

Spring 2008 Newsletter

Welcome to Orion Innovations' Spring 2008 Newsletter. We have had a hectic six months since our last Newsletter, working across the UK and Europe. We continue to work closely with our consortium partners at the Energy Technology Centre in Scotland (www.scottish-enterprise.com/energy) on a wide range of projects covering diverse technologies from biomass to hybrid vehicles.

At the same time we are expanding our activities by geography and industry with clients in the European process industry. This work is being led by our new Associate, Chris Forsdyke, who brings a wealth of expertise and experience in innovation management in the chemicals and process related industries (see page 2).

Scottish Hydrogen Fuel Cell Association Hydrogen Future Study (SHFCA)

Orion Innovations and Bryte Energy Ltd were recently commissioned by the SHFCA to undertake a concise study of the potential landscape for renewable hydrogen in Scotland to 2050. The report is the first step in a chain of activities that will inform the future development of a Hydrogen Road Map for Scotland.

Existing studies and publicly available data, together with the outputs of independent modelling using Bryte Energy's proprietary FESA model, were used to define the future projected energy demand and supply needs for Scotland to 2050 in 10 year increments. The study showed that the most important factor in establishing a commercial market for renewable hydrogen will be the extensive installation of renewable energy generation capacity. This will give rise to the need to implement Demand Side Management (DSM) techniques, of which hydrogen energy storage is one solution. As a DSM measure, hydrogen is low in the merit order, so the degree to which other DSM techniques are implemented ahead of it will have a significant impact. The FESA model indicated a 'tipping point' at around 2030 when significant volumes of renewable hydrogen could become available.

Building on the outputs from this report, Orion Innovations and Bryte Energy will be running a workshop on behalf of SHFCA in early July for stakeholders and members of the Association. Details can be found via www.shfca.org.uk.



Greenovate! Europe

Orion Innovations has recently joined as the UK representative of Greenovate! Europe, a European Economic Interest Group that brings together a range of professionals with expertise along the entire innovation value chain from research to commercialisation.

Greenovate! Europe is committed to promoting and accelerating the commercialisation of eco-innovative businesses within both European and international markets, and to improving the policy environment for eco-businesses.

Through its diverse members, Greenovate! Europe is able to pool the expertise that is needed for technology and service developers to bring their research results successfully to market, and provide in depth and first-hand knowledge of the European and international markets for eco-business.

Companies within the group include policy think-tanks, lawyers and IPR experts, industry cluster specialists, business development consultants, and investors.

We are currently working with our new European partners on exciting opportunities coming out of the recent European call from DG Environment on Eco-Innovation: pilot and market replication projects. If you are looking to exploit new markets and opportunities in Europe for your business/technology then please give Juliet a ring on 0203 0086146.

Charity Bike Ride – please sponsor us!

Noel, Alison and Juliet have rather rashly committed to cycling 500km from Ho Chi Minh City in Vietnam to Angkor Wat in Cambodia in aid of charity in November. We are each looking to raise £3,000 in sponsorship for our preferred charities: **Diabetes UK, the Multiple Sclerosis Society and Cambodia's Children**. If you are able to sponsor any of us in this challenge, please go to the following websites for secure online donation by credit or debit card. Here we also explain our motivation for supporting our charities in more detail: www.justgiving.com/noelbotha; www.justgiving.com/alisoncavey; www.cambodiaschildren.org (click on Juliet's appeal).

All donations will go directly to our charities. We are also undertaking other fund raising activities, such as car boot sales, a children's Fashion Show, a quartet concert, and an online auction. Any support or help that you can offer will be very gratefully received. We will report back on our adventure in our Christmas newsletter...



New Faces at Orion Innovations



We would like to welcome our new Associate **Chris Forsdyke**. Chris has led business development and project financing teams for major multinationals for more than 15 years and has been supporting companies in Europe, the USA and the Middle East since 1993. His career has included business development and technology management for The Dow Chemical Company and project financing as Senior Consultant with the Saudi Industrial Development Fund.

In 2002, Chris founded Comstratos Sarl (www.comstratos.com), a company specialising in new business growth and optimising existing commercial and manufacturing operations. He recently, acted as CEO to EcoAlert, a biotech spin-out from Plymouth Marine Laboratory.

Chris has an MBA from the University of Cape Town (South Africa) and the Advanced Management Course in Business Development from the University of Michigan (USA).

Business Analyst required

We are currently looking for a full-time, business analyst to be based in our London office. The job will involve challenging and varied consultancy projects within the energy and environment sectors for a range of clients, from small businesses to large corporates and public sector organisations. There will also be opportunities for participation in the business development activities of our fast-moving and rapidly evolving business.

Suitable candidates will have two to four years work experience in a commercial or innovation-driven environment, together with a good degree (preferably post-graduate) in a relevant subject. Candidates must demonstrate enthusiasm, flexibility and the capacity to work independently. Data analysis, problem solving and excellent written and oral communication skills are essential.

Salary will be based upon experience. To apply, please email your CV and a short note explaining why you would like to join us (address below).

Who are we?

Orion Innovations is a specialist consultancy that provides strategic and operational support to new ventures and rapid growth businesses. We work with clients to identify value creating opportunities, develop the strategic and operational plans for their exploitation, and ensure internal delivery capability is in place to realise them. We act as business mentors, interim managers, or consultants depending upon the client's particular needs.

Orion Innovations has particular knowledge and experience in sustainable energy, innovative technologies, and environmental, electronics and process industries. In addition to support for new businesses in these sectors, Orion Innovations also provides specialist advice to large corporate organisations, venture funds, investment banks and Government bodies seeking to interact with them.