

Science Capital Business Plan Evaluation Session

Agenda and Panel

Date: 15 Sept 2010 from 3-5pm

Location: Birmingham Conservatoire (Paradise Place, Birmingham B3 3HG) in the Board Room

Organizer: Michael Overduin (Director, Science Capital)

Schedule: We will convene at around 3pm, the panel will first meet in private to discuss the purpose, agenda and executive summaries. Starting at 3:30 pm the scientists/teams will present for approximately 10 minute each followed by about 15 minutes of Q&A. The session will finish around 5pm.

Tone: The panel is requested to provide constructive criticism to scientists who may have patent applications and initial funding for commercial development but are looking for expert support and guidance at an early and vulnerable stage of translating their research 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:



Brian Miller (Chair)

Brian Miller serves as Client Service Director for FD Solutions in the Midlands. Brian has graduate experience in engineering and manufacturing, and has worked in production control, production management, IT and logistics with organizations including Touche Ross Management Consultants. He developed his accounting expertise in a commercial environment, as recognised by his FCMA. Brian is a Chartered Director with Finance and General Management experience and has improved the performance and profitability of a range of organisations and teams across service and manufacturing sectors. Most recently Brian has worked with an entrepreneurial publishing group with a diverse portfolio of titles and a conferencing arm, to establish good processes and control and also supporting the business as it faces major shifts in the environment of published and electronic media, a professional society with serious cash constraints, enabling timely decisions to be made, an NHS trust as a non-executive director in support of preparation for foundation trust status; and two smaller businesses seeking to establish viable business models in demanding environments.



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.



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.



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.



Dr Everard Mascarenhas, MBA

Everard is a highly experienced business development focused manager with a successful track record of commercialising ICT technologies. He also has significant experience of project managing early stage technology to commercialised product. Previous experience includes IP Group plc, Honeywell, IO Global, New Venture Partners LLC, QE Intellectual Property Ltd, and PA Consulting Group. Everard read physics at University College

Swansea, has a PhD in semi conductor devices from Nottingham Trent University, and an MBA from Imperial College. Everard has particular expertise in the telecommunication, physical sciences and advanced materials sectors. Everard has led investments, and is on the board (as a director or observer), on Sarissa BioMedical.



Dr Chris Moore

Chris is Manager of the Chemistry and Materials Science Professional Service Group at HLBBshaw, representing a wide range of clients across the breadth of chemical and engineering arts. His qualifications include: Chartered UK Patent Attorney; European Patent Attorney; European Design Attorney; Degree in Chemistry, University of East Anglia; MSc in Spectroscopy, University of East Anglia; PhD Physical Chemistry, University of

Birmingham. Chris has many clients in the organic chemistry, pharmaceuticals, polymers, ceramics, chemical engineering and materials fields, to each of which he provides strategic portfolio advice aimed at maximizing the potential from their IP. He has specific expertise in 'green' technologies and their application to waste and energy reduction. Chris' principal practice is in obtaining patent rights for clients in Europe and further afield. However, Chris has a significant contentious practice involving patent litigation in the UK and abroad; European opposition cases at first and second instance; design and unregistered design right litigation in the UK; alternative dispute resolution negotiations. Chris is currently engaged in advising multinational companies on internal IP strategy and policy. Chris has recently led successful negotiations on inward and outward licensing deals for separate clients, both with European based multinational corporations. Chris is an authorized IP representative for the Waste Resource Action Program (WRAP), providing IP audits for WRAP on SMEs requiring IP funding in the recycling/waste reduction fields. Chris regularly provides freedom to operate opinions against complex legal landscapes. His goal is finding sensible, commercial solutions against such backgrounds.



Dr Andrew Muir

Andrew joined Midven in 2004. He is a Director of the Company and Investment Director of the Rainbow Seed Fund, focusing on the life sciences. The Rainbow Seed Fund is a £8.5m venture capital fund for the principal Public Sector Research Establishments (PSREs), including CCLRC, BBSRC, dstl, NERC, UKAEA, PPARC, VLA, CSL and HPA. The fund, which is managed by Midven Ltd, has committed over £2m of investment into 11 spin out companies. Midven also manages the £25m

Advantage Growth Fund, a regional fund investing in high growth West-Midlands based companies. Andrew was previously an investment manager at the National Endowment for Science Technology & the Arts (NESTA), the single largest source of seed capital in the UK, and prior to that he was Vice President of Technology for the

private-equity backed medical device company Sterilox Technologies, and Materials Research manager for Biocompatibles plc. He is currently non exec Chairman of Chameleon BioSurfaces, a spin-out from the John Innes Centre, and a Director of Warwick Effect Polymers, a spin-out from Warwick University. He has a degree and a PhD in Chemistry from the University of Oxford.



Chris Ramsden Csci, FergS, FCSD

Chris is the Connectivity Manager at MedilinkWM. He qualified as an Industrial Designer, Ergonomist and Biomedical Engineer, and serves as Consultant Clinical Scientist & President Elect the Chartered Society of Designers. He has extensive experience of working in industry, academia and healthcare as founder and Director of University research departments, R&D Institutes and also in the hospital environment as a Clinical Head of Department specialising in complex physical and neurological disabilities. He has a wide range of international experience from consumer product design, the development of 'Barrier Free' technology for disabled people, medical devices to the design and construction of biomedical flight hardware for both the ESA/NASA Space Shuttle and Russian space programmes. Whilst at Advantage West Midlands, Chris was instrumental in establishing the Medical Technologies Cluster for the Region. This experience in many diverse fields has demonstrated to him the benefits of true interdisciplinary working and the contribution that design and disruptive thinking can bring to the healthcare and biomedical fields and that the best solutions often come from the most unexpected sources!



Dr John Slack

John has a recognised track record in the biotech sector. He is a founding director of PharMomentum Ltd, and is an experienced executive with over fifteen years in senior corporate and development roles. From 1996 to 2005 he was VP International Development for OSI Pharmaceuticals Inc, where he had overall responsibility for the international project management of the development programme for Tarceva, in addition to being General Manager of OSI's UK subsidiary. Prior to that he was Managing Director of Aston Molecules Ltd, a contract research and development company that John spun out of Aston University and was subsequently acquired by OSI. In his earlier career John spent 16 years in academic research, primarily in the field of cancer, including 10 years as a member of the Cancer Research Campaign Experimental Chemotherapy Group based at Aston University. He graduated in pharmacy in 1973 and has a PhD in analytical chemistry.