

HIE LINKS

OUR WEEKLY UPDATE

18 September 2023

This is your weekly round-up of news and events from HIE.

Details of upcoming HIE events can be found on the HIE website - www.hie.co.uk/events

Events organised by other organisations e.g. Scottish Enterprise, Business Gateway etc can be found on www.findbusinesssupport.gov.scot

IN THE NEWS

www.hie.co.uk/latest-news

- 12 Sept: **Funding award for smart wheelchair manufacturing facility in Moray**
Forres business Phoenix Instinct Ltd is preparing to launch and manufacture new, smart, lightweight wheelchairs.
- 14 Sept: **Young entrepreneurs welcomed onto business support programme**
Led by HIE with growth deal funding, IMPACT30 is developing the next generation of Highlands and Islands entrepreneurs.
- 15 Sept: **Fort William company to expand and create more jobs**
The Highland Soap Company was awarded £51k from HIE to double production capacity, increase turnover and create new jobs.
- 15 Sept: **Tests under way to explore combined wind and wave energy platforms**
Wave Energy Scotland is running the tests at Edinburgh University's FloWave facility.
- 15 Sept: **Start-up grants pilot for local Shetland business to continue**
HIE and Shetland Islands Council (SIC) will continue the Shetland Business start-up grant scheme following an 18-month pilot.
- 15 Sept: **Farrpoint inspires young people into telecoms at Orkney Science Festival**
HIE and telecoms consultancy Farrpoint delivered two workshops for young people at Kirkwall Grammar School as part of the Orkney International Science Festival.

DID YOU SEE?

- [Caithness and Sutherland area team September newsletter](#)

SOCIAL MEDIA HIGHLIGHTS

X [Follow us](#)

- 11 Sept: Alex MacLellan is the man behind the drones for Highland Access Ltd. The insights and strategies he's learned from IMPACT30 have improved his efficiency and decision-making.

LINKEDIN [Connect with us](#)

- 12 Sept: A company in Moray is preparing to launch and manufacture new, smart, lightweight wheelchairs.

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- 14 Sept: Young entrepreneurs from the Highlands and Islands have become the latest to be accepted onto IMPACT30, a year-long programme aimed at developing the next generation of entrepreneurs.

#FRIDAYFACTS FROM OUR CHIEF EXECUTIVE

- 15 Sept: [An robh fios agaibh gu bheil comas Gàidhlig aig 90,000 neach ann an Alba, ge bith a bheil is ga bruidhinn, ga leughadh, ga sgrìobhadh no ga thuigsinn?](#)

EVENTS AND WEBINARS COMING UP

<p>Tues 19 Sept: Business to Healthcare - Innovative research and development opportunities within healthcare in the Highland Council area HIE 2-3pm Online</p>	<p>An informative session for businesses in the healthcare sector who are looking to innovate in Highland region and want to learn about innovative R&D opportunities in NHS Highland. Host Adrian Smith, CEO Digital Healthsense, will be joined by the Innovation team based at Raigmore Hospital, Inverness. Book</p>
<p>Wed 20 Sept: Get ready for winter by insulating against high energy bills Business Energy Scotland 10-10.45am Online</p>	<p>Join this webinar to:</p> <ul style="list-style-type: none"> • Learn how you can check if your current insulation is sufficient. • Understand typical insulation costs and savings. • Discover the key steps to successful insulation - maximise savings and comfort even in hard-to-treat buildings. • Find out about free support and funding. Book
<p>Thurs 21 Sept: Myth busting overseas recruitment Scotland Food and Drink 10-11am Online</p>	<p>Gain advice on how to recruit overseas workers into your business, whatever its size. Hear about the actions that Scotland Food and Drink is taking in this area. Book</p>
<p>Tues 26 Sept: The business benefits of running a sustainable business Business Gateway 2-4pm Online</p>	<p>It's becoming increasingly important to customers to source products from companies with strong green credentials. This webinar will show how becoming more sustainable can increase sales and profits. Book</p>
<p>Wed 27 Sept: Training zone with NMIS (National Manufacturing Institute of Scotland) Ceed 9am-3.00pm In-person event NMIS 3 Netherton Square Paisley, PA3 2EF</p>	<p>Are you an innovator, support organisation, academic, funder, expert, or established business / manufacturer? This in-person event will bring together potential collaborators around business opportunities. The theme is innovation, with a focus on current challenges in sustainability and digitalisation. Book</p>
<p>Thurs 28 Sept: Find out about Digital Twins software HIE 11am-3pm In-person event Life Sciences Innovation Centre, 20a Inverness Campus, IV2 5NA</p>	<p>Introduction to Digital Twins - a digitally replicating software. Book</p>
<p>Thurs 28 Sept: Networking event Food and Drink TechHUB 4-6pm In-person event Uilebheist Distillery & Brewery,</p>	<p>Join this two-hour networking event offering advice and guidance on overcoming ongoing challenges in the food and drink industry. Book</p>

Ness Bank, Inverness, IV2 4SG	
<p>Fri 29 Sept: Productivity Matters conference Productivity Club Scotland 9am-3.30pm In-person event Advanced Research Centre (ARC), University of Glasgow, 11 Chapel Lane, G11 6EW</p>	<p>Hear from businesses, academics and other experts about how to future-proof your business to survive, flourish and succeed. Book</p>
<p>Tues 3 Oct: Tourism businesses: Make your website work for your customers – best practice in user experience (UX) VisitScotland/Business Gateway 11-12 noon Online</p>	<p>Your website is your shop window to the world. It's important to manage it well, so find out how to attract and delight customers with it. Book</p>
<p>Thurs 5 Oct: Tourism businesses: Instagram, TikTok and YouTube - should you be on them and how? VisitScotland/Business Gateway 11-12.30pm Online</p>	<p>Learn how to maximise your content on Instagram, TikTok, and YouTube with our webinar designed specifically for tourism businesses. Book</p>
<p>Thurs 5 Oct: Competitive advantage: stand out, increase revenue and gain a two-year edge Productivity Club Scotland 1-2.30pm Online</p>	<p>Discover the top 10 myths of competitive advantage and how to overcome the barriers to success that can prevent you from standing out in your market. Book</p>
<p>Mon 9 Oct: Artificial Intelligence (AI) can help your business marketing Business Gateway 10am-12 noon Online</p>	<p>This practical webinar will examine how AI can help make your marketing more efficient. AI isn't the future, it's here now, with free tools and systems that could help businesses of all sizes. Book</p>
<p>Tues 10 Oct: India e-commerce opportunity - Fastest route to market for Scottish business Scottish Enterprise 10-11am Online</p>	<p>Learn about opportunities for your business in the India e-commerce sector. The session will demonstrate the fastest route to market for Scottish business through cross-border e-commerce. Book</p>
<p>Thurs 12 Oct: Blogging for tourism businesses VisitScotland/Business Gateway 11am-12.30pm Online</p>	<p>This webinar is designed to help you write and distribute great content for blogs and push your website up the page rankings on search engines. Book</p>
<p>Wed 18 Oct: LinkedIn for business Business Gateway 10am-12 noon Online</p>	<p>Want to boost your business with LinkedIn? We'll take you beyond networking by showing you how it can market your products and promote your brand. Book</p>

<p>Wed 21 Oct: Sourcing Scotland Scotland Food and Drink In-person event Perth Concert Hall Mill Street, Perth</p>	<p><i>Sourcing Scotland</i> is a national event to grow sales of Scottish produce by bringing together buyers and suppliers from across Scotland. If you're looking to grow your business beyond your local area, come along and meet the people who can help you on your journey.</p> <ul style="list-style-type: none"> • Suppliers' registration – now closed • Buyers' registration deadline for 1:1 meetings - 8 September • Lunch and open marketplace registration - 13 October <p>Book</p>
<p>Sun 22 Oct: Revolve certification webinar Zero Waste Scotland 10-11am Online</p>	<p>Learn more about Revolve Certification and if it's right for your reuse services.</p> <p>Book</p>
<p>Wed 25 Oct: Deep dive into the EOT (Employee Ownership Trust) Co-operative Development Scotland 10-11am Online</p>	<p>Second of three webinars offering a deep dive into the technical and practical aspects of employee ownership. This one will cover benefits and drawbacks, financial aspects, legal conditions, protections, warranties and controls.</p> <p>Aimed at business owners looking at succession planning, and professional advisers in the legal, accounting or banking sector.</p> <p>Book</p>
<p>Thurs 2 Nov: CENSIS Technology Summit CENSIS 9am-5pm In-person event Royal Concert Hall, Glasgow G2 3NY</p>	<p>Join the leading event for the sensing, imaging and Internet of Things ecosystem in Scotland. Featuring speakers, exhibitors, debates and networking, this is an in-person event and will not be streamed live.</p> <p>Book</p>
<p>Tues 7 Nov: Hebridean businesses – content review and implementation Business Gateway 10.30am-12 noon Online</p>	<p>Specifically for businesses operating in and exporting from the Outer Hebrides, the session will cover how to check your content to ensure it's working for your business.</p> <p>Book</p>
<p>Thurs 16 Nov: Selling your business masterclass Scottish Enterprise/Co-operative Development Scotland 10am-12 noon Online</p>	<p>Have you considered a succession plan for your business? It's never too early to think about your options. Employee ownership is fast becoming the preferred exit route for business owners.</p> <p>Book</p>
<p>Wed 22 Nov: Recognition and reward – share schemes within the EOT (Employee Ownership Trust) business</p>	<p>Third of three webinars offering a deep dive into the technical and practical aspects of employee ownership. This one will cover</p>

<p>Co-operative Development Scotland 10-11am Online</p>	<p>incentives, share incentives vs bonuses, choosing a share plan, share plan admin and communication.</p> <p>Aimed at business owners looking at succession planning, and professional advisers in the legal, accounting or banking sector.</p> <p>Book</p>
<p>Thurs 14 Dec: Learn how to light your business for less Business Energy Scotland 3.45-4.30pm Online</p>	<p>If you're looking to save energy, cut bills and reduce your carbon footprint, upgrading to modern lighting is a great place to start.</p> <p>The Scottish Government's SME Loan Scheme is offering eligible small and medium sized enterprises, including charities, interest free loans from £1,000 to £100,000 with cashback grants of up to £20,000 to upgrade to energy efficient lighting.</p> <p>Book</p>
<p>Thurs 18 Jan 24: Selling your business masterclass Scottish Enterprise / Co-operative Development Scotland 10am-12 noon Online</p>	<p>Aimed at business owners considering an exit, this is an opportunity to hear IT solutions company Microtech Group and building supply merchants Caley Timber explain what they considered in choosing employee ownership and how things have worked out.</p> <p>Book</p>