

Exemplar

E4 environment & Eco2Solar

e4environment.co.uk

eco2solar.co.uk

Two environmental technology companies which linked up through [metnet](#) are helping farmers and landowners make the most of renewable energy opportunities in a new business deal.

Shropshire-based consultancy E4 environment has joined forces with Eco2Solar, in Worcestershire, to work with one of the UK's leading agronomy and land management companies, Agrovista UK.

Mandy Stoker of E4 environment said: "We work with Agrovista UK, which provides specialist agronomy and crop protection products and has a client base of farmers and landowners.

It's a very big company that wanted us to consult and advise their landowners on some of the renewable energy opportunities available.

"Farmers and landowners have space, big buildings with roof space, fields for wind turbines but Agrovista didn't have the experience in-house. E4 environment was asked to speak to clients about what was possible on their land."

The service includes an assessment of the viability of a landholding for electricity generation, assistance with consultations and planning applications, and advice on the technology and installation of wind turbines, anaerobic digestion and solar PV.

How did metnet help?

Mandy met Paul Hutchens, managing director of renewable energy systems supplier Eco2Solar and chairman of the Herefordshire & Worcestershire [metnet](#) steering group, at the network's launch and spotted an opportunity for collaborative working.

Mandy added: "Although we provide the assessment we don't supply the technology. Eco2solar provide the photovoltaic systems and consequently are one of the key suppliers of this service, alongside ourselves. "

Paul said the collaboration with E4 environment was a prime example of how [metnet](#) works best – offering companies the chance to network, discover possible business opportunities while having access to support and advice.

"Companies should be looking to collaborate. This is a massive opportunity for business, but it's a rapidly changing market which means that sometimes companies aren't able to adapt quickly enough to meet the demands of customers. For example, we can't supply wind turbines and we don't offer the consultancy work that Mandy's company does. Consequently, our collaboration is a good match. We are not competing, but complimenting and adding value to each other's business offer."

"The Agrovista project happened because of [metnet](#) – effectively the network provided the platform for our two companies to link up. Lots of companies are talking to us



about collaborating with us, it could be other installers, manufacturers of kit or people who are looking to run larger projects, like building contractors on large retrofit."

The opportunities in the sector are currently in the spotlight following the Government's recent announcements, with businesses and landowners looking at renewable energy in order to take advantage of the Feed-in Tariffs.

This is a scheme whereby organisations, businesses or individuals are paid a generation tariff for all the electricity they generate and an export tariff for the surplus electricity they feed back to the national or local grid.