



What are Synergy Workshops?

A Quick Wins Workshop is a free half day event aimed at bringing together 20-30 industries that all have a common goal in mind – how to improve their resource flows and improve business efficiency

The workshop acts as a structured practical forum whereby companies can network and share ideas and opportunities.

We do this by using a resource matrix grid to identify matches in the room. Matches, or potential synergies, are derived from having one company in a room wanting to supply a resource to someone else in the room willing to receive it. The idea is simple and works very effectively. It draws upon the idea that resources are not just restricted to physical materials (waste, by products and raw materials) but can include anything that a business has to offer, be it warehousing, staff, logistics, waste water processing, energy/surplus heat, land, expertise etc.

The number of potential synergies obtained in the space of a morning can also be highly variable. However, recent events in the South West have seen over 100 potential synergies identified in the space of a morning. There remains great potential for a good number of these becoming 'real' business opportunities leading to cost savings, additional sales, diversion of materials away from landfill and enhanced asset utilisation, amongst other bottom-line benefits.

What opportunities can I expect to get?

The opportunities are as wide and open as you wish to make them. We encourage all delegates to be lateral thinkers on the day, without worrying about technological barriers or economic constraints. We find that by adopting this approach we get many more potential synergies in development. Sometimes the barriers to a business opportunity are small and only requires intervention of a third party firm to get involved. In essence, the more open you are with your ideas and available/required resources, the more possibilities present themselves.

What does it cost?

The Quick Win Workshops are completely free of charge. Only your presence is required.

After I've attended one – What's the next step?

Depending on what opportunities have materialised during the workshop we could either be working straight away on synergies identified during the workshop or be exploring what benefit having your available and or required resources on our national database would bring. The important thing to do is stay in touch with your regional NISP team. Any potential synergies that you've realised during the workshop could turn into that commercial opportunity or business turnaround that you've been looking for.