



Synergie Annual Review 2008-2009

www.synergiescotland.co.uk

Synergie Annual Review 2008-2009

Despite the recession Synergie has continued to enjoy success through the last 12 months with turnover up by 10% to almost £1.9 million. In particular the Environ division realised a tremendous growth period with its workload now representing a quarter of the annual turnover.

Cost Management services have also grown securing contracts with the Highland Council and the strong working relationship with Scottish Water (SW) and SW Solutions continues. Almost £10 million of new contracts have been won by the Projects Division through two projects; the Fair Isle Bird Observatory which will utilise a novel system of modular construction to minimise on site build time, incorporating many energy saving features to reduce running costs and the Pultney Town Peoples Project, which when complete will be a large community centre incorporating day care, sports facilities and offices. In both projects the design, cost and project management is being run by Synergie as a single offering.

Our focus on the importance of a good web presence has continued and following the re-launch of its main site last year, a new dedicated site for the Training division, www.synergietraining.co.uk was completed and launched in March 2009 with a £10,000 giveaway of free training. We are now in a position to offer clients a new training room with sufficient space and hardware to run IT courses for groups up to 12 people. Training has also secured an exclusive deal with Thomas Telford to be the sole provider of the NEC public courses in Scotland. We have now run courses in almost every Scottish city as NEC continues to prove a very popular form of construction and engineering contract.

The year has also seen several changes within the company with the expansion of the Aberdeen office which has necessitated a move to a larger office. This has been part of a wider programme of focusing energy into the continued development and investment in the Environ division. As part of this, Synergie has bought a controlling interest in Mirspot Ltd, a spin out company from research at Robert Gordon's University (RGU) in Aberdeen. The company specialises in collecting localised metrological data and carrying out analysis of energy availability. Detailed information about the performance of buildings that are proposed or existing is compared against weather conditions using the Mirspot software. Following the detailed analysis recommendations can be made about renewable devices that are appropriate for the specific

site circumstances. This will assist in presenting more auditable planning applications and taking more informed investment decisions.

Uisdean Fraser, Synergie Director was appointed Managing Director of Mirspot, with David Russell, another Synergie Director, taking the role of Director and Company Secretary. Company founder Dr Alan Owen of RGU retains the position of Technical Director, to continue the development of the company products. With worldwide focus on reducing emissions by developing large and small renewable grids and hybrid renewable solutions the next period of development for Mirspot is set to be large and rapid.

Synergie has also trained several staff to fill the need for EPC work that has grown through legislative pressure. We have also seen an expansion of consultancy work to help compliance with the requirements of PAN84 within planning, by producing energy statements to support applications. We continue to work with EMEC in the development of the marine renewable centre, with most of our work ensuring the infrastructure is in place to connect new technology. This has been both challenging and successful with most of the work requiring new solutions to very new problems. We have also seen a rapid growth in the development of small and medium size renewable energy projects and are currently working with several clients on developing wind turbine and hydro projects.

In the early part of 2009 Synergie succeeded to become a preferred consultant to United Nations Industrial Development Organisation (UNIDO), which will enable the development of new clients in the global market. This will see the diversification of Synergie, whose Directors have individual experience of working in many parts of the world, to include opportunities in North Africa, Canada and the Far East.

All three Directors have become representatives on advisory groups within their sectors at the Scottish Renewables Forum 2009; specifically Ian MacGillivray on the Marine Group, Uisdean Fraser on the Bio-Energy Group and David Russell on the Planning Group. Ian has also become a Director of the Inverness Chamber of Commerce for 2009/10.

The Directors would like to take this opportunity to thank all of our Clients and employees for another successful year and we look forward to opportunities and continued growth in the coming year.

