

**Technology Strategy Board**

Driving Innovation

# Harwell Space Launchpad Showcase

**Directory of projects**



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# R&D funding of space-related innovation projects

This directory features 14 companies based in and around the Harwell space cluster in Oxfordshire. 11 of these companies have conditional offers of Technology Strategy Board grant funding for their R&D projects and a further three were shortlisted in the competition. Many of these companies are seeking further private investment to take their projects forward.

The Technology Strategy Board is investing up to £1m in innovative projects through the Harwell Space Launchpad competition, with the focus on the cluster of space and satellite applications technology businesses around Harwell. The competition aims to accelerate innovative projects towards commercial success, and stimulate the development of the cluster by encouraging high-growth companies to engage with it. This competition not only provides SMEs with funding for R&D projects, but, with the support of STFC as cluster champion, supports the growth of their businesses through connections with expert advisors, as well as increasing access to the investor community.

Chilton Tech Ltd is a start-up company developing high-density microneedles for epidermal drug delivery.

## What is the market opportunity that you have identified?

The skin is the largest organ of the body and contains Langerhans cells, which play a central role in the immune system. Using microneedles, direct access to the immune system can be achieved. Globally in 2012, three billion doses of vaccine were produced. Chilton Tech Ltd, using a combination of novel micro/ nano-engineering techniques, has produced a polymer microneedle product which allows enhanced vaccine uptake, and which is low-cost, scalable and simple to use.

## What is your business model?

The research and development phase will utilise a combination of public and private finance. The company will seek trade and research agreements with large pharma companies and other SMEs. The core technologies are being patented. An initial revenue stream will be generated from the supply of microneedles to academic institutes and collaborators.

## Who is in your team?

CEO Robert Mansfield has over thirty years' experience in the pharmaceutical and biotechnology sector and has led international teams on many successful projects. CTO Derek Jenkins is a micro-engineer, chemist and material scientist with thirty years' experience. Dr Xin Li is an expert in UV polymerization and reel-to-reel technologies with twenty years' experience. The company will actively collaborate with academic partners to conduct product validation.

## What is your funding strategy for growth?

In the short term, we are looking for seed funding to unlock the Technology Strategy Board Launchpad funding. A further fundraising round will be undertaken to raise finance of £6-7m, which will be sufficient to take the company past its technical and commercial milestones, prior to a trade sale exit. The company intends to participate, as a core partner, in EU Horizon 2020 and the Technology Strategy Board's biocatalyst programmes. We are always looking for collaboration and commercial opportunities.

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## GeoCento makes earth imagery accessible to users through web-based brokerage technology and applications.

### What is the market opportunity that you have identified?

Space is a growing business, and the market for satellite imagery is growing at about 14% p.a. from a current base in excess of \$1bn p.a. At the same time, space is getting crowded. Satellite image suppliers are looking for innovative ways to access the market, and users are looking for ways to select data more efficiently. This points to a clear requirement for a brokerage service.

### What is your business model?

We will offer a web-based brokerage service that links suppliers to users and supports the development of businesses based on satellite imagery. The service will be free to use, and we will receive commission on image orders via an agency model. At the same time, we will customise and license our technology for use by a range of users and suppliers who are looking to use satellite data more efficiently.

### Who is in your team?

Kim Partington, CEO (founder and co-owner), Thomas Lefort, CTO (founder and co-owner), Graham Glanfield, Earth Observation Engineer, Felipe Martin Crespo, Taitus Software (founder and co-owner).

### What is your funding strategy for growth?

We plan to refine our existing prototype technology, gain some traction in the market, underpinned by image supplier agreements, and then potentially look for investment to expand. We are currently funded by commercial contracts that are aligned with our business goals, and have been in receipt of seed grant/ contract funding from the Technology Strategy Board and ESA.

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Interasight adapts high-performance remote sensing for imaging the earth from space and applies it to terrestrial production-line quality monitoring systems.

## What is the market opportunity that you have identified?

By teaming-up with world-class industrial and academic partners, Interasight is delivering better value scanning systems that offer substantially more functionality than is currently available. There is a real problem with physical contamination in food, from soft plastics, insects and glass splinters etc. This causes expensive product recalls and damages reputations. Existing scanners such as x-ray and metal detectors are error-prone and expensive. We are therefore developing a more sensitive food scanner that functions as a metal detector or an x-ray system, and that can characterise each food item, all at a price that customers can afford.

## What is your business model?

We will grow quickly in order to seize the market opportunity. To do this we will keep our core strategic capabilities, such as IP and image processing, in-house, but outsource others. We will be developing strong partnerships in order to deliver products reliably to customers. We will take in novel ideas from technology scouts, and develop them ourselves or license them out.

## Who is in your team?

The company has two experienced executive directors. We also have non-executive directors, plus a comprehensive Advisory Board of well-respected industry and academic professionals. We have recruited a top image processing software expert with domain experience. We have active collaborations with the University of Reading and STFC as imaging technology sources. We have specialist consultants on the team for food technology, IP development, financing strategy, and sales and marketing support.

## What is your funding strategy for growth?

In the short term we are looking for seed funding to unlock matching grant funds. We plan to get into the market quickly to generate early revenues by introducing food producers to trial systems to show off product benefits. Later, when we have a market-ready product, we will sell to systems integrators as well, to grow market share, followed ultimately by licensing out technology into different, unrelated market sectors.

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## A fast-growing SME specialising in satellite image processing, digital geography and advanced information technology.

### What is the market opportunity that you have identified?

Satellites are changing agricultural practices and satellite data increasingly represents a good option to complement or replace ground monitoring systems. The CropID project will develop a novel machine learning approach to remotely identify horticultural crops through the growing season. A combination of multi-temporal satellite imagery sources and ancillary information on soil properties will provide timely field-scale data not currently available within UK agriculture.

### What is your business model?

The market for environmental informatics is developing fast, with geospatial information and cartographic services available through web-based services. CropID will initially provide a low-cost classification service to support policy makers and agronomists interested in land use monitoring at a national scale. Future developments will include services to monitor crop health and provide yield forecasts to farmers through a simple web portal.

### Who is in your team?

Organisations we work with include: Remote Sensing Applications Consultants (RSAC) have extensive knowledge of agricultural applications using earth observation data. Cranfield University (School of Applied Sciences) will develop the crop classifier strategy and carry out field surveys. CGI will support business case development. The Satellite Applications Catapult will provide advice on system architecture, and the Horticultural Development Company (HDC) will provide advice on user needs. DMCii will provide satellite imagery.

### What is your funding strategy for growth?

Our future growth strategy relies on internal funding generated within the Magellium group.

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## A start-up company developing a portable and inexpensive system for disease diagnosis through breath tests.

### What is the market opportunity that you have identified?

*Helicobacter pylori* is a widespread stomach infection which causes ulcers and ultimately cancer. The urea breath test which analyses exhaled carbon dioxide is used alongside blood and stool samples, but current equipment is expensive and cumbersome. Our NanoBreath concept will provide a fully portable solution while retaining the urea test, at a price which will be up to ten times cheaper than the competition; a true point-of-care solution.

### What is your business model?

The product development phase will utilise a combination of public and private finance. The core scientific competences are contained in the in-house management team, with detailed design, marketing and production expertise bought in. Sales and marketing, targeting India, will require agents. Revenue will be generated from full system sales, but much more significant will be the volume sales of special coded bag and pill test kits.

### Who is in your team?

CEO: Professor Phil Prewett, Engineering Professor, Birmingham University, former CEO and CTO of Ion Beam Systems Ltd. Finnieston Award for development of novel instruments. Three start-ups. CTO: Prof Ejaz Huq. Fifteen years of microsystems research at STFC Rutherford Appleton Laboratory. Major project research management in EU programmes. Two start-ups. Director: Dr Geraint Morgan. Mass spectrometry specialist. Lead scientist on Open University space project team. Two start-ups.

### What is your funding strategy for growth?

An initial feasibility study is currently funded by the European Space Agency. Beyond this, we have been awarded Technology Strategy Board funding for product development, but this requires matching private capital. Once this project has been completed, we will need private capital to fund the manufacturing and sales phase. At this point, the current directors will turn their scientific attention to developing the product for other diseases such as tuberculosis.

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Oxford nanoSystems develops nanocoating technology for application on component surfaces, to increase efficiency and lifespan of domestic and industrial products.

## What is the market opportunity that you have identified?

Oxford nanoSystems (OnS) aims to benefit everyone from the primary manufacturer to the end consumer, while achieving reduced fuel consumption and promoting a greener economy. Newly deployed products incorporating this technology will lead to financial, environmental, and efficiency benefits. OnS's mission is to transform 100-year-old technology in boilers found in 93% of the 25 million homes in the UK.

## What is your business model?

OnS operates a capital-light business model. It requires limited capital, and is developing technology that is being patent-protected. OnS has the tools to create disruptive products that affect multi-billion-pound markets. OnS sells nanocoatings that OEMs can apply directly to their products in a variety of industries. This allows OnS to have a made-to-order setup which will reduce loss in terms of time, facilities, and materials.

## Who is in your team?

OnS has a well-rounded team which includes the national advisor on nanotechnology to the UK Research Councils, who advises on scientific development, a former Formula 1 racing engineer who helps with fluid dynamics, a chartered surveyor who is key to providing market access, and specialists in technology start-ups who have experience in taking technology from the lab to a commercial space. The team also includes finance professionals and nanoscience PhDs.

## What is your funding strategy for growth?

OnS is an ESA BIC alumnus. The company attained seed-round investment and leveraged its experience, technology, and rare market access to raise over £500k of funding. The company is hiring additional personnel, testing samples with OnS's prospective clients, and building new relationships in current markets and new industries. Investment in R&D growth will also be made as OnS attains revenues from current applications, and raises grant funding for new technologies.

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A space technology-focused company developing novel solutions that are lighter, less complex and lower cost than those in current commercial demand.

## What is the market opportunity that you have identified?

Satellite builders are under constant pressure to achieve shorter product times and lower costs for build, launch and operation. Deployable structures such as booms, solar arrays and antennas that are lighter and less complex than current flight hardware – such as those from Oxford Space Systems – find an eager market. The current hardware market is 120+ craft per year, at a market size of \$194bn and rising.

## What is your business model?

As an invited commercial collaborator with two European-based satellite builders, OSS will continue the development of two key projects (a boom system and an antenna) that directly address the requirements of significant satellite programmes. As well as the opportunity to generate revenue from these programmes, the hardware developed provides a platform solution from which to address further identified opportunities.

## Who is in your team?

Mike Lawton (founder and MD): Up and Coming Oxfordshire Entrepreneur of the Year 2007. Founded and successfully exited two technology businesses. Matthew Dreaper (FD): £93m of transactions in last 10 years; led sale of Nucare plc for 18 times EBIT (2007); £2m of funding raised. Dr. Juan Reveles-Wilson (Technology Director): PhD Computational Mechanics; 14 years in complex systems. Vincent Fraux and Ilie Ciabanu (Mechanical Design Engineers).

## What is your funding strategy for growth?

A significant proportion of the development funding required to commercialise the technology (up to 90%) will be obtained from public bodies such as the Technology Strategy Board and the European Space Agency. Also, taking advantage of Satellite Application and RAL Space facilities at Harwell keeps costs down. External investment will be primarily to provide working capital. The OSS team intends to take a very 'light and lean' approach until they generate positive cash flow.

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## Radius Diagnostics is making an 'X-ray source on a chip,' enabling robust, long-life X-ray generating arrays.

### What is the market opportunity that you have identified?

The company is making an 'X-ray source on a chip,' enabling robust, long-life X-ray generating arrays manufactured in a semiconductor foundry, leading to cheaper (circa 30%) and lighter (circa 90%) X-ray sources, in a transformation similar to the one that has already occurred in X-ray detectors. It is similar in its disruptive potential to the transition from vacuum tubes to LCD in television, or from incandescent light bulbs to LEDs. A solid-state 'Flat Panel Source' will disrupt the \$5bn market for clinical planar X-ray and give Radius a total addressable market of \$2.5bn based on the existing market for Flat Panel Detectors. The market for clinical X-ray tubes alone is >\$1.5bn p.a., and the flat panel source market exceeds this value, as it eliminates many elements of existing solutions.

### What is your business model?

The company intends to commercialise in the same way as manufacturers of Digital Radiography Detectors (such as Trixell or Varian). The primary route to market is through sale of the MAX Sources to OEMs, who would bundle the MAX Sources with Detector Solutions and Acquisition Workstations,

and then sell the X-ray Solution to end-users. Radius does not (initially) intend to sell to end-users directly.

### Who is in your team?

The CEO is a former VP within Siemens Healthcare; our CSO is the inventor of the technology; our CMO is a Board Certified Radiologist who has worked for Siemens and Varian; our Chairman is the former North West European CEO of Siemens Healthcare and a former Chair of the British Institute of Radiology, and our advisors include the Chair of Radiology at UCLA.

### What is your funding strategy for growth?

In recognition of its potential and the progress made so far, the company has recently been awarded further grants of £1m from the Technology Strategy Board to support further development of this ground-breaking technology. These grants are contingent upon adequate matched 'commercial' funding, and the company is now seeking £2.8m (\$4.5m) to take the Proof-of-Concept to a regulatory-ready medical device.

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Teratech is a spin-out from STFC-RAL, seeking to commercialise its terahertz diode technology.

## What is the market opportunity that you have identified?

Teratech provides world-leading THz Schottky diode technology that enables commercial applications in the terahertz spectral band. Schottky diodes are small electronic semiconductor devices used to generate and detect spectral radiation; at frequencies above 100 GHz they are crucially important to many future programmes in meteorology, atmospheric remote sensing and terahertz astronomy. These devices have numerous cross-disciplinary, non-space applications in non-destructive testing, process control and communications.

## What is your business model?

Teratech is based on the Harwell campus but sells devices worldwide, and for a growing number of applications. We work with our customers to support the development of commercial products operating in the THz spectral band.

## Who is in your team?

The team consists of scientists and engineers who have worked in the space sector for many years developing technology for Earth observation and meteorology instrumentation. This scientific base is supported by experienced and commercially focused staff.

## What is your funding strategy for growth?

Teratech is an SME with organic growth based on commercial sales. We participate as core partners in ESA and EU FP7 programmes, and are always looking for further collaboration and commercial opportunities.

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## VTOL Technologies has over 12 years' experience in the development of high-performance, low-altitude Vertical Take-Off and Landing [VTOL] Remotely Piloted Aircraft Systems [RPAS].

### What is the market opportunity that you have identified?

The company initially engaged in the defence sector, but with exciting market opportunities in the commercial sector that represent more than double the military market value, the company is now focusing its energies, initially on the UK electricity and gas distribution sector, with rapid expansion overseas. The market opportunity is the development and sales of complete, very-low-altitude aerial-inspection solutions for corporate network-centric businesses in the energy distribution and transportation sectors. Solution delivery is being built around our own internationally patented, long-endurance, precision flight VTOL Flying Wing RPAS architecture. This is an architecture with exceptional performance. The global very-low-altitude market is currently estimated to be worth \$1.78bn annually, and has a CAGR of 17%.

### What is your business model?

Our business model is to engage directly with corporate network-centric businesses in energy distribution (electricity, oil and gas) and transportation (rail, road, waterways and maritime), to develop automated Beyond Visual Line Of Sight [BVLOS] aerial asset inspection solutions working

closely with the Civil Aviation Authority [CAA]. We will either lease or sell complete BVLOS solutions, providing annual maintenance services or providing an aerial inspection service for these companies.

### Who is in your team?

We have built up an extensive supply chain network over the past 12 years and are integrated into the UK electricity and gas sector, with additional international relationships in the USA and Canada. Manufacturing is outsourced to one of the leading F1 composite suppliers, and we have strong links with National Instruments. We also have excellent links with both the UK and European regulatory bodies.

### What is your funding strategy for growth?

We are currently waiting for final decisions/ contract with the UK and European electricity and gas distribution sectors to run 18-month and 12-month feasibility studies respectively. We need funding support to be able to both demonstrate and globally launch our unique solution at Farnborough 2014 (July), as well as follow-on funding to complement industry funding to develop industry-specific solutions. We are uniquely placed to be successful.

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## WeatherSafe provides unique intelligence to improve performance in agri-food supply chains.

### What is the market opportunity that you have identified?

Agriculture is threatened by weather extremes, pests, diseases and soil nutrient deficiencies, compounded by poor information and climate change. Weathersafe enables pro-active management of these issues by providing intelligence services to improve agriculture resource management. WeatherSafe's integrated solution is geared by unique predictive models that leverage satellite data, experts' knowledge and location-specific live farm data, and turn them into timely and targeted recommendations delivered to the supply chain players via web and mobile applications. Our initial target is coffee, the second most valuable commodity in the world. For Rwanda and Guatemala, our first market focus, WeatherSafe will provide a solution for several agricultural issues they face, enabling them, in particular, the damage caused by coffee pests and diseases.

### What is your business model?

WeatherSafe services are sold on a software-as-a-service basis with features tailored to the specific needs of agricultural government departments, coffee processors, buyers and farmers.

To encourage adoption by end-users, our services will be made available free of charge to the farmers. We develop an 'eco-system' where each customer is also an active player in the WeatherSafe system, providing valuable data and in turn, benefiting from the services offered to other customers.

### Who is in your team?

An experienced commercial and technical team has been established, consisting of David Mills (CEO), Graham Mills (CTO), Francesco Liucci (Sales and Marketing Director). The team is supported by Non-Executive Directors and contacts with extensive experience within the coffee industry.

### What is your funding strategy for growth?

Weathersafe is seeking to engage with investors who have an interest in the business with a view to arranging investment in 2014. Our immediate target is to execute a field trial with coffee producers in Rwanda during Q1 2014, and then to undertake further market development prior to market launch in Q3/Q4 2014. The investment will unlock access to funding awarded by the Launchpad competition.

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We make the web searchable by travel time,  
because minutes mean more than miles.

## What is the market opportunity that you have identified?

35% of all web searches (half of mobile searches) are for location-specific content (shops, restaurants, houses etc), and the only filter currently available is distance 'within X miles'. We have built the Travel Time Platform that any website or mobile app can link to, so that users can search by time and the transport mode of their choice. Searching by travel time doubles the relevant results.

## What is your business model?

We licence access to the Travel Time Platform via an API. Our customers are businesses who have location-specific content. Essentially they pay for usage (per API call), though we generally secure a monthly fixed fee that includes a volume of API calls, providing us with a secure revenue stream and potential for upside as users carry out more travel time searches.

## Who is in your team?

Charlie Davies, co-founder. Though young (27), Charlie commands the respect of programmers while also translating 'geek-speak' into plain English for the rest of us. He had the original idea for Travel Time and he leads the network of external developers who have built the platform. Peter Lilley, co-founder. 30 years in media blue-chips and start-ups (including being part of Static2358's £42m exit to OpenTV). Plus seven talented contract developers.

## What is your funding strategy for growth?

In the past, we were self-funded by our co-founders. Then we raised £195k from four business angels, plus £116k in grants and prize money. We have recently won an £85k government contract. In the next six months we aim to prove UK market demand (we already generate revenue from some big clients). In the next 18 months we plan to launch in several more countries (we are currently live across the UK, USA and Thailand, with Nissan), and a large partner company will provide the route to market.

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Instantview simplifies the motor insurance claim process, replacing the paper-based process with real-time online reporting.

## What is the market opportunity that you have identified?

Instantview addresses the £10bn motor insurance claim opportunity. Point and play mobile simplicity helps motorists capture the truth with real-time accuracy, and replaces the paper-based process with real-time online reporting. Our mobile application uses location-based data to collate third-party weather, traffic and map information at the incidents. Insurers have real-time notification of customer incidents to drive claims costs.

## What is your business model?

Our proposition comprises white-label mobile apps and e-incident reports, and use of the cloud-based claim processing service and data analytics. Insurers would use the service on a Pay-as-you-go basis to encourage rapid uptake.

## Who is in your team?

Mark Habgood is the founder of Instantview Ltd. His background is in the telecom, media, and high-tech industries, where he focused on bringing new technologies to market.

## What is your funding strategy for growth?

After winning the UK leg of the European Satellite Navigation Competition in 2011, Instantview moved to Harwell, Oxford, as part of the European Space Agency's Business Incubation Centre. There, it explored the feasibility of the incident reporting application and developed a prototype app. Instantview is funded through 2013/14 to complete the Proof of Market growth stage. The company is looking for follow-on funding to complement anticipated interest from potential clients to bring the incident reporting service to market.

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RSAC Ltd was established in 1986 to provide specialist services to developers and users of Earth observation.

## What is the market opportunity that you have identified?

The company continues to develop expertise in the use of remotely sensed data and associated technologies for land applications, world-wide. In addition to image pre-processing and analysis, this expertise encompasses GIS, GPS, field data collection, software customisation and project support and management.

## What is your business model?

Current and future planned activities include:

- operational projects – large-scale image processing, analysis and mapping projects for agriculture, forestry and environmental monitoring
- application development – EO feasibility and demonstration studies with government users, EU framework research
- scientific support – eg for ESA ESRIN and ESTEC
- project management – coordination of FP7 projects and scientific campaigns
- satellite mission support – image acquisition planning.

RSAC works very closely with users to understand requirements, build customised solutions, and provide flexible and reliable services.

## Who is in your team?

All core staff have a higher education background in remote sensing, geography or environmental sciences, and considerable experience in all aspects of geo-spatial information and interpretation. As the company's work is mainly project-based, a skills database of remote sensing scientists and land applications specialists is maintained and called upon to provide additional inputs.

## What is your funding strategy for growth?

Past experience has shown that sustainable growth is difficult in the EO applications business area. However, new UK initiatives are providing new growth opportunities, for which RSAC is very well positioned and which it is looking to exploit. Internal funding is available to support the planned growth.

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As the 'cluster champion' for the Harwell Space Launchpad competition, STFC has worked closely with organisations in and around the Harwell Space cluster – potential applicant SMEs, public and private sector service providers and sources of finance – to ensure the success of this Launchpad competition and to promote the successful development of the cluster.

As one of the largest multi-disciplinary science organisations world-wide, we keep the UK at the forefront of international science research and technology development, and use this knowledge and expertise to benefit industry and provide a wide range of specialist technical and business support services to accelerate the growth of high-tech SMEs.

We can provide access to world-class capabilities, technologies and scientists from STFC and our partners such as ESA and CERN, as well as access to our large facilities and award-winning incubation facilities, funding streams and networking opportunities – all tailored to individual company research challenges and business needs.

As the cluster champion, we have been supporting the development of companies involved in this Launchpad competition through bringing together a range of service providers from the cluster to offer a comprehensive package of business support, to ensure that these innovative SMEs are in the best position to access further investment for growth.



**Science & Technology**  
Facilities Council

For more information please contact  
[innovations@stfc.ac.uk](mailto:innovations@stfc.ac.uk)



Ann is a highly experienced change leader and published development coach, working with people to help stimulate their thinking, personal growth and overall effectiveness. With over 20 years' experience of large-scale organisational transformation, Ann has a passion for helping individuals flourish and find the brilliance that lies within them – particularly during times of change and uncertainty.

Jenny has a wealth of experience in the commercialisation of innovation and disruptive technologies, as well as in the development of diverse routes to market, training and coaching. She has over 28 years of business development experience, 15 years of which was gained in international placements in Asia/ Pacific, the USA and mainland Europe.

[www.vision-coaching.co.uk](http://www.vision-coaching.co.uk)  
[www.10consulting.co.uk](http://www.10consulting.co.uk)



Alchemy is an Oxfordshire-based firm specialising in enabling entrepreneurs to get their businesses off the ground and grow them successfully and sustainably.

The Alchemy approach is to start with the end in mind, which means establishing what the various stakeholders want to achieve, and from that understanding developing a strategic and operating plan to deliver the desired results.

For more information please contact Jackie Fitzgerald: [jackie@jackiefitzgerald.co.uk](mailto:jackie@jackiefitzgerald.co.uk)



Clyne Communications is an executive search firm founded in 2002. We specialise in recruiting to board and management positions for technology, cleantech and online companies. Our clients include spinouts, early-stage and other high-growth companies. We have built our reputation for excellence by applying the highest professional standards to a customised approach for each client and assignment. In addition, we provide a flexible fee structure for early-stage companies



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For more information please contact [edwardh@businessdoctors.co.uk](mailto:edwardh@businessdoctors.co.uk)

# Consilium

| sales transformation |

Consilium was founded by Simon Breese in 2006 after receiving a series of requests from former colleagues and past customers to offer consultancy in sales and marketing. We exploit our blue-chip background to deliver business solutions based on direct experience of the most challenging markets. Our philosophy is to distil our solutions to the point where they retain their effectiveness while presenting the minimum overhead to our clients.

[www.salestransformation.co.uk](http://www.salestransformation.co.uk)



Beverley Sunderland, Kevin Charles, Barry Ross, and Maria Hoeritzauer specialise only in employment law, and their clients range from small to medium-sized businesses, as well as FTSE 100 clients, charities and schools.

Their philosophy is to provide efficient, practical and commercial employment law advice to organisations, whether this be at managerial or board level. Their combined experience in industry, in-house and in private practice, means that they have a unique combination of experience which enables them to appreciate the commercial sensitivities of situations, as well as to advise on the whole range of possible actions that can be taken.

[www.crosslandsolicitors.com](http://www.crosslandsolicitors.com)

# Dehns

## Patent and Trade Mark Attorneys

Dehns is one of the largest firms of patent and trade mark attorneys in Europe, with over 70 professional staff and offices in Oxford, London, Brighton and Munich.

We act for clients ranging from technology start-ups to large corporations, providing tailored guidance in all aspects of UK, European and International patent, design and trademark law. Our strategic advice includes portfolio evaluation, due diligence, patent landscaping, licence negotiations, IP valuation and patent box planning.

At Dehns, our practical approach to intellectual property helps us to turn inspired thinking into rights that are valuable commercial assets for our clients.



The Enterprise Europe Network's free services help small innovation-driven companies find applications and users for their technologies and products in foreign markets (9,000 clients have expanded to Sweden, Germany and China to name a few), find partners for R&D projects in 54 countries, and apply for the right kind of EU funding to grow the company and bring ideas to market (80,000 projects have been funded). Whether it's finding someone to buy your time machine or understanding which EU programme will fund its development, the Enterprise Europe Network can help!



The European Space Agency (ESA) is Europe's gateway to space. Its mission is to shape the development of Europe's space capability and ensure that investment in space continues to deliver benefits to the citizens of Europe and the world.

ESA's Business Incubation Centres (ESA BIC) work to inspire entrepreneurs to turn space-connected business ideas into commercial companies, and provide technical expertise and business-development support.

The ESA BIC Harwell has specialist capabilities in innovation, exploration and instrumentation, as well as expertise in areas such as earth observation, astronomy, operations, data management, advanced electronics, detectors, optics and robotics. We will work with you to turn your idea into reality.



ESP KTN is the Knowledge Transfer Network that encompasses many devices, tools and technologies that are taken for granted today. ESP stands for Electronics, Sensors and Photonics, and almost all high-tech products encompass these three elements. We are funded by the Technology Strategy Board to make the vital connection for people across the value chain, to make their business succeed. We achieve that by running networking events and themed workshops, and through publications. Always keen to help, we would like to hear from you what you have to offer and whom you need to meet.

To find out about our activities and contact details, please go to our website: [www.espktn.org](http://www.espktn.org)



Expatknowhow works with individuals and organisations to provide them with the tools, information and understanding they need in order to work together successfully in multicultural teams, to do business overseas or to return home after an extended period living and working abroad.

Through our expert support and cross-cultural training programmes, we make sure that everyone, whether they are an employer, expatriate or family member, is fully briefed and as well prepared as they can be for what lies ahead.

[www.expatknowhow.com](http://www.expatknowhow.com)

## GrowthAccelerator

GrowthAccelerator is a unique service led by some of the country's most successful growth specialists. Through GrowthAccelerator you'll find new connections, new routes to investment, and the new ideas and strategy you'll need for your business to achieve its full potential.

A partnership between leading private-sector business growth experts, Grant Thornton, Pera, Oxford Innovation and Winning Pitch, and backed by Government, GrowthAccelerator will get to the heart of the barriers that are holding your business back, helping you identify the critical steps you need to take to achieve your next phase of growth, rapidly and sustainably.

[www.growthaccelerator.com](http://www.growthaccelerator.com)



The Intellectual Property Office (IPO) can help you get the right type of protection for your creation or invention. Intellectual Property (IP) results from the expression of an idea, so IP might be a brand, an invention, a design, a song or another intellectual creation. IP can be owned, bought and sold.

[www.ipo.gov.uk](http://www.ipo.gov.uk)

# LAUDIS

Business Advisors

LAUDIS is a small group of highly experienced business advisors/Non-executive Directors with many years' direct experience in running successful companies in sectors including biotechnology, software, fmcg, hospitality, retail, international trade and distribution. They help business owners who are seeking rapid growth and above-average performance. Or, if you are thinking of selling your business within the next few years, then they can help you groom your business for a sale in order to maximise the value on exit.

[www.laudis.co.uk](http://www.laudis.co.uk)



## Oxfordshire Local Enterprise Partnership

Invest in Oxfordshire is a free service, delivered on behalf of Oxfordshire County Council and the Local Enterprise Partnership (LEP).

We support existing companies to grow in the area and help potential investors to make informed decisions about locating to the county.

We can:

- identify commercial premises for businesses
- support the relocation of employees and their families moving into the area
- arrange property viewings, tours of key facilities, and meetings with sector specialists
- connect businesses with professional service providers
- signpost to business support organisations and sector-specific networks
- assist in recruitment and accessing training
- provide ongoing aftercare to Oxfordshire companies

## Lime Tree Innovation Ltd

Turning sharp ideas into growing businesses

Lime Tree Innovation Ltd is a hi-tech consultancy company based at the STFC ITAC, Harwell Oxford. It helps businesses grow by exploiting innovative ideas. Working with universities, inventors, start-ups and established companies, we match technologies to market need. The company focuses on products that include electronics.

We facilitate early-stage development of new technologies, producing a credible product specification and proof of concept system targeted at a specific market segment. This is supported by a route to full commercial product development. Patents, secret know-how and other forms of intellectual property are used to secure long-term market strength.





Quickminds is a team of highly skilled coaches and facilitators who specialise in the radical transformation of communication. More specifically, we help entrepreneurs and VCs improve their own performance through individual coaching and workshops in a number of key areas. Since 2005 we have helped clients raise over \$2.5bn in funds. We work with several leading global organisations, as well as advising early-stage venture capital companies. In particular we have extensive expertise in the oil and gas and media investment sectors. Quickminds is located in Oslo and London. Rick Salmon and Tim Farish, who both have extensive experience as entrepreneurs and as investors, founded it in 2012.



Richardsons is a flexible, approachable firm of business advisors, acting for a number of start-ups and high-growth companies in the science and hi-tech fields. We are experienced in meeting the unique challenges these companies may face, as well as providing the full spectrum of accounting, tax, management reporting and support services.

We prefer to agree a fixed fee with clients in advance, so that there are no unexpected bills. Our quotes always include, at no extra cost, the provision of ad-hoc advice throughout the year. We are much better able to help your business grow if we know what you are doing, so we welcome your calls and don't charge you for listening!



The Satellite Applications Catapult is supporting the UK to become a world-class centre for the development and commercial exploitation of space and satellite-based products, services and applications. It is one of the Catapult network of world-leading technology and innovation centres. We provide access to expertise and specialist facilities, along with workspace provision, practical help from experienced entrepreneurs, support to achieve funding requirements, and networking opportunities. We enable the best businesses, researchers and end-users to work together to develop new satellite-based products, services and applications.

Would you like to export your products or services, enter new international markets and improve your chances of international success?

UK Trade & Investment (UKTI) South East has over 40 International Trade Advisers who can help you rise to the exciting opportunities and challenges that globalisation offers.

UKTI has helped thousands of new and established exporters achieve international success by providing tailored services with specialist support.

Benefits:

- Proactive guidance and information from an experienced International Trade Adviser
- Tailored overseas market intelligence
- Access to major international buyers, partners and distributors
- Match funding to implement exporting plans
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To find out more information on how UKTI South East can help you to grow your business in international markets.

Please contact:

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