

Collaboration opens up global opportunities for two UK companies



Two UK companies have teamed up and adopted a new collaborative way of working designed to help them, and their clients, combat the economic downturn.

RUMM (Remote Utility Monitoring and Management), a web based energy management service provider in Ystrad Mynach and Cardiff based Tremorfa, have complementary skills and expertise that have already helped companies cut their annual utility bills by hundreds of thousands of pounds a year.

Tremorfa provide comprehensive property services solutions and have the necessary skills and expertise to implement these energy saving initiatives. They install the approved electrical and mechanical equipment and systems that enable clients to access the relevant energy saving data on-line.

By pooling their resources and combining their marketing activities RUMM and Tremorfa are confident they will increase business opportunities worldwide while offering their clients an even more effective service. Their target is to increase their combined business turnover by £1m in the first financial year.

RUMM, with Tremorfa's support, has already enabled a wide range of organisations and businesses to realise significant savings. These include: Yuasa Batteries in Ebbw Vale which has cut its utility bill by £2.5m over the last 5 years, Doncasters, in Blaenavon, has reduced its energy consumption by 20%, contributing to more than £1.1m savings.

Helen Phillips, Tremorfa's Group Sales & Marketing Director, said: 'Given the current economic climate, helping companies and organisations cut costs by reducing energy consumption has never been more relevant. By working in partnership with RUMM we can provide an extremely cost effective and efficient one stop shop solution.'

Jamie Watkins, Chief Executive of RUMM, said that as a result of the partnership they had the opportunity to install their systems in more than thirty plants across the world for one client.

'Our joint offer means that companies across the UK, Europe and the USA can benefit from this fully outsourced utility management service. By helping organisations cut costs and reduce their carbon footprint we are also helping them boost profits.'

Ieuan Wyn Jones, Minister for the Economy and Transport, said innovative and new ways of working could bring real benefits to companies particularly during the current economic climate.

'The approach adopted by Tremorfa and RUMM illustrates how companies can, through partnership and collaboration, strengthen their market position and access new markets.'

'This particular collaboration between two independent Welsh companies has the potential to deliver benefits to the local economy while opening new business opportunities during a difficult trading environment. I am pleased the Assembly Government was able to help bring these two innovative companies together to target new markets.'