

## **An opportunity in Waste Water Treatment and Management to acquire a leading water market industry management services and products supplier**

### Executive Summary

- ❖ Supplying the UK waste water industry with management control and monitoring software and hardware solutions.
- ❖ Helping clients to manage waste water which is increasingly both an environmental and cost issue to their businesses.
- ❖ Providing a reliable monitoring of sludge, domestic cess/septic, and other trade wastes from diverse sources.
- ❖ Established for twenty four years in the UK waste water monitoring industry.
- ❖ UK brand leaders in the UK waste water monitoring industry.
- ❖ The Web Based Management System is the market leader with Internet portal access for clients with support contracts.
- ❖ Valuable customer base with recurring revenues.
- ❖ Existing installed base of systems includes the majority of the largest UK Water Companies.
- ❖ Fully developed product capable of global exploitation by an international specialist water contracting enterprise.
- ❖ Years of in-house expertise and know-how in product and systems Research and Development, Water industry regulations, Quality control procedures.
- ❖ Company is unique in offering a total solution, including a complete automated billing service, which no competitor provides.

**Purchaser sought to acquire the existing Waste water monitoring business, comprising the customer base, maintenance contracts, hardware and software products, the waste water management control system, intellectual property rights, staff, physical assets and inventory.**

## Products and Services

### **Management Services**

A software solution which links operational controls to management and financial information which is a leading edge software solution developed specifically for Water companies to improve operating efficiency in the complete management of the cess and septic and sludge process.

Benefits:

- Linking of process parameters to aspects of operational costs;
- Information delivered is being used to increase revenue and reduce operating costs;
- Comparisons of operating efficiency are being made across plants, further refining costs;
- Process Traceability gives confidence to users and meets compliance legislation.

### **Waste Water Management**

A solution for monitoring tanker borne waste into and out of sewage treatment plants, developed in-house, fully assembled and tested in-house from sub-contracted assemblies.

The software is then configured by a high level user interface to meet the client's requirements. Features are:

Site transaction data to manage tanker movements more effectively within Duty of Care guidelines and site license requirements. Records dates, times, contractor details, waste types, volumes, solid levels, etc.

All information on transactions, contractors & sites is available via a web browser.

Variance and exception reporting against site compliance, telemetry link will allow remote interrogation of equipment status, retrieval of stored transaction files, modification of system configuration, programming of sampler, site access restriction to authorised users only using latest smart card technologies, interfacing to sludge management databases.

## Maintenance Services

- Preventative maintenance to all sites every 6 months for full testing of hardware service of mechanical equipment and recalibration of the solidsmeter.
- Guaranteed 2-day response to call-outs.
- Replacement service for valves, solidsmeters, flowmeters and pipework, charged at local travel and contracted prices (inclusive of labour if carried out on a PM visit).
- Pro-active fault reporting on a weekly basis using cellular link to each site.
- Data recovery service for back up logs on all sites.
- Card management service.
- Airtime contracts.
- Site and software licence inclusive.

## Other derivative products

- Trade Logger
- Trade waste reception monitoring
- Intersite Logger
- Logger monitoring movement of sludge between works and sludge centres.
- Domestic Waste Logger
- Domestic waste reception monitoring.
- Sampling of Waste Products. **(New)**
- Vehicle Tracking and monitoring. **(New)**
- Source to destination matching. **(New)**

Each user has their own "smart card", which allows the drivers to access the system. The card management software makes updating the user list for each user both quick and simple. As with the transactional data, this user list can be managed from a central management point.

## Experienced staff

### Engineering Manager

Employed since 1984, and is responsible for all engineering and project management. He is conversant with all Water Company practices and compliance.

### Sales and Business Development Manager

Employed since July 2003 developing new business within the existing customer base.

Targeted at developing overseas markets, and has already set up partnerships in Ireland and Canada.

### Field Service Manager

Joined in 1997 tasked with the contractual and logistical management of both new installations and on-going customer site maintenance.

### Software Engineer

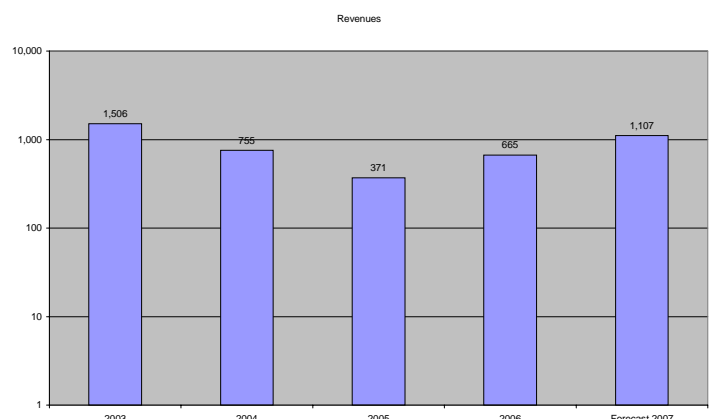
Has been with the company since 1997, and is an extremely experienced particularly in Database and web technologies. He provided technical support for the database that runs the software solution.

### New Market Opportunities

The company is enjoying success in new overseas markets which should provide significant uplift on the business going forwards in Canada, Ireland, Europe and the Middle East.

### Company Financials 2002 – 2006

Year to June	Revenue	Mat	Wages	Gross Margin	GM %age
2003	1,506	593	114	799	53%
2004	755	258	110	387	51%
2005	371	108	83	180	48%
2006	665	356	115	194	29%
Forecast 2007	1,107	554	137	416	38%



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