

## Autumn 2007 Newsletter

Welcome to Orion Innovations' Autumn 2007 Newsletter. Our business continues to grow and this summer we were pleased to welcome Peter Windebank as a new Partner. This has also been a good year for us in developing a presence north of the border. We were recently part of the winning consortium led by TUV NEL Ltd to manage and develop the Environmental Technology Centre (ETC) in East Kilbride. Our associate, Michael Ellis, has relocated to Edinburgh securing us a permanent base in Scotland, and we continue to support the Technology Transfer activities of a number of Scottish academic institutions.

We recently co hosted another in our series of Breakfast Briefings with our colleagues at E4tech Ltd, focused on the commercial realities of Sustainable Transport. Please get in touch if you would like to be informed of future briefings which we hope to hold both in London and the regions.

We would like to take the opportunity to wish you an early Merry Christmas and successful 2008!

### **Orion Innovations LLP part of Successful Consortium to Manage and Develop the Scottish Enterprise Energy Technology Centre**

Following a successful two year pilot phase, Scottish Enterprise has committed funds to develop its Energy Technology Centre (ETC) in East Kilbride and expand its range of activities.

A new three year contract, structured to generate economic benefit in Scotland through the development of innovative technologies, has been awarded by Scottish Enterprise to a consortium of businesses led by TUV NEL. The consortium comprises TUV NEL, New Park Management, Optimat, Orion Innovations and John Brown Engineering.



Under the broad themes of renewable energy and sustainable transport, ETC pilot scheme projects included work on small wind turbines, fuel cells, biomass gasification and the development of hybrid vehicles.

The new contract will allow the ETC to expand its range of services and technology focus in order to assist a wider range of energy and low carbon technologies to progress towards commercial viability. The consortium provides expertise across a number of disciplines ranging from energy technology development and testing, marketing, and business development and growth, through to identifying and accessing funds.

"This is an exciting opportunity for technology innovators to draw upon the expertise available from the consortium partners with the full support of Scottish Enterprise Lanarkshire," says John Bingham, Head of TUV NEL's Low Carbon Technologies Business. "We believe that the ETC will bring tangible economic benefits for all stakeholders and help deliver potentially world leading technologies to market."

Under the Consortium agreement Orion Innovations will assist in the market development of the ETC and provide commercialisation support to projects and companies in areas such as the development of market entry strategies, licensing advice, business and financial planning, and development of industrial partnerships, as appropriate to the needs of individual companies.

If you have any projects that may benefit from the services and support available at the ETC, please contact Alison Cavey on 0203 008 6146 or Alistair Mackinnon of TUV NEL on 01355 593700.

## Business Breakfast, November 14<sup>th</sup> 2007

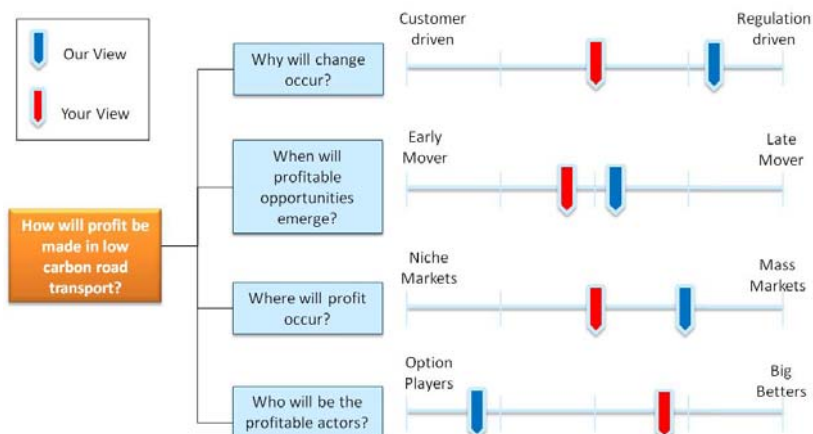
### Low Carbon Transport: Policy Aspiration or Profit Opportunity?

Around 20 invited guests joined us for our most recent Breakfast Briefing that we hosted on 14<sup>th</sup> November 2007 at RIBA with our colleagues from E4tech. We were particularly pleased that the turnout included players from all along the value chain, from major gas suppliers to vehicle builders, with a particularly strong representation from the financial community.

The session was hosted by Peter Windebank (see below) and Adam Chase from E4tech, who presented a “thought piece” on how the market might develop. Recognising the dedication of the guests in turning up so early in the morning, their approach broke the wide-ranging question into four smaller dichotomies (i.e. “either/or” questions), which were then illustrated with examples from recent history, including Walkmans, Bebo and Japanese diesel engine technology.

To take advantage of the audience’s wide experience, we also took a “blind” poll of views prior to the presentation. Our figure shows the comparison with Adam and Peter’s views.

There was, of course, no “right” answer to such a complex question, but the views sparked some lively discussions. There’ll be an update of how accurate these projections were in our Autumn 2017 Newsletter ...



### New Partner at Orion Innovations

We are glad to report that after several months working with us as an Associate, Peter Windebank joined us a Partner during the summer.



Peter has spent over 20 years in the energy industry and has worked right across the business. He sees his move to Orion Innovations as timely, bringing his experience to the growing opportunities amongst its clients.

“I think my profile fits very well with what we want to do at Orion Innovations,” says Peter. “In addition to nearly four years at a start-up, I’ve worked for virtually all of the energy majors as an advisor or as a staffer. I’ve also sat on the other side of the table, advising blue chip clients on how to set up strategic deals with energy suppliers. Through all of this I’ve drawn on my line management experience from Exxon (Esso) and my time as a consultant with A T Kearney.”

This is certainly born out by Peter’s experience over the last five years. Having been the Project Manager for the construction of the ENV fuel cell bike at Intelligent Energy, he moved on to advise the P&O Group on how to structure a bunker fuel supply deal that had the unusual distinction of being signed off by two Lords (John Browne and Jeffrey Sterling). He then spent 18 months in MOD procurement, working with the Energy Category Management Team covering £250 million per year of electricity and natural gas purchases. For most of last year, he was working in Shell with Wipro, the so-called “Bangalore Tiger” of the Indian technology industry.

“I am really looking forward to bringing my mainstream commercial experience to this new, rapidly growing sector”, says Peter. He can be contacted on 0203 008 6146 or 07789 905924