

Autumn 2005 Newsletter

Welcome to Orion Innovations' Autumn Newsletter introducing our new 'improved' logo and branding. The last 6 months have been incredibly busy for us, compounded by the fact that we have just moved to new offices in Victoria. The new office gives us more room for our growing team, plus access to flexible working space to better accommodate our client's needs. If you are passing by, drop in and see us – we are only 2 minutes walk from St James Park underground station, and 5 minutes from Victoria Station.



Orion Innovations has taken advantage of the office move to co-locate with E4Tech (www.e4tech.co.uk), a specialist consultancy firm in the field of sustainable energy. In the coming months the two companies will be looking for joint business development by combining our complimentary skills in innovation support and sustainable energy.

E4tech works at the interface between business, technology and policy. Specifically, they serve clients with challenges in the following areas:

- Fuel cells & hydrogen energy
- Biomass & waste for energy
- Sustainable buildings
- Distributed and renewable energy systems.

E4tech works for a wide range of commercial, industrial, financial and government organisations with consultants located in London and Lausanne, Switzerland. E4tech also maintains strong links with academic institutions to ensure that they have access to the latest research.



Orion Innovations provides Strategic & Implementation Support for Customer Offering

In late 2004 Orion Innovations was selected by the Carbon Trust to undertake a strategic review of its Carbon Now programme, focused on the delivery of products and services to help businesses improve their energy efficiency. Orion Innovations worked closely with the client team, its customers and consultants to understand in detail why energy saving opportunities were not being implemented and what could be done to improve the service. This review generated a series of recommendations for improving the Carbon Trust's customer offering, resulting in a fundamental redesign of the product portfolio, product delivery process and consultant & customer management. The Orion Innovations team has since worked closely with the Carbon Trust Project Team to develop new products and processes, and to support the change management process prior to initiation of the new service in early 2006.

Orion Innovations Selected to Support Proof of Concept Programme

Orion Innovations has been selected by the Scottish Executive to act as Outcome Managers for Energy and Emerging Technologies within its Proof of Concept Programme. Orion Innovations will provide commercialisation support for a number of energy and emerging technologies developed within Scottish academic institutions. The company will work closely with each of the Project Teams and associated academic hosts over a six month period to assist them in developing a commercially viable proposition for subsequent exploitation. Orion Innovations team members will also work closely with the Proof of Concept Programme Management Team to assist them in the selection of future new projects for funding.

Orion Innovations Associate Heads Up Warwick University Spin Out



We are pleased to announce that one of our team, Richard Atkinson, has been asked to become the permanent CEO of Optical Antenna Solutions (OAS) based at Warwick University's Venture Centre in Coventry. OAS is a spin out from the University which launched its pioneering wireless technology in November last year. Orion Innovations has provided marketing and commercialisation support to OAS over the last 6 months, and will continue to provide support to Richard as required in his new position. We wish Richard and his new team all the best of luck in the next phase of their development.

New Faces at Orion Innovations

As the company grows we are looking for experienced, high calibre personnel to join our team of Associates. We have recently been joined by:



Simon Hill is an experienced environmental and business consultant with more than 15 years experience. He was formerly Associate Director of Arup, a global design and technology consultancy where he was responsible for leading Arup's environmental consulting business in the North West region. Prior to this appointment, he was an Associate of Booz.Allen & Hamilton's International Practice working with IFIs and multi-national clients, primarily in central and eastern Europe. Simon has extensive project and programme management experience, having been responsible for managing large, geographically dispersed teams, and multi million pound project contracts as well as working closely with the SME sector. He has significant expertise in new energy technologies having been involved in the development and review of a variety of feasibility studies and capital investment projects.

Who are we?

Orion Innovations LLP provides specialist strategic and business development support to new ventures, start-up and early-phase businesses. We work with organisations across many sectors, but have specific experience in the following sectors: energy; environmental; electronics, and process industries. We help businesses define their critical path in the early stages of development and provide support as they grow by providing pragmatic, hands on resource. This may be in the form of mentoring, interim management support or consultancy as appropriate to your needs.

Please contact us if you would like to discuss how we may assist in the future success of your venture. Noel can be reached on 07836 723940 and Alison on 07816 754614, or email below.