

ASPI

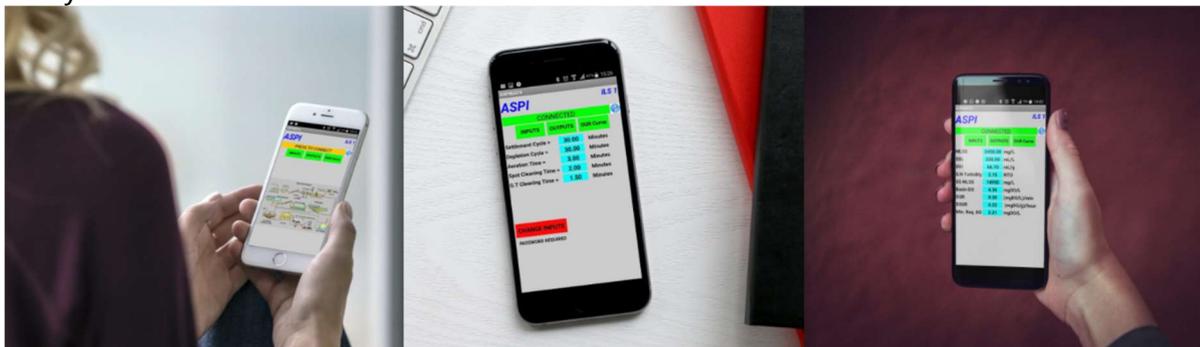
HYDRO-NATION
WATER INNOVATION SERVICE
FOSTERING WATER INNOVATION IN SCOTLAND

Advising, Testing and Trialling ASPI's In-Process Liquid Sampler

ASPI (Advanced Sampling Process Instruments) is a Scotland-based SME established in 2014. The business focuses on the entire product life cycle of hostile and turbulent aqueous process control systems, from design through to manufacture and support.

ASPI have developed the In-process Liquid Sampler (ILS). This is a self-contained analyser, with a unique Suspended Solids Settlement Sensing System and LDO technology, which can be integrated into a WWTP's existing instrumentation system. The product improves resource efficiency and reduces costs by providing affordable real-time data on suspended solids and settlement characteristics as well as bacterial health and activity levels.

ASPI director and co-inventor, Ken Diamond, commented "With the support of our academic partner, Glasgow Caledonian University, the Business Gateway, Scottish Enterprise, HNWIS, ARB (Scotland) Investments Ltd and the WWTP Operators who have allowed us to trial the ILS on their operational treatment systems we have delivered a low-cost analyser that provides reliable, reproducible and accurate analytics."



HNWIS are a key part of the support network that has enabled ASPI to develop their product. ASPI were able to undertake a HNWIS Product Readiness Assessment, one of the two main packages of technical support (alongside Product Trial Support)

offered by the service. The outcomes of this were invaluable for ASPI as it highlighted the market for their product. It also helped ASPI to focus on key items to improve their offering.

HNWIS also facilitated Product Trial Support for ASPI, which connected them with an industrial site to test the product. Testing at this site allowed ASPI to identify process capacity that helped to further optimise the treatment process. After the initial trial period of 3 months, ASPI were able to continue testing enabling further optimisation and efficiency gains.

ASPI are now testing with Scottish Water in the domestic wastewater sector and are continuing to work hard despite the challenges posed by Covid-19. In utilising the support offered to SMEs by both the Smart Scotland R&D Grant and HNWIS, ASPI's product is progressing rapidly towards commercialisation.

We have connected them to potential end users who have also been able to give feedback on the product, which has also helped the development of the product. Through our Wet Networks events they have also had the opportunity to publicise their product to the water industry and grow their own network.



"HNWIS support has been invaluable to us. The confirmation that our product offering would be a valuable asset to our target market through the Product Readiness Assessment was a vital input at that stage in our development program. Equally the follow-on Trial Support made the testing of the ILS in an operational WWTP possible, and the active support of the plant management an unexpected bonus."

Ken Diamond

The Hydro Nation Water Innovation Service (HNWIS), established by the Scottish Government through Scottish Enterprise and Highlands and Islands Enterprise, identifies innovative Scottish companies, particularly SMEs, and supports them along the innovation path from concept to commercialisation. Find out more:

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