

## FlexiSolar

FlexiSolar is a design, manufacturing, installation and operations company specialising in the integration of solar PV, electric vehicle charging points and commercial carports.

As current market leader in this area they are at the forefront of the trend in product development to support smart city, energy efficient, sustainable infrastructure and have also authored the first UK industry guide for BRE on this subject area.

Dr Robert Carpenter, Chairman of FlexiSolar said: "With recent announcements by the current Government to end the production of new petrol and diesel vehicles by 2040, global motoring manufacturers are switching their focus to electric only production. Ownership of electric vehicles is set to increase significantly in the next few years and powering these cars on a large scale will be essential - which is exactly what FlexiSolar solar carports will provide."

## The challenge

FlexiSolar struggled to secure the up-front finance and investment that they needed to develop and commercialise their product. Limitations on the range of features integrated and a lack of time or capacity to consider the practical steps required for large scale deployment.

## The solution

With the support provided by Innovate 2 Succeed, FlexiSolar were able to source finance needed to commercialise their business. Our advisers supported FlexiSolar by guiding them to implement a strategy to strengthen their business and find the time to consider the practical steps required for large scale deployment.

## The impact

Following I2S support, FlexiSolar has secured further round of funding of **£2.3m for commercialisation**. The Innovate UK project will demonstrate the use of solar photovoltaic arrays in combination with electric vehicle charge points to provide low carbon power to charge vehicles. In addition a number of product will be integrated into the structures for the first time: an E-bike and E-bus charging station, intelligent LED powered under canopy lighting, and intelligent parking solutions to monitor the use of EV charge point bays.



## Testimonial

*"As a result of the I2S project from the routine exploitation of new technologies to improved customer understanding and better supply chain links. The firm now invests time and resource in innovation strategy and activities and collaborates more extensively on innovation.*

*Our priorities are continuing to scale the business, finding more customers. The key measure of success for a company is to sell products. We'll do this by developing the sales and marketing strategy. I2S is already helping review our strategy and providing further tools to do that."*

**Dr Carpenter - Chairman of FlexiSolar**

To find out how Innovate 2 Succeed can help your business grow contact us on:

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