



EcoGenr8 Limited

Cleantech Innovator of the Year 2018 - Hampshire

EcoGenr8 Limited is a development company specialising in creating cleantech that will revolutionise the waste water space. As we have just recognised the in our prestigious UK Enterprise Awards 2018, SME News felt it was high time we caught up with Abigail Field to gain a fascinating insight into this pioneering company.

Established in 2010, EcoGenR8 is an innovation company, focused on the development and commercialisation of cleantech products and services. The firm's unique solutions are targeted specifically at the water and marine sectors; they encompass everything from energy generation to water and waste treatment. The firm's specialist knowledge and understanding offers it the chance to provide its clients with creative solutions, as Abigail proudly highlights.

"As a company, EcoGenR8 are driven by the desire to do things better, improving the efficiency and sustainability of our water and waste treatment, therefore the generation and utilisation of power and energy. We pride ourselves in our ability to identify and adapt technologies and solutions most appropriate for the application and in a highly efficient and cost effective manner. We believe it is this approach that is key to our success and to be recognised for that success through this award makes us feel immensely proud as a company and acknowledges our teams hard work and commitment."

"Central to our approach is our services, which include specialist consultancy, technical and commercial due diligence, project development, technology development and asset management; We also have an engineering services division that delivers process, mechanical, electrical and ICA expertise under the trading name 'AFECO'. These

services are supplied to a wide range of clients such as water utility companies, engineering contracting companies, shipyards and private investor. Our core expertise includes; innovation and optimisation; technology development and commercialisation; technical and commercial due diligence; and engineering design and delivery."

What sets the firm apart from its competitors, according to Abigail, is its client focused approach and commitment to creating innovations which cannot be found elsewhere.

"Operating in a saturated market, at EcoGenR8 we believe that we have a unique skill set that sets us apart from our competitors, facilitated by our business model that enables us to develop and deliver our own technologies and solutions as well as deliver client led projects."

"Firstly, we are not driven solely to sell technology - we want to solve problems and in some cases that may mean a very simple operational change. Secondly, we are wholly diverse in our approach to technology and innovation and are very happy to collaborate with other companies to ensure we can offer the best solution to our clients. Thirdly, we have the inhouse expertise to deliver all stages of the innovation and project delivery cycle from concept design through to installation. And finally, we are very flexible in the way we work and have the ability and experience to work as a

consultant through to Principal Contractor for on-site delivery."

Another key differentiator for the firm is its team of dedicated staff, and as such Abigail is understandably keen to discuss the culture at her firm and how it works to support staff so that they can offer clients the very highest possible standard of service.

"Internally, we are a small team which means that each person plays a vital role. We have a very open culture, holding regular debates around possible solutions and technologies that frequently lead to the formation and development of new ideas. A good work life balance is essential for a successful team and we have a relaxed and flexible approach at work to encourage this."

"It is our team of highly skilled and experienced professionals, who have extensive consulting and contracting experience and includes engineers, scientists and commercial managers, that drive us towards excellence every day. Our knowledge and expertise spans the water, wastewater, waste, marine,

energy and power sectors and covers all stages of the innovation and project delivery cycle from concept through to operations. We draw on this to ensure every client receives the support they need."

As the future stretches ahead of this dynamic and constantly evolving firm, Abigail is excited for EcoGenR8 upcoming projects, as she is proud to conclude.

"Overall, the last two years has seen considerable growth for our company as a number of our solutions have been adopted by the market and our ability to both develop and deliver is being recognised as a key benefit to our water utility clients in particular. We are currently trialling several of our own technology-based solutions and we hope to commercialise these within the next 18 months. These solutions will deliver real benefits to the water sector to increase energy production from biogas, reduce the costs associated with sludge dewatering and transportation, and reduce chemical dependence and we are very excited to be at the forefront of this industry."

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