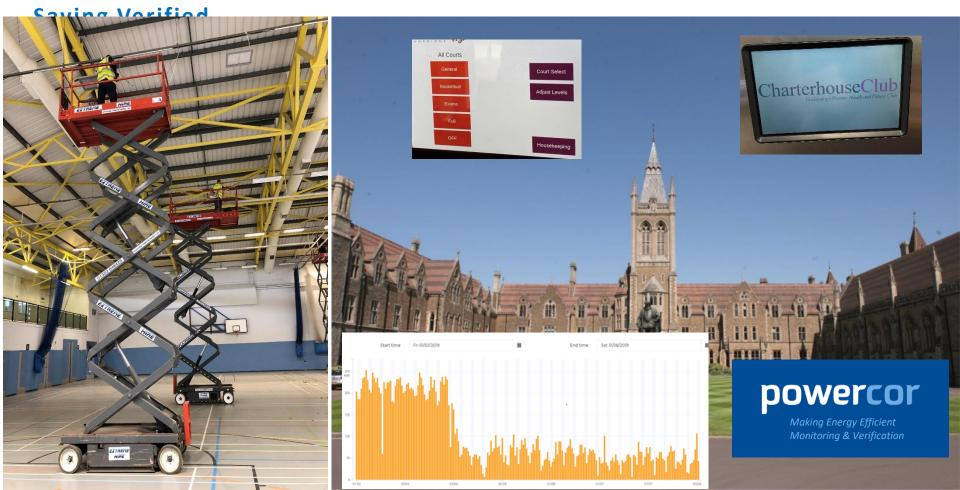






# **Growth Accelerator's AM & T**

#### AM & T / Sports Hall / Behavior Change / Charterhouse School / 67%



# AM & T / Real Time Measurements, Shortens Sale Cycle for us Keeps you as the Trusted Advisor



Real Elvergy (KWH) consumption

10,455.46

16,429,56

Leads

First North

First South

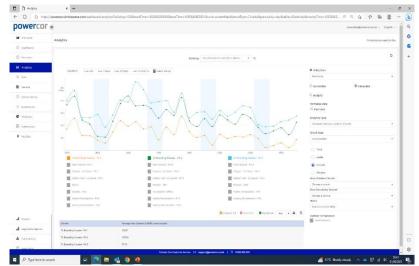
of named

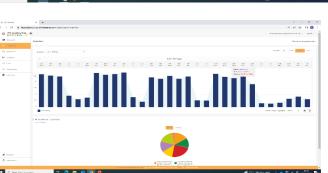
(5) Need Note:

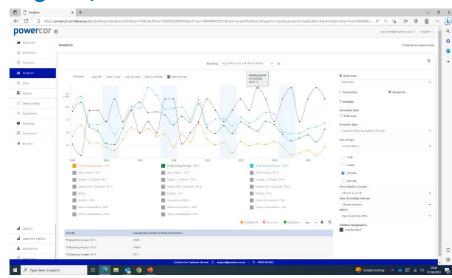




# AM & T / Solar / Additional Load ? / Power Quality etc. anytime MAX AMPS / Rationals / Car Chargers / Weather Correlation



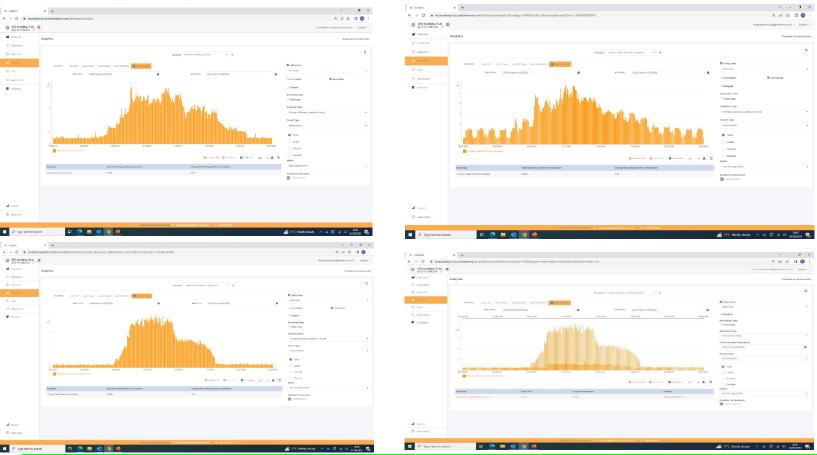








#### Recent School Project / Competitions Between Schools / Savings Behavior Change Schools.



This is easy to use, it's not a BMS system and we have children using in their schools

#### Satro Challenge, Behavior Change

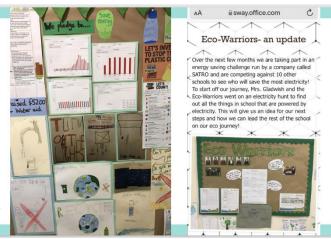


#### **Energy Saving Challenge 2022**

Anne Edward SATRO Managing Director Carl Webb
SATRO STEM Tutor

Chris Wright
PowerCor
Technical Director

## powercor



#### **SATRO** Energy Saving Challenge 2022























Smart meters supplied by **powercor** 

#### SATRO Energy Saving Challenge 2022





Total Carbon Saved

1st Place – 34.29%

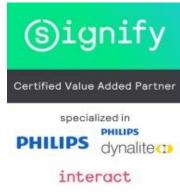
Sponsored by **powercor** 



# **Growth Accelerator's Signify / Philips**

#### Powercor Partnership since 2013, Brand Success, Open Doors





#### Meet the partner

Powercor specialises in delivering every aspect of electrical solutions and energy saving technologies to its clients. Powercor covers the domestic, commercial, industrial and public sectors for individual clients, consultants, architects and organizations throughout the UK.

Powercor's knowledge, aptitude and expertise means it can deliver a diverse range of services while maintaining the highest workmanship and safety standards, earning the business a reputation for excellence among clients. powercor



# Signify "Lighting Beyond illumination"



3D Printed Lighting Circular Economy / Sustainable

interact

- Lifi / Data / Secure
- Indoor Navigation / GPS / Warehouse
- People Movement / Hot Desk / Bars / Toilets
- **Volatile Organic Compounds / Air Quality**
- **Environmental Measurements**
- **Humidity/ Temperature**
- Sound
- Circadian Rhythm
- **People Count**
- Asset Track











#### Signify "Lighting Beyond illumination" Various Offerings, Indoor

Certified Value Added Partner

specialized in

PHILIPS dynaliteco

interact

#### Interact Office

**Asset Track** 

Building intelligence with light

Office lighting is everywhere.

- · What if it could help you to minimize energy use, achieve operational excellence and provide insights to help you optimize your office space? How about improving productivity, employee engagement and well-being?
- · Interact Office software enabled by connected LED lighting lets you do all this and more.

#### We do this through:



Lighting management

Space

management

(S)ignify



Lighting asset management

Indoor

navigation



Energy optimization

Bio-adaptive

lighting



Scene

management

#### IN-STORE ANALYTICS: LINLOCKING THE VALUE IN YOUR DATA

Capture real-time data on customer and employee activity within the store. Using analytics, store managers and store planners are able to generate actionable insights that help improve purchase conversion, create opportunities for upselling and improve staff productivity. In-store Analytics can allow you to see the unseen and discover insights across the entire store.







- . Compare footfall against sales revenue for
- The intelligence we can gather from

online shopping can now be used effectively in-store



- "view "peel-off" rates to measure the

Through timely data, potential problem can be identified and remediated before they occur



Forecasts and optimum use of resources is

Combine data on sales, footfall and consumer Produce tailored promotions to increase

Better understand the buying patterns and

and develop new resonue streams **Deloitte** 

interact

Environmental

monitoring

14 Interact Office - Building intelligence with light





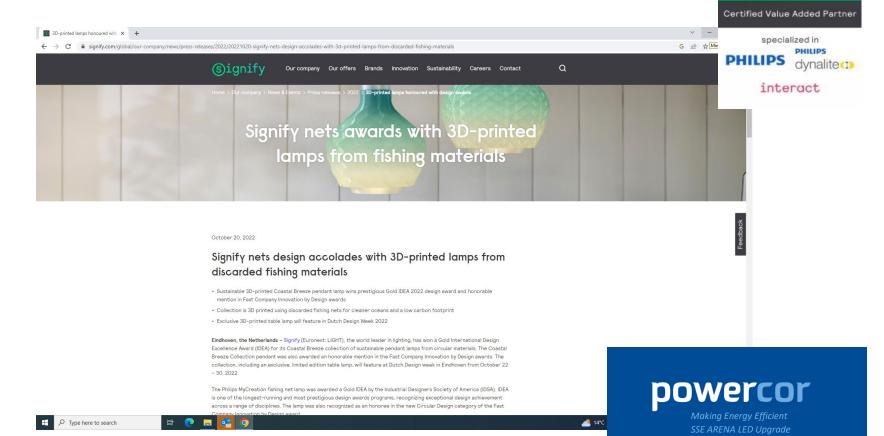




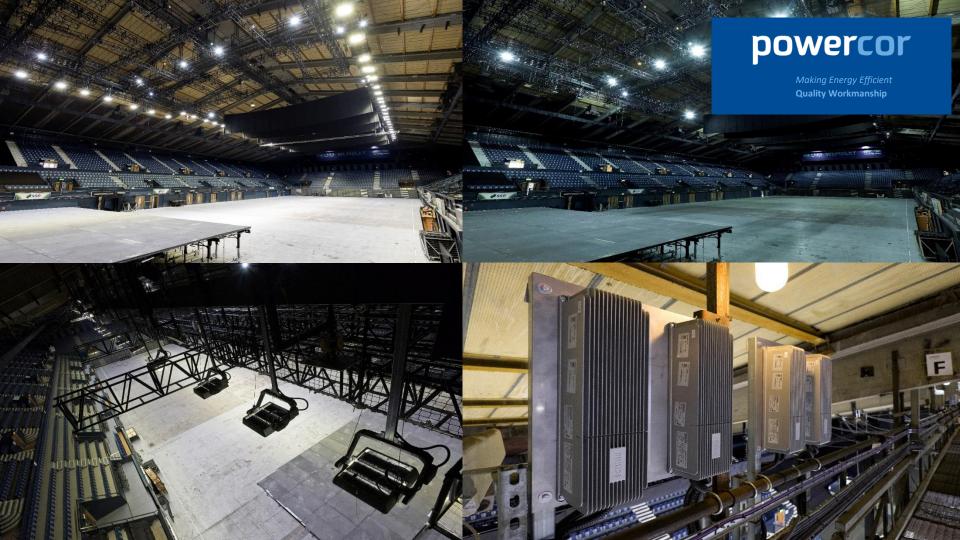
powercor

#### Signify "Lighting Beyond illumination" 3D Printed Fishing Ghost N















# powercor

Making Energy Efficient Olympic Stadium







Project Win April 2023 Selected Philips / Signify Main LED Supplier 40 no. Schools
Full Lighting Turnkey project
Survey Completed May 2023
Awaiting Tender for Installation Services



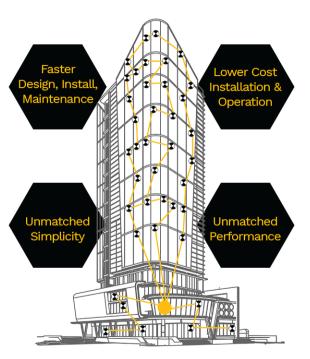




## **Growth Accelerator's Clevertronic's**

## 







#### Zoneworks XT HIVE introduces Dynamic Self-Managed (DSM) Meshing

- · One single RF controller for 1,000 fittings
- · Unlimited fittings per system
- · Highest data throughput and performance

Less backbone = Less cost

#### Zoneworks XT HIVE features the absolute simplest RF backbone set up for any site.

- · Every fitting self-discovers other fittings around it to form "colonies" that dynamically build the network
- · Maximising the efficiency of the overall network
- · Minimising commissioning and system management time

DSM Meshing = Faster & more reliable















#### **Emergency Lighting BS5266: 2016, Free Support, On Site Warranty, ALS**

#### **Clevertronics – Product Range**





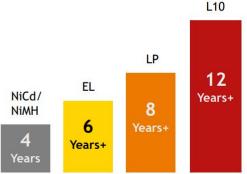
EL lasts 50% longer than NiCd and NiMH ranges



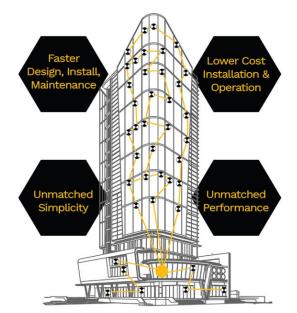
CLP lasts 30% longer than EL



L10 lasts 50% longer than any other Lithium range







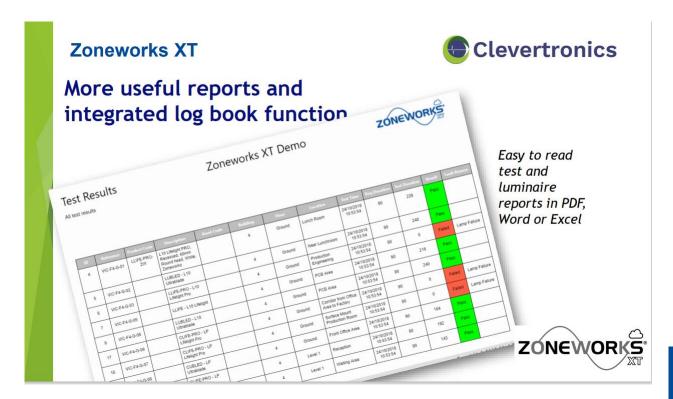


#### Advantage **Lifetime Support** (ALS)

When you install a Zoneworks system it comes with a lifetime support program designed and structured to ensure your system is operating as expected. If you have any questions, require training, need software upgrades or general support, you get this at no extra charge. As a site or project changes hands from the installer to the building owner & maintenance contractor, so does this support package. We will be there for the life of the system; we guarantee it.



#### **Emergency Lighting BS5266: 2016, Free Support, On Site Warranty, ALS**









PHILIPS dynalite(1)

interact





Value ?
Questions ?
THANK YOU!



# Mental health support for you and your workforce

Vicki Leslie, ECIS Client Relationship Manager







### Mental Wellbeing

Vicki Leslie 15<sup>th</sup> June 2023

#### Who are ECIS?

- Established in 1980 Wholly owned subsidiary of the ECA
- Regulated insurance broker
- Specialising in
  - Private Medical Insurance
  - Cash Plans
- Health Assessments
- Chartered status







#### Health

- The WHO defines: "Health is a state of complete physical, mental and social well-being and not merely the absence of disease and infirmity"
- Physical and Mental wellbeing need to be treated with same importance
- Reduce stigma
- We all have similarities and we all have differences.





## Bupa Health Insights

- 1 in 6 people experience mental health problems in the workplace
- Research suggests that work related issues cause twice as many mental health problems for men
- Only 13% of people say they live with consistently positive mental health
- 45% of people think that their mental health has declined since 2020
- 9.8% of sickness absence days in the UK can be attributed to mental health conditions
- 66% of employees are not comfortable raising their mental health to their employer





#### **Key Facts**

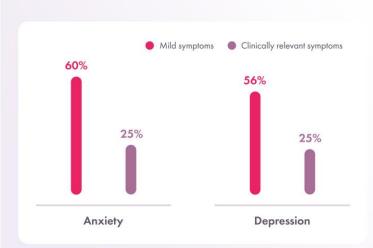
- What do you think is the biggest cause of stress in the UK?<sup>3</sup>
- In 2021/2022, 1.81 million people were referred, 1.24 million entered treatment and 688,000 finished a course of treatment<sup>1</sup>
- Rates of depression are still significantly higher than prior to the pandemic
- Workplace Health Report shows 56% of employees are experiencing symptoms of depression only 10% seek support



## Employees experiencing symptoms of anxiety and depression

Symptoms of anxiety and depression as measured by the GAD-7 and PHQ-9.

Mild symptoms defined as scoring ≥5. Clinically relevant symptoms defined as scoring ≥10

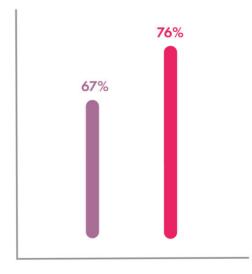


Source The Workplace Health Report: 2023



## Employees experiencing moderate-to-high stress levels





2022

2023

Source The Workplace Health Report: 2023





### Mental Wellbeing

- Most common issues: stress, anxiety and depression
- Pandemic made things difficult isolation, bereavement, loss of income, home schooling, lack of privacy, fear
- Stress physical effects, mood/behavioural effects
- Anxiety cardio issues, memory loss, avoidance
- Depression difficulty concentrating, lack of energy, pessimistic



#### What is stress?

- Body's reaction to feeling threatened or under pressure
- Releases stress hormones
- Stress comes in many forms;
  - Physical
  - Environmental
  - Emotional
  - Acute life events





#### How to reduce stress

- Physical Activity
- Sleep
- Avoid too much caffeine, alcohol and nicotine
- Manage your time
- Relaxation techniques
- Communication





# Support available





- ECA Private medical insurance scheme Bupa
  - Employee Assistance Programme (EAP), completely confidential. Available 24/7
  - Babylon Virtual GP
  - Face to face counselling
  - In-patient cover
- Bupa Cash Plan includes EAP
- Line Managers
- Charities such as EIC and MIND







Vicki Leslie
07545 439254
vicki.leslie@ecins.co.uk

# Conclusions and thanks Sean Smyth, ECA President



## And thank you again to our Sponsors

**Headline Sponsor** 



#### **Sponsors**







