

ENTREPRENEURS ARE

GREAT

BRITAIN & NORTHERN IRELAND

Global Entrepreneur Programme (GEP)
Meet the Dealmaker team



Dealmaker (UK)



James Graham

Clean Technology, Renewable Energy, Environment

James is a serial entrepreneur with more than 14 years of experience in the fields of climate change and renewable energy. James has worked in Europe, North America and Asia.

In 2003, James co-founded Camco, taking the business from concept through two rounds of financing and on to a listing on AIM.

At the end of 2009, he left Camco to build a portfolio of private business activities. His work has since included renewable energy project development across Europe (solar, wind and hydro) and mentoring entrepreneurs with breakthrough technologies in carbon capture, offshore wind turbines and materials science.

Dealmaker (UK)



Andrew Humphries

Software, IT, Digital Media, Mobile Internet

Andrew is highly experienced in helping entrepreneurs and new businesses find the best and most profitable opportunities in new markets. He has held senior executive roles in sales and marketing for some of the world's largest IT manufacturers.

In his first startup he was a key part of a team that raised over \$42m, and went on to develop the world's largest and most successful alert and messaging solutions business for the financial services industry. Since then he has co-founded two successful technology businesses, and now is co-founder of The Bakery, an accelerator dedicated to the advertising and media sector, working with some of the worlds largest brands and agencies.

Dealmaker (UK)



Tony Kypreos

Consumer Internet, Mobile, Digital Media

Founder and CEO of DUPL the next generation of mobile communication that enables "real-time in conversation joint experiences" from shopping, studying, planning or watching videos together.

An investor and board advisor in various sectors including mobile technology, natural language processing, digital media and nanotechnology. He was a founding investor in Springboard Cambridge (acquired by Techstars), and he is a shareholder/board member in companies including P2i Labs, Lingospot Inc., PlayMob, Arachnys, apiary.io, onCura.tv and Printed Wardrobe.

Previously on the operational board of T-Mobile International and Deutsche Telekom's VC arm, T-Ventures. Startup experience includes being co-founder of mobile entertainment company, Mobilephonia and leading the repositioning, turnaround and sale of digital services agency Bluewave in 2003. Tony was also a member of the leadership team for the \$800m IPO of Agency.com (NASDAQ: ACOM).

Dealmaker (UK)



Judith Milne

Aviation, Business Development

Judith is a specialist business advisor, primarily in the international aviation sector. She has recently exited her own organisation and now advises companies and individuals on all aspects of corporate strategy, including fundraising, sales, employment and international growth.

She was appointed Non-Executive Chairperson for Blink Ltd, a new start-up based in London, that raised \$30M Series A funding in 2007. The company was founded by two Harvard graduates and Judith was appointed by the investors to coach and mentor the new Managing Directors in strategy, people management, logistics and international development.

Dealmaker (UK)



Richard Leaver

Engineering, Software, Energy, Physical Sciences

Richard has extensive experience building and investing in market-led technology businesses from start-up to commercial success. With a PhD in Artificial Intelligence, his career at BAE Systems focused on autonomous robotics, developing an advanced telematics concept car before moving to international management consulting.

Following a successful flotation, Richard became a Fund Manager, investing in many technology companies before setting up the UK's first Homeland Security fund and subsequently leading an AIM-listed investment plc as CEO. He is a board member and investor in several private and public companies, a mentor at the Judge Business School, and works extensively in the UK, Europe and China. Richard is primarily based in Cambridge.

Dealmaker (UK)



Alpesh Patel

Financial Services, Media, Cyber Security

Alpesh is responsible for India, Malaysia, Singapore and Southern China for the GEP, dealing with the financial services, media and cyber security sectors.

He is founder of an asset management company and a past member of the Advisory Board of ICICI's private banking division. He is a former columnist for the Financial Times, has authored 18 books and co-presented Bloomberg TV for three years. He is a former Visiting Fellow in business at Oxford University and is a qualified barrister.

Alpesh was appointed by the Foreign Secretary to the UK India Roundtable, is a Board Member of the UKIBC and co-founder of TiE-UK. When US Congressional intern for Hon Eliot Engel he worked on lobbying the White House on countries involved in international terrorism.

Dealmaker (UK)



Anthony Sheehan

Digital Media, Digital Health, Software, Telecommunications

Anthony works with start-ups and growing enterprises from across Europe and North America. An active entrepreneur, he also has extensive experience in executive positions with large global technology companies and VC funded start-ups. His primary areas of focus are mobile, internet, software, analytics and digital health.

Anthony is currently founder and CEO at mobile news platform Near You Now. Prior to this, he successfully established multiple new business lines in Europe and ran global strategy for mobile marketing, location and personalisation technologies at Qualcomm. He has also led the successful European market-entry of multiple US software start-ups including Packetvideo and Urban Science.

Dealmaker (UK)



Sarah Turner

Digital Media, Software

Sarah has spent most of the last 20 years working in and around digital media in the UK, Europe, US and Asia. She works with start-ups and growth stage companies as advisor, supporter and connector. Sarah also helps larger organisations and multinationals develop their peripheral vision, by identifying areas for innovation and the best partners and processes to help them deliver it.

Sarah is the director of digital strategy company Turner Hopkins whose clients include BBC, Ofcom and Thomson Reuters and the Founder of Angel Academey, a pro-women (but not women only) angel investment group.

Dealmaker (UK)



Eric van der Kleij

Fintech, Blockchain

Eric is a pioneering technology entrepreneur who founded FinTech company Adeptra (sold to FICO in 2012) before helping establish UKTI's Global Entrepreneur Programme. He then helped create the strategy and was appointed the first Chief Executive of the Tech City initiative by 10 Downing Street.

Following Tech City he moved to Canary Wharf where he created and led Europe's largest FinTech and Smart City hub Level39 for Canary Wharf Group. Eric is founder of specialist consultancy DV2C Ltd advising clients such as the FinTech Kickstart Accelerator in Zurich. Eric is Chairman of the GEP Advisory Group, and is a volunteer member of the Tech London Advocates Advisory Board. In May 2017 Eric was appointed as CEO of international digital foundry and insight company Centre For Digital Revolution (C4DR).

Dealmaker (Overseas USA)



Sam Bakri, MD MBA

Healthcare Services & Lifesciences (Therapeutics, devices and diagnostics), Animal Health

Sam is a serial healthcare entrepreneur. He trained at Guys and St. Thomas's hospitals as a doctor and also has an MBA from the Harvard Business School where he was a Fulbright scholar. He is the entrepreneur-in-residence at Mayo Clinic working with Mayo clinic ventures to build and fund new disruptive healthcare companies.

As an entrepreneur he is the co-founder and former CEO of Kind Consumer which developed the first medically approved alternative to a cigarette. He was also the founder and CEO of Eastern Healthcare Partners, a healthcare services company partnered with a large academic medical centre to build scalable obesity solutions.

His specialism is in healthcare and life sciences, especially companies coming out of the Middle East and North Africa.

Dealmaker (Overseas Aus/NZ)



Andrew Corbett-Jones

Digital Media, Creative, Healthcare/Medical Devices

Andrew is our Dealmaker for Australia and New Zealand and is based in Sydney. He has extensive experience including television reporting and production, e-commerce, digital publishing, and technology commercialisation with organisations such as WIN TV, Channel Nine (*60 Minutes*), Redwood London, and Lion Interactive.

He has advised some of Australia's leading corporations on digital strategy, user-centric design and strategic thinking, including Telstra Innovation, Hardie Grant Publishing, Sydney Swans Football Club, and NRMA.

Andrew is a founding mentor at PushStart, co-founded Healthcare at Home Australia, and is managing director of an innovative resource recovery company, his sixth and current start-up.

Dealmaker (Overseas India)



Anmol Nayyar

Financial Services, Telecommunications, Software, Environment, Automotive

Anmol Nayyar has more than ten years of global business experience and is currently based in New Delhi. He founded IndEU Capital, an international private equity firm and is the India founding partner for Bryan, Garnier & Co, a leading European investment bank.

He has advised some of the world's leading corporations including Apax, ICICI, Airtel and Goldman Sachs. He is a board member of several companies, a charter member of TiE and the Deputy Chairman of the UK-India Business Angels Network.

Dealmaker (Overseas – USA)



Peter Holden

ICT, Med-Tech, Advance Materials, Software

Peter has spent the last 25 years commercialising emerging technologies and intellectual property having established three funds to date and taken multiple companies (including two of his own as founder) through to sale or IPO.

He is a dual UK/USA citizen and has lived and worked in Japan, Korea, UK, Silicon Valley and New York City. He currently sits on the Boards of SITOMobile (NASDAQ: SITO), Osang Group (South Korea) as well as a number of hi-tech start-ups in the USA that he seeded in areas ranging from IoT and blockchain through to point-of-care diagnostics and industrial drones.

He is also on the Innovation Advisory Board of United Technologies Corporation (NYSE: UTX). He holds a PhD in artificial intelligence and was awarded the Honda Fellowship at Tokyo University, as well as being a Senior Fellow at Wharton Business School.

Dealmaker (Overseas USA)



Sheetal Walsh

Software, Social Enterprise, Angel Investor

With over 18 years experience in technology, venture capital and social enterprise, Sheetal has served as a Dealmaker to the Global Entrepreneur Programme since 2006 in London and is now based in San Francisco.

She began her career in the UAE as Director of WestLB, and started the VC Relations business for Microsoft as Director in the Silicon Valley and then EMEA. Sheetal has worked with over 250 start ups and now is advisor and investor to a select few, helping them expand globally and often enhancing their social impact.

Sheetal is founder of Shanti Life a UK social enterprise that promotes sustainable living through entrepreneurship and microfinance for the poor in India and is on the Board of MetaCert, a US mobile security start up. A Canadian and British Citizen, Sheetal completed her MSc at London School of Economics and BA Honors at University of Alberta and she teaches yoga.

Dealmaker (Overseas – Latin America)



Felipe Novaes

Software, ICT, Innovation, Angel Investor

Felipe is responsible for Brazil and Latin America. His background is in project management, supply chain, and innovation. He's worked for over 12 years in multinational corporations, bringing new technologies and processes across Brazil, Chile, Argentina, Oman and Singapore.

He founded an ed-tech startup in 2015, got invested by the top 3 VCs in United States and was selected by Google, Web Summit among others to showcase his company in their main events. In 2016 he started to invest in a number of startups in Brazil, from ed-tech to infrastructure.

In 2017, Felipe joined The Bakery, a challenge-led corporate innovation accelerator, as Managing Director in Brazil, responsible for covering the Latin America market.

Dealmaker (Regional – North West)



Tony Hughes

Games, Digital Media, Software

Tony has been working in traditional and digital media for over 15 years. He established a digital media lab, partnering with a television company and a University in the late 1990s.

He has worked with a variety of start-ups ranging from e-learning, retail and commerce to games and mobile applications. He set up the UK's first Digital Content dedicated incubator and currently is the Commercial Director of Focus Innovation, providing consultancy services and establishing start-ups with innovative products and services.

Tony works closely with start-ups to introduce them to relevant networks, whether academic or commercial, along with potential mentors and funders. He has worked with formerly UKTI now DIT for over 6 years, supporting overseas companies landing in the UK from Asia, Europe and North America. Tony is based in Bristol and Liverpool.

Dealmaker (Regional – North East)



Alan Lowdon

**Energy, Cleantech, Innovation, Mathematical Modelling,
University Interaction**

Alan, an applied mathematician with a PhD in fluid-structure interaction and an MBA from Durham University, has over 30 years of experience in the energy and water sectors, focusing on the development and commercialisation of technology and systems applied to infrastructure asset management.

Alan has worked for global corporations such as Rolls Royce, British Gas, Suez, Shell, Mott MacDonald and Jacobs, as well as running and investing in university spin-out companies and leading technology and innovation business units in RTO's such as NaREC and ITI Energy. In 2010, Alan was instrumental in the creation of investment fund NCL to which he is now an advisor. He is a board member (one as CEO) and investor in three start-ups, a non-executive director at the Port of Blyth, chair of the Innovation Board of the North East LEP and Visiting Professor at the University of Durham, where he also chairs the Advisory Board of the Durham Energy Institute. Alan is based in Newcastle upon Tyne.

Dealmaker (Regional – North)



Simon Sprince

Creative, Digital Media

Simon's background is in digital media with 20 years experience of content and application production. He has an in-depth understanding of digital industry's key sub sectors as well as the technologies and markets that drive them.

After building up extensive experience of working at the intersection between industry and academia, he set up Focus Innovation. The team at Focus specialise in analysing user and market trends in order to identify the essential factors needed to influence the development of new products and services.

Simon's network includes leading figures from industry and the research community and he has a great depth of knowledge in regards to public and private product financing.

Dealmaker (Regional – Midlands)



Tim Luft

Computer Games, Adv. Manufacturing, Automotive Supply Chain, Digital

Tim is the Dealmaker for the West Midlands and is based in Coventry. Tim's focuses on digital, computer games, advanced manufacturing and automotive supply chain. He has extensive experience across digital media, serious games, ICT, advanced engineering, e-Learning and simulation.

Tim was the founder of the Serious Games Institute, a University technology centre, which was the world's first of its kind. Here Tim put in place the research and development systems and processes necessary to design, develop and prototype new digital media products). As CEO of a Serious Games and Simulation Studio based in the West Midlands, Tim works with a number of major blue chip clients including Jaguar Land Rover, BAE Systems, Nissan, British Airways, BT and the MOD. Tim has also helped establish various incubation centres, providing mentoring and support to SMEs within the digital media sector both in the UK and overseas.

Dealmaker (Regional – South West)



David Maher-Roberts

Digital Media, Creative Media, Big Data, Software

David is an experienced digital media executive, angel investor and advisor. He is the founder and chairman of TechSPARK, a not-for-profit organisation designed to support and develop the tech ecosystem in the Southwest of England.

He is currently Managing Director of Immediate Media's Sports Group and prior to that was CEO of personalisation engine, The Filter and was on the board of Future Publishing where he was responsible for the company's digital properties (launching GamesRadar, TechRadar and MyFavouriteMagazines.co.uk).

Dealmaker (Regional – South East)



Stephen Mooney

Software, ICT, Innovation, Life Sciences

Stephen has over 20 years experience working in sales, business development and IT strategy across a broad range of sectors in both a start up and Fortune 500 environment. As co-founder of ENXSuite, he led product sales within key clients and was also responsible for successfully leading that company's expansion into the UK/EMEA market until its acquisition in 2010.

Stephen is currently a director of iVeridis, an innovation management software provider that links large corporates to emerging global technologies. He also assists the EU's top-ranked business incubator in Europe, SetSquared, helping start-ups to acquire customers and investment. Prior to founding ENXSuite, Stephen served in a various roles for Pfizer and holds a Bachelor of Arts from The University of Calgary, and a Masters of Business Administration from The University of Victoria.

Dealmaker (Regional – Midlands)



Mark Shaw

ICT, Aerospace, Satellite Applications Defence, Security

Mark has 20 years of experience in supporting and building growth in SMEs either through investment or organically. Having worked within and for global corporations such as BAE Systems, Oracle and IBM, he changed track to get involved with small companies with global propositions in the IT and IT security world.

He wears the scars of fruitless investment rounds and the laurels of success. He co founded TSA Europe and lately the Ashover Group, and is now invested in several start ups. Securing investment to support growth at the right time has always been part of Mark's remit, and he has an extensive business network with a particular focus in Central and Eastern Europe. He sits on the board of three SMEs and is involved in regional entrepreneurial groups.

Dealmaker (Regional – South West)



Ben Shorrock

Digital Media, Creative Media, Big Data, Software

Ben has over a decade of experience helping build digital tech businesses across the UK. He is MD of TechSPARK, a not-for-profit network who help to support and grow the tech ecosystem in the Southwest of England.

Ben has worked across a number of UK cities helping fast growing tech businesses to invest and thrive.

He supports businesses with government relations, acquisition strategy, talent engagement and access to capital. He also supports Invest Bristol and Bath as their digital tech specialist, talking to businesses globally about the opportunities available investing in the West of England.

