

Science Capital Business Plan Evaluation Session

Agenda, Presenters and Panel

Date: 13 Oct 2010 from 3:30-5pm

Location: Anthony Collins Solicitors, 134 Edmund Street (8th Floor)
Birmingham, B3 2ES

Organizer: Michael Overduin, Director, Science Capital
(michael@sciencecapital.co.uk ; 07810 444 960)

Schedule: We will convene at around 3:30pm, the panel will first meet in private to discuss the purpose, agenda and executive summaries. The presentation (~10 minutes) will start at 4:00 pm, followed by approximately 30 minutes of Q&A. The session will finish around 5pm.

Tone: The panel is requested to provide constructive criticism to individuals and small companies who may have intellectual property and initial funding for commercial development but are looking for expert support and guidance at an early and vulnerable stage of translating their innovations into marketable solutions.

Agenda: Presenters have been asked to focus on their unique edge, market leading position, team/partners, IP/business strategy, products/services to be developed, investment needed, equity on offer, and timeframe for delivery and exit.

Panel Members

Vernon Blackmore (Chair)

Vernon directs NetNak, a web design company that specialises in web applications, e-commerce and on-line databases. He established a Warwickshire charity, and Netnak continues to work with the educational and not-for-profit sectors. Vernon has Masters degrees in science and theology, and in his career has moved from medical physics to web design through a long period in traditional book publishing. He is also an external supervisor at the Warwick Manufacturing Group helping postgraduate students look at issues of e-business. He is a published author in science history and Internet guides.



Chris Dyke

Chris is the Connectivity Director at MedilinkWM and has enjoyed a varied and multi-disciplinary career in Life Sciences. He has a degree in Industrial Product Design from Sheffield Hallam University, and gained extensive experience with IT systems analysis and healthcare computing in his roles as a researcher at Brunel Institute of Bio-Engineering and as finance manager and designers at Saunders Design. Chris also spent several years working on design in the biomedical and clinical environment whilst at The Royal Hospital for Neuro-disability. At MedilinkWM, Chris sits on the Board and heads up a team of industry researchers and specialists, working closely with SMEs, IT developers, healthcare providers, academics and entrepreneurs to share knowledge and facilitate collaboration. Chris has authored numerous articles and whitepapers in the areas of medical grade materials, particulate engineering, manufacturing opportunities in regenerative medicine, and developments in dentistry.



Jon Gill

Jon is a Solicitor in Eversheds' international corporate group, specialising in mergers and acquisitions and private equity, with a particular interest in venture capital and Business Angel investments. Prior to joining Eversheds, Jon obtained an MSc in Entrepreneurship with Distinction from the University of Bristol. He is the author of "Business Law for the Entrepreneur" and also holds IBA Practice Diplomas in International Business Organisations, International Mergers and Acquisitions and International Joint Ventures, together with the ICAEW Certificate in Corporate Finance. Jon is also the author of Business Law for the Entrepreneur, published by Arima Publishing.



Martin Green

Martin Green founded Blueberry Consultants in 1997. The creation of new products and companies – has been central to Martin's life and career. He started programming on small microcomputers while at school, and after University established a game development company, ATD, which employed 35 people by the time he left to start Blueberry. Martin has been directly involved in the creation of three other start-up companies, and has been a director of two other UK technology companies. Martin believes that quality software development can make people's lives easier, and takes a passionate interest in all Blueberry projects.



David Hall

David is a Senior Associate at Anthony Collins Solicitors and advises a wide range of clients on commercial, contract, property and company law. He specialises in contracts for goods; contracts for services and other commercial agreements; financial services including the Consumer Credit Act 1974; and the new financial

services regime. David regularly advises insurance companies, commercial lenders and charities in relation to financial services issues. He also advises on electronic trading, hardware/software licensing and telecommunication installations, charities and financial services companies on IT and technology issues.



Tim Hazell, MBA

Tim is a graduate in Mechanical Engineering from Imperial College, London, has a Masters Degree in Science Technology and Industrialisation from the University of Sussex, an MBA from the Open University and is fully FSA accredited. He has been involved in investment work since 1985, first with UBS Phillips and Drew, where he was the analyst responsible for all research on North American high technology and capital goods companies, and then with 3i PLC on venture capital activities including start ups, management buy-outs and acquisition funding. Tim has particular technical expertise in engineering, advanced materials and IT. Tim has led investments, and is on the board (as a director or observer), on LM Technologies, Intelligent Orthopaedics and Warwick Audio Technologies.



Robert Heed, MBA

Robert has spent all of his working life starting and developing businesses in various industries in the SME sector. He recently sold a successful Voice and Data Company and is now looking to be involved and give back some of his experience and knowledge to new companies who are looking to grow and develop. Having started and developed businesses, some successful and some not so, he has spent many hours raising finance, writing and presenting business plans to Business Angel Investors, Bank Managers and Venture Capitalist's and finally being involved with Mergers and Acquisitions. Robert joined Beer and Partners in 2009 and is looking to invest personally in business sectors that he feels he can be of added value to. Robert knows what it is like to be sat on the other side of the desk in all client relationships when looking to raise finance, work with Business Angels and to develop a new business idea or expand an existing business. He has been invited to be a Non Executive Director to one company and a trustee of a Midlands based charity.



Peter Kemp

Peter is the Senior Partner for the ICT Practice and Director of VBS Support Limited. With a background in the Motor Industry, Peter has worked with truck manufacturers and dealers developing Asset Management and After Market solutions. He has been at the centre of a fully integrated business system is known as the Vehicle Business System (VBS) and is the backbone system for many vehicle operators. Peter originally qualified as an engineer working with Ford Motor Company, and subsequently developed a fully integrated business system capable of managing and account for different business activities from multiple remote locations. The system has evolved over the decades to today's web base integrated system. Along side the systems for the motor industry, Peter has been instrumental in developing systems for Precision Engineers, Dental Laboratories, Architects, Accountants, and Structural Engineering Consultants.



Neil Mackay

Neil is the Managing Director of Advantage Business Angels. Neil graduated from Warwick University and is both a Chartered Accountant and a Chartered Marketer. After qualifying with Arthur Andersen he worked for Rank Xerox, Pitney Bowes and then UDT which was taken over by TSB which was then itself taken over by Lloyds where he was in the “Top 125 executives” in the Group working in the UK and overseas. He spent 15 years with Lloyds TSB Group where he held a number of senior positions in finance, IT and change management. He has led the development of Advantage Business Angels, which has: won two major government contracts; completed over 130 investments in under 7 years; floated an investment business, Early Equity plc, on PLUS markets and was a Corporate Advisor to the first company to float on Investbx. ABA specialises in investor syndicates: providing a more reliable process for accessing larger amounts of angel capital. Neil is also a non-executive director of BHSF Group Limited, a market-leading not-for-profit health insurer.



Duncan Kerr

Duncan was recruited by Midven in 2009 as Investment Director on the Early Advantage fund. Duncan has both investment and operational experience across a range of technology businesses. His most recent roles were chief executive positions with pre-revenue and early-stage businesses developing novel intellectual property. Prior to this he managed a £30m technology investment portfolio on behalf of a FTSE 350 property and investment group. He has a PhD from Cambridge University in Theoretical Solid State Physics and an undergraduate degree in Physics from the University of Kwa-Zulu Natal in South Africa.