

Spring Newsletter 2010

Welcome to our first Newsletter for 2010 and a belated Happy New Year! The past few months have seen us working with a number of new clients whilst continuing to develop fruitful relationships with our existing clients, both at home and further afield across Europe and in Canada.

We are also pleased to welcome another new face to the team and continue to be on the look out for good calibre recruits. So please pass on our details to any potential candidates you may know.

Looking forward, we are anticipating an interesting year ahead with new opportunities developing as the Cleantech agenda continues to mature, and the political landscape evolves ...

One in four heating systems installed in the UK over the next decade needs to use renewable energy

The UK Renewable Energy Strategy



Orion Innovations recently undertook a strategic study for a commercial client that highlighted the enormous challenge in realising the UK government's target to generate 12% of heat from renewable sources by 2020. Less than 1% of heat is currently supplied from renewable sources, such as heat pumps, solar thermal and biofuels.

Natural gas is the dominant fuel source (83%) in the domestic sector, which accounts for a majority of heat use (56%). Industry is the next largest user (30%), with many applications ill-suited to current renewable heat solutions. If the UK is to meet its target for renewable heat in 2020, the equivalent of one in four of all heating systems installed in the next decade, for which there is a technically viable alternative, needs to use renewable energy.

The need to develop and deploy heat solutions that are practical and cost-competitive offers opportunities and risks to incumbent fuel and technology suppliers, innovators and policy makers.

If this is an area that you wish to understand better and investigate, please contact Noel Botha for an informal discussion.



Eco-Innovation

Launch of INNOWATER Project

Orion Innovations is a core delivery partner in the consortium recently selected to deliver the INNOWATER project. INNOWATER is a public private partnership of public innovation agencies, water associations and technology specialists, innovation experts and eco-innovative cluster organisations, coordinated by the European Water Partnership (www.ewp.eu) and supported by the European Commission Europe INNOVA programme.

There is acknowledgement that new technologies will have a fundamental role to play in addressing the future needs for sustainable water supply and climate change adaptation and mitigation throughout Europe. However, although innovative technologies are currently being developed that address these issues (often by SMEs), commercialisation and market penetration remains a challenge.

INNOWATER has been set up to address this challenge by establishing and implementing an innovation partnership to develop and test new and better support tools and delivery mechanisms for SME's looking to commercialise their technologies, and first user industries seeking solutions.

The project involves partners from The Netherlands, Denmark, Cyprus and Spain, and within the UK we will be working with UKCEED, EEDA and EnvirolinkNW.

Please contact Alison Cavey if you would like further details on this project.

Promoting tech transfer of nanosciences, nanotechnology, materials and new production techniques: ProNano

Orion Innovations is a core delivery partner in a second European consortium recently selected to deliver the Framework 7 ProNano project. This project aims to validate new practices to remove major barriers to innovation within the sector. Specifically it involves working with European and national networks and platforms to identify potentially unexploited technology and know-how, and develop and test novel approaches to support their commercialisation. Ultimately the project is aimed at closing investment deals to validate the success of the approach.



The project is being managed by a consortium of experienced innovation consultants and venture capitalists from the UK, Spain, Denmark, Italy, France and Germany.

Please contact Noel Botha if you would like further details on this project.

'Fit for Growth: Are You Equipped to Grow Your Business?'

Orion Innovations was recently asked to take part in the 2010 Rushlight Clean Technologies Show, delivering a well-received workshop entitled 'Fit for Growth: Are You Equipped to Grow Your Business?'. This explored the ways in which growing businesses can face up to the challenge posed by a rapidly changing external environment: how to see, interpret and react to such change. If you would like to view the presentation, please visit our website at www.orioninnovations.co.uk. Alternatively you are most welcome to contact us directly to discuss these, or any other issues related to business growth, on a one-to-one basis.

Now in their third year, Rushlight Awards provide prestigious acknowledgement of excellence and innovation in a broad range of Cleantech sectors from renewable energy to water and waste. Our congratulations go to this year's overall winner Biogreenfinch.

This was the first year that the award ceremony was accompanied by an all day event featuring workshops, an exhibition hall and an afternoon conference. The event was extremely well attended and proved a fruitful ground for making new contacts.



A new member of the team

We would like to welcome **Robin Lane**, who has recently joined the Orion Innovations team as Senior Consultant.

Robin is an experienced consultant with particular expertise in strategy, growth and change management. Over the last four years, he has specialised in low carbon issues, working with a range of private and public sector organisations to solve the challenges and issues associated with the transition to a low carbon economy.

Prior to his move into consultancy Robin spent six years as a corporate lawyer in London, Brussels and Sydney. Robin trained at leading international law firm, Allen & Overy in London, where he played a key role in a number of M&A transactions and stock market listings.

Robin has a LL.M. from University College London and an MBA from Imperial College Business School, London

