

Agenda – TMN Meeting #49

Meeting topic: **“Making the business case for environmentally impactful technology”**

Date: Thursday 7th and Friday 8th May 2020

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Day 1 - Thursday, 7th May (07:00 – 12.00 (CST Houston) / 13.00 – 18.00 (BST UK) / 14:00 – 19:00 (CET Europe)			
1	Welcome, introductions and objectives/ agenda	OTM/ all	13.00
2	Round table sharing of successful practices/ case histories etc. related to meeting topic (see guidelines below)	All attendees	13.15
	Tea / coffee break		14.40
3	Round table sharing (continued)	All attendees	15.00
	Tea / coffee break		16.30
4	OTM Thought Piece	OTM	16.50
5	Wrap-up discussion Day 1	All attendees	17.30
	End of day 1		18.00

Day 2 - Friday, 8th May (07:00 – 12.00 (CST Houston) / 13.00 – 18.00 (BST UK) / 14:00 – 19:00 (CET Europe)			
	Welcome, introductions and objectives/ agenda, review of day 1		13.00
6	Further round table sharing of successful practices/ case histories etc. related to meeting topic	All attendees	13.05
	Tea / coffee		14.40
7	Round table sharing (continued)	All attendees	15.00
	Tea / coffee break		16.30
8	Plenary open discussion on topics raised	OTM/All attendees	16.50
9	TMN future plans – meeting topics etc./ Any other business (Including TMN Benchmarking project)	OTM/ All attendees	17.15
	End of day 2		18.00

Prompt questions

The questions below are intended to explore the meeting theme. They may be used as presentation section headings, but this is not required, and presenters should not feel limited to only these considerations.

- How do you compare technologies of tangible economic value (e.g. uptime improvement) with the comparatively intangible value of environmental technology (e.g. emissions reduction)? To what extent do you attempt to frame it in an “apples to apples” comparison?
- What are the value drivers behind environmental technology? How do these translate into shareholder value?
- How do you articulate the value of environmentally impactful technology? Do you quantify it; if so, how?
- How do the different parts of the business (e.g. assets, top management, central functions, etc.) react to the business case for environmental technology? What kinds of messaging or value articulation resonate with each part?
- Are there any specific areas of environmental impact (e.g. emissions, water contamination, noise pollution) that are considered more important than others? If so, how do you articulate this difference?
- To what extent do your investors / shareholders require your company to quantify performance against ESG metrics (Environmental, Societal, Government)?
- Does your company have a carbon neutral target? If so, is it for operations only, or does it include consumption by the end-user? Where did the initiative to set a target originate and how was it decided?