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# BUSINESS *Weekly*

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May 23, 2005

No 414 £1

## Roxboro in talks over selling part of Solartron

Tony Quested

One of the biggest global deals of the year in the electronics market could be on the cards after Cambridge-shire company Roxboro admitted it was in takeover talks over the potential sale of parts of its Solartron division.

The company's share price rocketed to a new year high as speculation of a mega-million pound sale hit the markets on both sides of the Atlantic.

The shares surge forced Huntingdon based Roxboro – which recently quit Cambridge in protest over high rents – to issue a trading statement confirming it was in discussions which may lead to the disposal of parts of Solartron.

Solartron, one of two Roxboro Group divisions, is a world-renowned specialist in electronic measurement.

Interest was excited when Roxboro chief executive, Harry Tee, followed his recent

announcement of a "steady result at Solartron" with the rider that the division was experiencing a "substantially higher year-end order book."

Solartron last year made an operating profit of £6.7m on turnover slightly down at £63.6m. The previous year it had returned a lower profit of £6.6m on £64.3m turnover.

The division is seeing strong growth in Asia, where demand for fluid analysis systems for oil installations continues to be strong in China while in Japan good sales of analytical instruments have been achieved. Order intake is well ahead.

Analytical instrument demand is also booming in Asia and instrumentation for the oil & gas sector could soon take off.

Good business with China Petroleum for fluid analysis and measurement systems was maintained and is expected to continue to grow for several years as China continues to invest in its oil distribution infrastructure.



AVEVA, one of the world's leading providers of engineering data and design IT systems, has posted record results for the year ended March 31, with increased revenue, pre-tax profits and cash. **FULL STORY ON PAGE 6**

## Oxbridge Business – building a bridge to world trade

Cambridge and Oxford are at the heart of a Golden Triangle – a trade powerhouse identified by the Government as vital to push the UK into a world economic elite and create a British-owned IBM or Nokia.

The Government's chief scientific adviser, Prof Sir David King, says Whitehall is shaping its innovation strategy around the concept of a super-cluster harnessing the scientific capaci-

in association with



## Corporate

ty of Cambridge and Oxford to London's financial muscle.

*Business Weekly*, with the full co-operation of Oxford and Cambridge Universities, today publishes a launch supplement designed to highlight the combined power of these two major

centres when selling the region to potential inward investors.

We unveil new research and news developments from the Golden Triangle in a template for other Oxbridge Business publications throughout 2005.

## China trade chiefs visit Cambridge

Senior trade chiefs from Sichuan Province in China are in Cambridge learning about science & technology best practice and technology transfer.

The Foreign and Commonwealth Office is hosting the fact finding mission, with local input from Patrick Horsley at Cambridge Visits.

It is hoped the foray will lead to ongoing collaboration between Cambridge and south west China. The Chinese are particularly keen to pick up tips on how to best manage science funds and how to develop a better educational platform for science students.

Science Park management and the UK model for attracting inward investment are also high on their agenda.

## CSR predicts new boom

Cambridge Silicon Radio, voted *Business Weekly's* champion business for the last two years, has shipped over 100 million Bluetooth chips since its foundation, with the milestone devices manufactured by Advanced Semiconductor Engineering in Taiwan.

CSR is predicting a new boom as more global giants take its technology. Samsung, LG, Motorola, Nokia, Panasonic and Sharp are among CSR's cellular customers but a huge range of new markets is opening up.

**INSIDE** Research Quarter: page 2 ■ Shares: page 6 ■ Technology Opportunities: page 10 ■ China Update: page 12 ■ Jobs: page 14

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## BUSINESS Weekly

in our opinion...

### Time to build a bridge across a gaping divide

Varsity challenges hold their appeal – the Boat Race more than others. But in terms of using the Oxford-Cambridge cachet to help the UK navigate international trade waters, the Government's economic development crew seems to be catching a crab.

One can hardly expect traditional rivalries to vanish overnight when both Universities are scrapping for every penny they can get from a relatively meagre UK science & technology research budget.

The fact remains, however, that the Government's trade chiefs simply have to find a way of promoting more effectively the joint power of an Oxbridge cachet to the wider world.

The Oxford2Cambridge Innovation Arc is just one thread in a broader tapestry. World leading research is emanating from the two seats of learning and bright new businesses are spinning out from their portals in record numbers.

For the sake of UK plc, the argument cannot be Oxford v Cambridge any longer, but Oxford + Cambridge or even Oxford X Cambridge.

These centres are just 82 miles apart – not the million miles many would have us believe – and in terms of culture and importance to the nation they are positive blood brothers. It is time to build an enduring bridge across what has been a gaping divide.

### Sound of Silence in the High Streets of the UK

It is only a matter of time before the Bank of England cuts interest rates to breathe new life into a stagnant High Street.

As New Labour begins to unleash a new wave of stealth taxes, beleaguered consumers will vote the only way they know how – with their wallets.

We live within a low price culture – low fares airlines, low-overhead retailers undercutting major stores and so on. They are the checks and balances for ordinary mortals as the cost of living rises through higher council tax bills, fuel and other commodity price hikes and unrealistic housing costs.

Our money doesn't go as far so we have to pick and choose where we buy things and how often we buy them – if at all. If the Chancellor wants to hit his growth targets for 2005 and 2006, he would do well to heed the sound of silence that has replaced the chinking of High Street cash registers.

### A Fistful of Dollars or Murder Incorporated?

Acquisitive American companies continue to line up East of England businesses in their sights. It all appears so good to an entrepreneur – his blood, sweat, tears and inspiration repaid with a lucrative sell-off to an American Corporation.

Increasingly, the reality isn't so sweet. What looks a good deal on paper is often exactly that – mere paper – and the right to manage or even make a decision worth the name often goes straight out of the window.

Local executives tell us about their utter frustration at having their entrepreneurial ambitions smothered by their new American owners. Welcome to the new American business paradigm – Murder Incorporated.

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# Oxford researchers discover new cancer-inducing genes

John Fenton

Researchers at the University of Oxford have found a new class of genes that are critical for cell growth and may be involved in the uncontrolled growth that takes place in cancer. The discovery could provide a key to future tumour therapies.

The scientists made the discovery during investigations into the way in which cells respond to insulin to control their growth and metabolism.

Studies first performed in the fruit fly have revealed that insulin and insulin-like molecules control the rate at which cells grow and subsequent work has revealed that many different types of tumour cell grow too rapidly because they

are abnormally sensitive to these molecules.

The sensitivity of cells to insulin is also controlled by levels of nutrients around the cell. Although molecules that transport nutrients into cells have been implicated in this process, until now it has not been clear which transporters might be involved.

The Oxford team turned again to the fly to address this question, using its powerful genetics to test several different types of nutrient transporter for effects on growth and insulin signalling.

They found that one class of amino acid transporters, the proton-assisted transporters, whose functions were until now unclear, are uniquely able to enhance the cellular response to insulin and stimulate growth.

Over-expression of these

genes caused excessive growth in flies, whilst a mutation in one of the genes drastically reduced the flies' growth.

The researchers also found that one of these molecules acts in an unusual way – stimulating growth by sensing nutrients at the surface of the cell and not by bringing nutrients into the cell as expected.

The work is the result of a collaboration between two scientists from very different fields in Oxford's Department of Human Anatomy and Genetics, Dr Deborah Goberdhan and Dr David Meredith.

Dr Goberdhan has pioneered the use of fruit flies to study the functions of human cancer genes, while Dr Meredith has characterised several other types of transport proteins in the past.

"We are now testing

whether the human equivalents of these genes act in the same way," said Dr Goberdhan.

"If they do, it may be possible to block their activity in cancer cells through drugs or by altering diet, and put a brake on tumour growth.

"Our work is not only helping us to understand growth regulation in normal development, but is providing new insights into the molecular processes underlying tumour formation and metabolic diseases such as diabetes."

Since the most common form of diabetes is linked to changes in insulin sensitivity, the newly identified transporters may also be important in this disease, and Drs Goberdhan and Meredith are already working with human geneticists in Oxford to test whether these genes are affected in diabetic patients.

## Professor challenges views on Asperger

The traditional view of Asperger Syndrome as a disability was challenged when Prof Simon Baron-Cohen delivered the University of Cambridge's third annual Disability Lecture.

Prof Baron-Cohen, director of the Autism Research Centre and Professor of Developmental Psychopathology at the University of Cambridge, argued that

those with Asperger Syndrome just had different strengths and weaknesses than other people.

"Whilst it is true that people with Asperger Syndrome have difficulties socialising, and this can be disabling, one does not need to focus on what they cannot do so well – one could instead focus on what they can do well, and perhaps even better than others," he said.

"Sufferers have normal or above average IQ, can be very accurate at perceiving small details, and may be fascinated by systems and the way things work.

"These are all qualities that are real advantages in some areas of life."

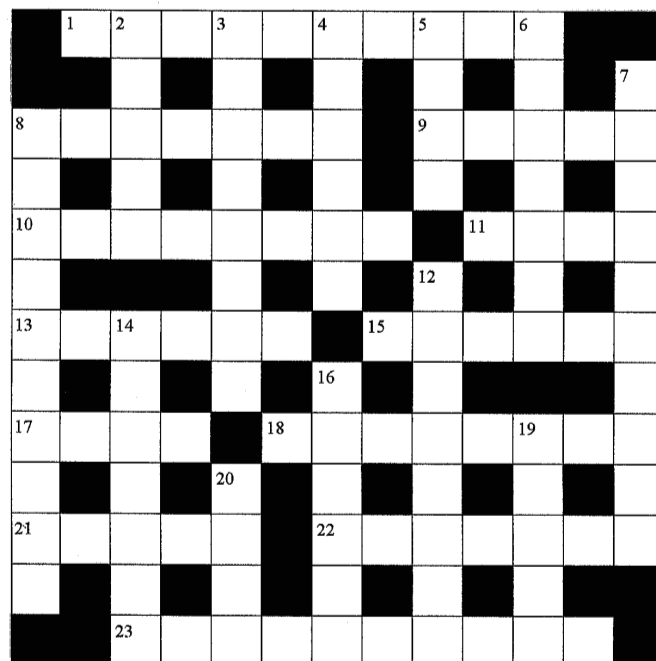
Prof Baron-Cohen is one of the world's leading experts on autism and Asperger Syndrome.

He has suggested that there is a continuum between the 'systemising' brain that is traditionally associated with males and the 'empathising' brain traditionally associated with females.

Asperger Syndrome could be a form of 'extreme male' brain, Professor Baron-Cohen has concluded.

## CRYPTIC CROSSWORD

NO.281



### Solution to last week's crossword

ACROSS: 1 Scrabble 5 Aped 9 Tamer 10 Gleaned 11 Catastrophic 13 Agency 14 Aspire 17 Philanthropy 20 Reading 21 Bathe 22 Date 23 Assessor.

DOWN: 1 Site 2 Rampage 3 Bureaucratic 4 Lights 6 Pinch 7 Deducted 8 Demonstrable 12 Pampered 15 Impetus 16 Stages 18 Inapt 19 Bear.

### ACROSS

- 1 Inapt if skilful extension to a French outfit (10)
- 8 Scornful remark applied to Sam's car (7)
- 9 Encourage revolutionary queen (5)
- 10 Do homework with a colour made in advance (8)
- 11 Stray given a piece of biscuit (4)
- 13 Composition requiring one component (6)
- 15 Gambling man's improved (6)
- 17 Gaze vacantly at a shiner (4)
- 18 One in a tomb liable to hunger for success (8)
- 21 Behead titled gent in the darkness (5)
- 22 Does pie have to be cooked in one segment? (7)
- 23 The gentle approach to sensitivity (10)

### DOWN

- 2 Patient girl from Kent area holding up railmen (5)
- 3 Man's pursuit of woman with degree is not diminished (8)
- 4 Disposition of salesman encountered after getting a rise (6)
- 5 Put money on rugby player (4)
- 6 Graceful worker holds up support from the east (7)
- 7 Quiet allusion given priority (10)
- 8 Lithe chaps to start featuring in newspaper pull-out section (10)
- 12 Judgment is in code of a sort (8)
- 14 Theological leaders should engage in contemplation (7)
- 16 Obstruct the rascal and stop Eden short (6)
- 19 Pressing items in the fire, perhaps (5)
- 20 Insects upset the fellow (4)



# Hotshots play key roles in helping fire Gunners closer to new stadium move

**Tony Quested**

Two Bedfordshire professionals have helped FA Cup winners Arsenal to a vital goal – a new stadium that will reap millions in critical revenue. And neither player is expected to be taken to penalties for their input.

The new hotshots in the Gunners' battery are Sandy-based lawyer Brian Hall and Sandy-headquartered construction company, Kier Group.

Hall, a partner at law firm Woodfines Leeds Smith and head of the commercial property team, has been involved in a major transaction to clear the way for the club's move from Highbury into the new Ashburton Grove stadium. Hall has been involved in sensitive relocation arrangements at the new site.

A veteran of the extended Gunners' team, Hall – who has been at the firm for 31 years in June – explained: "We acted for one of the Kier Group's regional construction firms, Caxton Islington

Ltd, which runs the housing management department for Islington Borough Council.

"The council agreed with Arsenal that it would relocate its housing maintenance department from Ashburton Grove, where the stadium is being built.

"Woodfines worked on the relocation arrangements. It was a lot of work, with 11 different sites. It was quite a challenge – there is virtually no on-street parking in Islington, and the housing management department has 250 vans to park."

Taking a leaf out of the Gunners' book in the FA Cup final win over Manchester United, Hall was forced into extra time to get the desired result.

He had to burn the midnight oil to get the job done before construction could begin but is thrilled that he will have helped write an important chapter in the club's history.

Hall added: "Much of Kier's property work is done through major regional firms. We have a long association with the company and thoroughly enjoy working

with them.

"We are proud to have been involved with Arsenal's new stadium and were obviously cheering them on against United in the Cup final."

Arsenal's new 60,000-capacity stadium – due to open in August 2006 in time for the new Premiership campaign – will occupy 17 acres in the Borough of Islington and the overall project cost is around £357 million. The scheme will create 1,800 new jobs.

Arsenal will not only reap more attendance money but also increase revenues from sponsorship as the new stadium will have 150 executive boxes – three times as many as Highbury.

Woodfines reports that more than 2,500 legal documents had to be signed to give the project full clearance.

Builder Kier is also an experienced player: The Kier name has been synonymous with the construction industry since the 1920s and the group is now a top UK contractor with a turnover in excess of £1.47bn.



Sandy-based lawyer, Brian Hall



Arsenal's impressive new stadium at Ashburton Grove

## Treatt is predicting £3 million profit for full year

Everything smells sweet for Treatt plc, the Bury St Edmunds maker and supplier of flavour and fragrance ingredients, and its shareholders.

Profit before tax for the six months ended March 31 increased sharply to £1.3m – a 65 per cent rise – due to one-off stock gains.

The situation has persuaded the company to upgrade full-year forecasts.

Chairman Edward Dawnay said: "Treatt USA is expected to perform well in the second half of the year and profitability at R C Treatt will benefit from orange oil prices remaining firm.

"The board believes that group profits in the second half will remain strong and now expect that, due in part to the one-off stock gains, full year profit before tax will be in excess of £3 million."

Interim EBITDA increased by 34 per cent to £1.823m (2004: £1.363m) despite turnover being down by 2 per cent to £14.713m (£15.073m).

Gearing fell to 15 per cent from 18 per cent.

## Plastic Logic opens new, local prototyping facility

**John Fenton**

Plastic Logic, a world-leading developer of plastic electronics technology, has opened a new multi-million dollar prototyping facility alongside the company's existing R&D and office facilities in Cambridge.

Plastic Logic – winner of the Innovation category of *Business Weekly's* East of England Business Awards in February – will use the prototype line to work with cus-

tomers to demonstrate advanced product prototypes, and to work with licensees on process qualification and technology transfer.

The prototype line is initially targeted at producing active matrix backplanes for flexible e-reader displays.

According to the company, when combined with an electronic paper imaging film, Plastic Logic's backplanes enable highly portable, readable and power efficient displays.

Plastic Logic's process technology is available for

licensing to display and printing companies. It comes with a complete package of technology transfer and support.

Stuart Evans, CEO of Plastic Logic, said: "With the opening of our prototype line, the plastic electronics industry is making an important transition from research & invention to customers & products.

"We look forward to working with the growing number of customers who want to use flexible displays to establish a first mover advantage in their markets."

## Insense plans debut product

Bedford-based biotech, Insense Ltd, plans to launch its debut product within the year after successful clinical trials in Canada, writes **Lautaro Vargas**.

Oxzyme, Insense's product for the advanced treatment of chronic wounds, is awaiting classification and approval from the US FDA,

which it hopes to have by the end of the year.

It hopes to closely follow Oxzyme with a variant that has increased antimicrobial potency in a couple of months. Laboratory tests have demonstrated the potential effectiveness of these products against several strains of wound bacteria, including MRSA.

The clinical trials were conducted under the supervision of one of the leading international woundcare experts, Professor Gary Sibbald, head of the Toronto Wound Healing Centres.

The trials showed improvement and healing of a surprisingly large number of wounds in just four weeks.

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**NORWICH LAW SCHOOL**

## Investment feast after 'famine' at Prelude

Prelude Trust plc has started to re-invest and achieved a number of notable realisations in the year to the end of March, its preliminary results underline.

The investment feast follows something of a famine – certainly what chairman David Wansbrough calls “a prolonged period during which the Trust had been more focused on supporting its existing portfolio than making new portfolio company investments.”

He said that the exits achieved had “transformed the Trust’s balance sheet and greatly increased the funds available for making new investment.”

The Cambridgeshire Trust’s Net Asset Value at March 31 had increased by 9 per cent to £53.6 million (2004: £49.1m) – the equivalent of 146.1p per share (133.8p per share) – by period-end.

Exits made during the period realised more than £30 million. Three of the exits – Alphamosaic, DNA Research Innovations and FillFactory NV, were among the 10 highest valued trade sales of technology companies in Europe in 2004. They were acquired for a combined value approaching \$300 million by US buyers.

A further £5.2m was invested in eight existing portfolio companies and one new investment made during the year. Since period-end a further £300,000 has been injected into existing portfolio company De Novo and a new investment of £750,000 in SiConnect, a fabless semiconductor company.

Wansbrough said that the deal flow was strong, with more than 680 companies approaching Prelude during the year.

He said: “We are seeking to balance seed and early stage investments with later stage technology companies that are close to, or already achieving revenues.

“We believe that the relative shortage of funding for technology businesses continues to offer an opportunity to invest in such companies at attractive valuations. These later stage investments offer a three to four year exit horizon compared to the five to seven years needed for a typical early stage company.”

Bob Hook, Prelude’s managing director added: “The trade sales of Alphamosaic, DNA Research Innovations and FillFactory, together with the disposal of the quoted Oxford BioMedica holding, generated aggregate proceeds during the year of £30.1 million with residual additional deferred proceeds, valued at a further £4.8 million.

“These four exits alone have therefore returned more than two-thirds of the total capital raised by the Trust and a multiple of 3.3 times its investment cost of £10.5 million.”

# Herts firm closing in on contract to end head lice

Lautaro Vargas

A Royston insect identification and R & D specialist is on the brink of landing an EU Framework 6 contract worth £164K that will attempt to put a stop to head lice.

Insect R&D Ltd’s highly specialist range of expertise is used across a range of industries including biotech, food production, healthcare and forensics where the firm has worked on a number of high profile murder investigations over the last couple of years.

The Framework 6 collaboration will make use of Insect R&D’s louse colony to develop a new and more efficient delivery system for the treatment of head lice.

Insect R&D director, Ian Burgess, said: “We are in the final stages of getting the paper-

work together for the consortium. We want to develop a programme, a new treatment, that will improve delivery.

“The award is £329K over two years for two R & D providers, of which we are one. Some lab work will involve the use of our louse colony, then we plan to run clinical trials, which will involve testing the treatment in the field. Hopefully it will all be ready to start by June.”

Insect R&D was previously known as the Medical Entomology Centre. Established in 1998, the company underwent a name and location change after the retirement of founder, Dr John Maunder. Burgess, previously deputy director, now runs it from a new purpose-built premises at Shepreth.

Burgess said: “Insect R&D is one of only a few companies of its kind in the world. Apart from product formulation test-

ing and clinical trials, we undertake insect identification, a service food suppliers find very useful when faced with an angry customer and an unidentified foreign body.”

It isn’t only food companies that find Insect R&D’s insightful forensic expertise useful. Both police and defence counsels seek its services for the gruesome task of identifying grisly objects such as maggots in cadavers. The company has worked on at least two high-profile investigations over the last two years.

Insect R&D’s first forensic case was a natural progression of its work with food companies. More accustomed to identifying foreign bodies such as rattlesnake vertebrae and Jack rabbit bones in US peanuts, Insect R&D was asked for its expert opinion regarding a mouse found in a packet of crisps.

Initial investigation found the mouse was actually a shrew, a rare intruder of buildings, infested with maggots. Insect R&D next established there were two species of maggot, one from a nocturnal egg-laying fly, the other from a diurnal layer.

“They were all the same age and we concluded they had been placed there on purpose,” said Burgess.

“The shrew must have lain dead outdoors for at least 24 hours before going into the crisp packet, proving the claim was false.”

The forensic element forms just a small percentage of Insect R&D’s work, its stock in trade coming from research into “insects of public health importance.”

As well as head lice, the firm also does work on fleas, cockroaches, house dust mites, ants, mosquitoes and bed bugs.

## Solicitors complete PFI deals

Law firm Mills & Reeve has completed a further two PFI projects, advising Allied Irish Bank (GB) and Epping Forest Primary Care Trust on their respective schemes.

The Allied Irish Bank (GB) project is for the provision of new pharmacy and laboratory facilities for the Altnagelvin Area Hospital in Northern Ireland and is valued at £16.35 million. It is the first healthcare PFI to complete in Northern Ireland for several years.

The Epping Forest scheme is for the development of St Margaret’s Hospital to provide quality healthcare in and around the Epping Forest area. This includes the redevelopment of wards for the elderly, a day hospital and some therapy services and is valued at £13.4 million.

Since the start of 2005 the firm has also completed a £26m PFI Project for Daventry Hospital.

# Drinks cartons firm quenches thirst

A team of young entrepreneurs who have invented a new way of recycling drinks cartons are £150,000 closer to turning their research project into a commercial venture after winning the final of the Cambridge University Entrepreneurs’ business creation competition.

Post-doctoral researcher Carlow Ludlow-Palafox and PhD student Alex Domin from Cambridge University’s Chemical Engineering Department, successfully talked six of the city’s leading business angels and entrepreneurs into giving their business EnvAl £150,000 of start-up funding.

EnvAl is also gaining vital commercial expertise as the angels – who include Acorn Computers and ARM co-founder Hermann Hauser, telecoms guru David Clevely and serial bioscience entrepreneur Andy Richards – have agreed that one of them will join the board of EnvAl to help steer it through its early stages.

The £50K Business Creation Competition was set up at Cambridge University in 2000, inspired by the highly successful \$50K Competition at the Massachusetts Institute of Technology (MIT).

Since then it has distributed over £200,000 in prize money and spun-out over 18 companies headed by students and other university members, with the support of sponsors including the Cambridge-MIT Institute (CMI), the Cambridge Science Park and ARM.

In a change to the competition format this year, instead of being handed their prize money, winners had to bid for funding from a panel of business angels.

So after their names were read out by Prof Michael



Rushing in where some fear to tread: Young entrepreneurs pitch for investment support in Cambridge beauty parade

Kelly, executive director of the Cambridge-MIT Institute, the winners had to stand up and pitch to the panel of business angels, which also included Robert Sansom, co-founder of Cambridge Angels and of Fore Systems, and Sherry Coutu founder of ISI Emerging Markets and Interactive Investor International Plc.

Star of BBC2’s Dragon’s Den, Doug Richard, the founder and chairman of Library House and co-founder of Cambridge Angels, was also there, heading the panel in an advisory capacity.

EnvAl, which began life as Dr Ludlow-Palafox’s PhD project, is developing a new technology for recycling the millions of Tetrapak drink cartons thrown away every year.

Its new process extracts

usable aluminium, oil and gas from the cartons, so that they can be completely recycled rather than thrown away.

At the moment, the paper companies that manufacture the cartons have to pay landfill tax when the waste cartons are disposed of.

Alex Domin says: “It costs these companies money, so they are looking for a better answer to the problem.

“And of course it’s not sustainable when thousands of tons of waste cartons are ending up in landfills or being incinerated every year.”

Dr Ludlow-Palafox has been working on the idea for eight years along with his supervisor Prof Howard Chase, head of the University’s Department of Chemical Engineering.

EnvAl aims to use the £150,000 funding to build the equipment it needs to demon-

strate the process, including a mobile pilot recycling plant that can be used by paper manufacturers.

There were two other winners of the £50K Competition, BOPPHY Technologies and Cambfix.

BOPPHY, led by students based at the Computer Laboratory, is developing new technologies for delivering extremely high-speed broadband internet access over powerlines – particularly useful in rural areas and/or in developing countries where there are many more power lines than telephone lines.

PhD students Stavros Tsiakkouris and Inaki Berenguer didn’t succeed in winning up-front funding – but they did receive a personal invitation from Dr Hermann Hauser to go and pitch to Amadeus Capital Partners, the venture capital

company specialising in high-technology investments.

The third winner was Cambfix, a fledgling business headed by two students taking the CMI-sponsored Masters programme in BioScience Enterprise at Cambridge University.

Ali Bajwa is an orthopaedic surgeon who has spent eight years mending broken wrists and ankles.

“Typically, a third of such cases develop a complication during treatment,” he says, “and I have seen patients complaining of infection or stiffness in the joint.”

Cambfix has invented a series of new products that can fix serious fractures without having to drill pins into the bone, and which, unlike a plaster cast, allow the patient to keep the joint mobile so it doesn’t stiffen up.

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AWG	889.50	+11	889.50	475.5	0
Bespak	505	-2.50	627.5	342.5	3.94
BioFocus	73.50	0	222.5	70.50	0
BioProgress	40.75	0	164	30.45	0
CAT	576.50	-1.50	747	413	0
Care UK	418	+10	422.50	186	0.97
Celsis	34.75	-0.75	40.75	23	0
CeNeS	9.25	0	15	3.38	0
Centurion	17.50	-3.75	108.50	17.50	0
Computacenter	249.50	-1	339.50	249.50	0
Concurrent Tech	20	0	34	17.5	2.56
Countrywide	269.25	-2.50	340	269.25	0
CSR	357.25	0	450	220	0
Cybit	55.50	-1.50	77.50	55.50	0
Cytomix	11.75	-2	57.5	11.75	0
Deltron Elec	59.50	-0.50	89	59.50	2.55
Domino Printing	236.50	0	279.5	161.50	2.19
DRS	31.50	-7	51.25	31.50	0
E2V	186	0	247	173.50	0
EasyJet	243.75	+1	389	121.50	0
Eckoh	9.38	0	10.38	7	0
EMAP	769.50	-1	965	706.5	3.16
Falk.Is.Hdngs	390	-7.50	610	390	0
Geest	655.50	0	657	566	0
GeneMedix	6.50	-1.50	21.5	6.50	0
Gibbs & Dandy	419	0	745	286.5	2.10
Greene King	1210	+14	1330	816	3.02
HEC	145	-15	195	145	0
Huntleigh	367.50	0	457.5	256.5	1.65
Ideal Shopping	241	+1	241	215	0
Int Gtns	372	0	405	370	0
ITM Power	66.50	0	100.5	51	0
Kier	851	0	897.50	654	0
LPA	16.50	0	37.50	14.5	0.98
MMI	109	-10	236	65	4.41
nCipher	222	-3	269	143.5	0
Nestor Health	146	0	175	88	0
Netcall	20.50	0	32.75	16.75	0
Newmarket Inv	18	0	25.50	17	0
NXT	69.50	-0.50	204.5	50.5	0
Oasis Health	8.25	-0.75	15	8.25	0
Pharmagene	21.50	-1.50	92	21.50	0
Phytopharm	126.50	0	260	122.50	0
Plasmon	113.50	-6.50	268.5	113.50	0
Porvair	95.50	-3.50	171	95.50	2.89
Prelude	116.50	0	121	69	0
Pursuit Dynamics	188	0	224	45	0
Roxboro	377	+0.50	377	228	3.14
Sareum	1.88	-0.38	2.26	1.88	0
Tadpole	5.75	-0.25	27.88	5.75	0
Tandem	22.75	-0.75	24	15	0
Tex Holdings	105.50	0	199.5	104.5	5.52
Titon	99	0	149	74	7.03
Trafficmaster	42.75	0	108.5	36.75	0
Trans Siberian	119	-1	143	119	0
Travis Perkins	1648	+3	1930	1167	1.81
Treatt	243	+13	245	180	4.15
TTPCom	41.50	-3	98.5	41.50	0
Vega	193	0	200.50	139	0
Xaar	215.50	0	226.50	29.5	0
XN Checkout	248.50	+7.50	280	108	0
Xenova	4.38	0	16.75	4.15	0
Yule Catto	246.50	0	304	221	0

## Plasmon set to raise £12m

Plasmon Plc, a leader in professional optical archival solutions, is raising £12 million before expenses through a placing and open offer, underwritten in full by Investec.

The cash will secure the intellectual property, design and tooling of the company's new UDO Archive Appliance technology into the high-end removable data storage market and fund the customisation of the products for major OEM customers, principally IBM.

Plasmon intends to acquire a key element of intellectual property of the UDO drives from Pentax.

The funding will additionally provide general working capital to the group, strengthen the balance sheet and provide a stable platform for growth moving forward.

Plasmon manufactures UDO optical disk drives and libraries in Colorado Springs in the US, where it also produces library systems based on DVD technology.

At its UK facilities near Cambridge, it makes UDO and legacy 12 inch optical disks as well as developing storage management software and integrated connectivity solutions.

Plasmon also manufactures CD/DVD stampers at its facility in Caen, France and provides consultancy services to the volume CD/DVD disk replication industry. Last November, Mitsubishi Chemical began making UDO disks in Japan under licence from Plasmon.

The company not only sells its products globally through a range of distributors and resellers but also directly to several OEM customers, including HP, Xerox and Siemens.

Plasmon needs the growth and drive to profitability that

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the new generation technology could provide.

Turnover for the year to end-March declined 10 per cent to £44.9m (£50.1m). The full year retained loss increased to £9.3m from £4.3m after exceptional costs of £1.6m. Net debt was reduced to £11.9m from £13.3m after £7.3m net of additional equity capital was raised during the year.

CAT (Cambridge Antibody Technology) looks to be on course for significant long-term growth on the strength of its results for the six months to the end of March and upbeat forecasts on several drug development fronts.

The foundations for growth have been built on the balance sheet where CAT has net cash and liquid resources of £178.2m and a substantial and increasing revenue stream from HUMIRA royalties.

A diverse pipeline of

licensed antibody product candidates offers good prospects for expansion in the medium term with no financial cost to CAT as these programmes progress through the clinic; notably ABT-874, LymphoStat-B and HGS-ETR1.

Major opportunities for the longer term are provided by CAT's proprietary programmes which, though at an early stage of development, are progressing: CAT-354 in a Phase I clinical trial and GC-1008 expected to enter Phase I trials this year, together with potential products resulting from the strategic alliance with AstraZeneca.

The AstraZeneca collaboration provides CAT with the opportunity both to build a significant pipeline of antibody therapeutics in important diseases in collaboration with a leading pharmaceutical company and to receive financial returns commensurate with its level of investment.

As part of the AstraZeneca Alliance, CAT is committed to supporting and funding half of a minimum of 25 discovery programmes, jointly initiated, over the initial five-year discovery phase.

This investment is fully funded by the £75m equity injection from AstraZeneca made in December 2004.

CAT has the opportunity to invest in the clinical development of selected candidates that result from the joint discovery programmes and to thereby increase potential returns.

All CAT's activities, excluding later stage product development, will either be pre-funded (as with the AstraZeneca discovery activities) or funded from revenues. This will ensure that the business is effectively self-financing up until the demonstration of efficacy in

clinical trials.

The company believes it can hit all its growth targets within three years and without growing headcount.

CAT cut its loss after tax to £16.3 (£18m). Turnover was £9.8m (H1- £8.5m; H2-£7.4m).

Leading international private health firm, BUPA, has contracted Cambridge-based **Autonomy** to power a knowledge management project on the BUPA intranet and external customer-facing website.

Autonomy will help BUPA provide customers and employees with the latest and most accurate information on a wide range of issues from hospitals and medical information to childcare and travel insurance.

Hemel company **Fulcrum Pharma** has entered into an agreement with global Swiss-based agribusiness, Syngenta AG, to provide development expertise and resources to enable Syngenta Biopharma to progress its lead projects toward clinical development.

Share price dropped 11.76 per cent to 3.75p after the drug development firm announced its interim results for the six months ended February 28. Turnover reached £6.33m (2004: £5.49m) and pre-tax loss was £350k (2004: £408k).

Bedford online telematics provider, **Cybit Holdings**, has announced two new contracts totalling over £500,000 for its Fleetstar-Online solution.

The statement comes less than one week after it announced three other contracts also worth in excess of £500,000.

Liquid gas supplier Flogas and the UK's largest recycling company, EMR (European Metal Recycling) will utilise the real-time, GPRS (General Packet Radio Service) capabilities of Fleetstar-Online.

## Record results and AVEVA promises more

AVEVA, one of the world's leading providers of engineering data and design IT systems, has posted record results for the year ended March 31, with increased revenue, pre-tax profits and cash.

Revenues rocketed 51 per cent to £57.5m (2004: £38.1m), profit before tax increased 60 per cent to £10.7m (£6.7m) and the company ended the year with net cash of £11.2m (£8.7m). The share price went up 10p (1.5 per cent) to 677.5 on the news.

AVEVA reports excellent growth in its target sectors of oil and gas, power and marine – especially in the Asia Pacific region.

The company has identi-

fied an "exciting opportunity" to accelerate its VNET business on the back of additional investment of £2m in the next 12 months and the strategic acquisition of Realitywave Inc for £3.2m.

Chief executive Richard Longdon said that the acquisition of Tribon in May 2004 had transformed AVEVA's presence in the fast growing marine market and further exposed the business to some of the world's most dynamic economies in the Asia Pacific region.

He added: "This year could prove to be equally exciting as we increase the roll out of our unique VANTAGE Enterprise NET (VNET) to a wider customer base and begin to reap the benefits of bringing togeth-

er Tribon technology with AVEVA's core VANTAGE offer."

A notable success for AVEVA has been in China in the power industries, both nuclear and fossil fuelled. The company now dominates this market and works with over 75 per cent of the country's power design institutes.

China's fast growing economy and the subsequent phenomenal demand for extra power capacity, should result in further opportunities going forward.

On the marine front, a strategic development partnership with Hyundai, the world's largest shipbuilder, looks like reaping handsome dividends.

Hyundai has collaborated

with AVEVA in the development of the next generation of VANTAGE Marine, committing \$8 million to development costs on top of paying annual rental fees initially to 2011.

Longdon said: "We have been excited by the progress so far. Hyundai has started to use AVEVA products well before it originally intended.

"This endorsement from the world's most influential shipbuilder demonstrates that our own VANTAGE technology is not only highly complementary to the marine industry, but is increasingly becoming viewed as 'must have'.

"We are positive that this will lead to significant new business opportunities during the course of this year."



New owner eyes Cambridge, Cambourne and Melbourn

# ‘We’ll stay local’ pledge by SPG’s new owner

Lautaro Vargas

Aeroflex Incorporated, a provider of test solutions for the aerospace and defence industries, is scouting alternative locations for SPG, the test and measurement division of UbiNetics Holdings acquired for £46 million.

The US hi-tech firm is looking at relocating either in Cambridge, Cambourne or Melbourn, though no specific sites have yet been identified.

Aeroflex, which acquired the firm from PA Consulting and 3i, said that all jobs will be retained.

Ubinetics spun-out of PA Consulting in 1999 and both are based in Melbourn, Herts. Bob Vogel, Aeroflex vice president marketing and head of wireless, said: “It may be in the best interest of both Aeroflex and PA Consulting if SPG moved within the next 12 months.

“PA Consulting holds the lease on the existing property and they want to renovate. We would have to move out for the renovation and it would make sense to find somewhere so we don’t have to make the move twice.

“If we do move we will definitely keep it in the area and at the moment we are looking at towns rather than specific locations. Jobs will be safe because there is no overlap with product lines.”

SPG is one of UbiNetics’ two core businesses and a leading developer, manufacturer and integrator of wireless test and measurement solutions specific to commercial wireless product development organisations and service operators.

Aeroflex has agreed to pay approximately £46m for SPG with a further £2m payable depending on the actual level of sales and gross margin achieved in the year ending June 30, 2006.

SPG has 130 employees based in Cambridge and a further 25 to 30 in Bangalore. For the twelve months ended March 31, 2005, it had sales of approximately £18.6m and operating income before exceptional items of more than 20 per cent.

It is the second PA Consulting spin-out bought by a US firm in under nine months following the \$125m (£70m) acquisition of drug delivery firm, Meridica announced in September 2004.

Len Borow, vice chairman and COO of Aeroflex, said: “The addition of SPG’s wireless test and measurement products and technologies is expected to enhance Aeroflex’s wireless product portfolio and is designed to enable us to provide more complete testing solutions for the development, manufacturing and service markets and to have greater exposure to the research and development labs of the world’s leading network vendors and operators.

“The UbiNetics name is recognised worldwide as a leading provider of wireless testing solutions which has garnered them a market leadership position and a top tier customer base.

“We believe that there is a significant synergy between SPG and Aeroflex’s Test Solutions division, which is expected to lead to important opportunities for future product developments.”

Jon Moynihan, chairman of UbiNetics and executive chairman of PA Consulting, said: “In six years, UbiNetics has grown from a 16-employee operation to a company employing over 400 people with a £24m turnover.

“UbiNetics is operating at the vanguard of making 3G technology a reality for handset manufacturers, infrastructure developers, network operators and millions



SPG, the testing division of UbiNetics could be set for a move

of consumers.”

Michael Gorin, vice chairman and CFO of Aeroflex, said: “The acquisition is expected to both produce significant operating synergies and be accretive to fiscal 2006 earnings on both a GAAP and pro forma basis.”

SPG’s products address two primary wireless applications – infrastructure testing and mobile handset testing.

SPG’s products focus on global wireless standards and the supply of handset emulation products and load analysis tools that are designed to assist with the research and development of handset and infrastructure products and the effective deployment of wireless networks.

Aeroflex trades on the Nasdaq National Market System and specialises in the aerospace, defence and broadband communications markets.

Its diverse technologies allow it to design, develop, manufacture and market a broad range of test, measurement and microelectronic products.

## Further funds for De Novo

Prelude Trust has invested a further £300,000 in computational drug design company De Novo Pharmaceuticals Ltd.

Prelude’s investment is part of a successful £1.5 million funding round backed by existing investors and led by Merlin Biosciences. Prelude has now invested a total of £2.7 million in De Novo and owns 15.8 per cent of the issued share capital.

De Novo has one of the world’s leading technology platforms for in-silico drug design. Its major programme is SkelGen – a universal suite of algorithms for de novo drug design. SkelGen provides solutions for all classes of drug design problem that encompass structure-based, ligand-based and fragment-based design scenarios. It generates novel, synthetically tractable, chemical scaffolds that can be developed into proprietary lead molecules.

Dr Robert James of Prelude, said: “De Novo helps pharma and increasingly biotech companies with validated disease targets to discover patentable ‘drug like’ compounds against their targets.

“This fundraising will help De Novo to build partnerships and commercialise its technology in an extremely exciting area of the Life Science market.”

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## Mawhinney handed URC chair

Sir Brian Mawhinney has accepted the unanimous invitation of the founding members of Peterborough’s Urban Regeneration Company to become its chairman.

The URC, which was established by Peterborough City Council, English

Partnerships and the East of England Development Agency, will work with partners, businesses and local people to help shape, plan and deliver Peterborough’s growth to a bigger and better city over the next 20 years.

The initial board, selected following a comprehensive

selection process, will consist of the chairman and directors representing the three founding members plus the Greater Peterborough Partnership; Councillor Ben Franklin (PCC), Richard Harrington (EP), Marco Cereste (EEDA) and Allan Arnott (GPP).

# US cash machine firm makes its first European play

The US's largest independent owner and operator of Automated Teller Machines (ATMs) has made its first play for the European market with the acquisition of Herts-based Bank Machine Ltd for an undisclosed amount.

Bank Machine, which operates out of Hatfield and has more than 1,000 state-of-the-art

ATMs around the UK, will be run as a wholly-owned subsidiary of Cardtronics, which will retain the 50 staff.

The acquisition was made from European private equity firm, Bridgepoint Capital.

It brings the total number of ATMs in Cardtronics' portfolio to over 26,000 of which 10,000 are owned and 16,000 managed.

Cardtronics president and chief executive, Jack Antonini, said: "Our entry into the European market marks a new phase of our growth and expansion."

"We plan to take advantage of opportunities to reach under-penetrated markets worldwide where we can leverage the significant economies of scale, operating expertise and superior

customer service capabilities we have developed.

"This is a good acquisition for us. Bank Machine has a strong, profitable track record with excellent growth prospects and is run by a very experienced and capable management team."

"Its operating principles of providing great value supported by world-class service

are the foundation of its success and align well with our business philosophy."

Bank Machine's CEO, Ron Delnevo, added: "Being part of an industry-leading organisation will bolster our ability to expand and develop new business in our estate and beyond."

"Leveraging Cardtronics' economies of scale will help

us become an even more profitable, significant force in the ATM deployment business throughout the UK."

Bridgepoint owned 73 per cent of Bank Machine after an MBO of the UK ATM operations of Euronet Worldwide in January 2003.

Bank Machine turned a profit of £175,000 for the year ended December 2003.

New resuscitation equipment paraded at UKTI technology exhibition in Cambridge

## Essex firm's technology a breath of fresh air for paramedics

Alan Smith

An Essex company has launched new resuscitation equipment for paramedics in a variety of emergencies.

NuTec Medical unveiled the new Resuscitation Support Module, which it claims is the complete answer to compact and mobile resuscitation, at UK Trade and Investment's TechnologyWorld05, exhibition in Cambridge.

Designed to save both lives and money, the RSM is a versatile, robust and light-

weight carrier weighing just 2 kilos (4lb), built to transport up to four lightweight CD dial up oxygen cylinders (460 litres; 1 - 15 litres per minute), plus high grade suction (1 - 70 Kpa) and an extendible drip arm capable of carrying two drip bags.

Providing a compact combination of oxygen, low to high grade suction depending on requirements plus receiver jar and telescopic drip arm, it will fit onto most crash trolleys, beds, chairs, or can be carried easily by hand or as a backpack. It is ready for immediate use, and can be used for

oxygen and suction separately, or both together.

Cambridge Imaging Systems Ltd launched its new Tgate device at the event. The company has redesigned its Agate system - used by corporate customers who want live TV on their LAN or to record live TV in bulk - to create this new product.

Tgate has been designed as a simple device that will take an input signal and convert it to a UDP stream.

It is expected users will wish to extract separate channels from a multiplex to avoid flooding the client connections with unnecessary

data so it will be possible to configure up to eight UDP targets.

Lord Sainsbury, Minister for Science and Innovation, welcomed more than 100 international companies from 21 different countries to the inaugural event.

"The presence of so many senior technologists from around the world demonstrates the high regard in which the creativity of UK companies is held," he said.

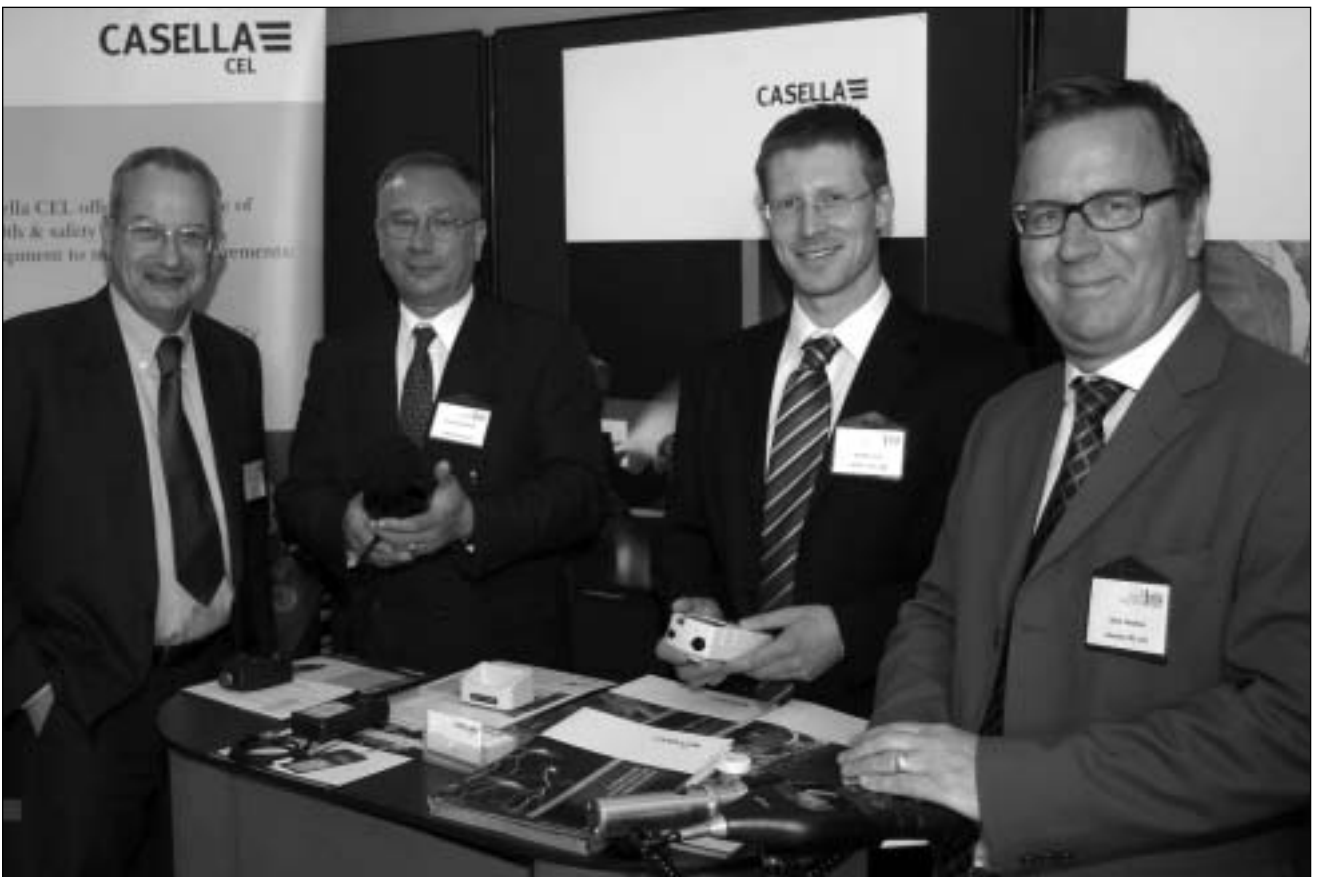
"This event provides an excellent forum for UK and overseas enterprises to come together, explore new ideas and do business. I hope that

many new partnerships will be made."

Overseas buyers and technologists have been visiting from key markets including China, Japan, the US, India, Saudi Arabia, Qatar, Mexico and most European countries.

During the event they have been taking part in over 700 pre-arranged face-to-face meetings with more than 60 technology businesses from across the UK.

These companies are involved in the security, e-health and environmental monitoring and control markets.



Lord Sainsbury with (from left to right) Denis Sharman, Kevin Cook and Gary Noakes of Bedford company Casella

## ML Labs and Novex settle score

St Albans'-based ML Laboratories and Novex Pharma have settled their differences outside of the courts over the 2000 and 2001 marketing of Adept, ML's abdominal surgery anti-adhesions product.

ML had started legal proceedings against Novex following a dispute over the interpretation of an agreement between the companies.

Novex was responsible for promotion of Adept in the UK and certain other EU countries. It raised various counterclaims against ML.

Following further talks between ML and Novex, a full and final settlement has been reached. The terms are confidential and no liability has been admitted by either party.

Kieran Murphy, ML Laboratories' CEO, said: "We are pleased to have settled this dispute with Novex without recourse to full legal proceedings. It removes any uncertainty surrounding the potential liability."

Adept is currently marketed by Shire Pharmaceuticals in Europe.

Discussions with potential US marketing partners are progressing.

## CCL plays key role in new anti-fraud device

John Fenton

An innovative security printing solution that addresses the growing global problem of product and document counterfeiting made its world debut at TechnologyWorld05.

Developed by UK innovator Colour Secure, the company's unique 'colour signatures' promise to extend sophisticated anti-counterfeiting protection to a far wider audience than previously possible.

They are verified by a colour reading terminal employing a novel form of spectrometer designed by Cambridge Consultants.

Colour Secure's colour signatures can be printed

onto documents and products such as passports and pharmaceutical packaging as part of the normal production or production process - at a fraction of the cost of alternative security techniques in common use today.

This printing can even be done using a conventional office printer and security inks.

Cambridge Consultants' role has been to help combine this innovative low-cost security technique with a simple colour recognition capability that can accurately measure invisible-to-the-eye information embedded in the colour signatures.

To achieve this, Cambridge Consultants produced a novel spectrometer,

which has been integrated into a compact handheld verification terminal developed by the electronics design and manufacturing consultancy Ingenion Design.

The resulting package is allowing the security company to demonstrate its colour signatures, and to provide development kits to users such as governments and corporations.

"CCL's colour reading technology is helping us to widen the potential applications for our security process substantially - as it helps to bring authentication costs down to a level that makes sense even for small volume applications," says Prof Peter Keay of Colour Secure.

"The consultancy has

worked alongside us as part of our development team, helping us to simplify and speed our path to market."

The technology uses special security inks that create unique and discreet colour signatures that can be printed onto labels or documents using standard printing technology.

These signatures can hold encrypted information such as product ID, to combat attempts at forgery.

The colour signatures are virtually impossible to copy and cannot be read by any other commercially-available terminal.

The technology can be applied in many industry sectors as an anti-fraud tool or administrative aid.

Applications are said to

include:-

- Printing on high value product labels and packaging to verify genuine goods and identify fakes

- Improved security on passports, ID cards, visas and similar documents containing personal details

- Printing on products to aid stock control and supply chain management

- Use with pharmaceutical products to guarantee the products are genuine

- Printing on tickets for high value events such as concerts and sports matches

- Security on currency, bonds, legal documents and certificates

- Authentication and co-ordination of travel documents such as boarding cards and tickets.





# Oxbridge Business

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

May 23, 2005

The UK government is shaping a new super-cluster around the innovation of Oxford and Cambridge and the City of London's financial muscle.

## Triangle's powerhouses can create a new Valley

Ben Fountain and Tony Quested



Cambridge technology transfer Svengali, Walter Herriot, says a successful Triangle could match Silicon Valley for critical mass

The intellectual powerhouses of Cambridge and Oxford could help the Golden Triangle (Cambridge-London-Oxford) achieve the same critical mass as Silicon Valley if their full potential is exploited via ongoing collaboration, a leading entrepreneur believes.

Walter Herriot, who has played a vital role in improving the region's technology transfer performance and competitiveness, says the brain gain emanating from the

two world-leading universities allied to London's muscle as a European financial centre together matched anything the Americans could offer.

Speaking on the launch of *Business Weekly's* Oxbridge Business Initiative, Herriot urged every academic and corporate organisation operating within the Golden Triangle to commit themselves totally to co-operation rather than competition.

Director of St John's Innovation Park and spearhead of several economic

development initiatives, Herriot said: "It is vital that UK plc capitalises on its intellectual advantages because there is no viable alternative with as much potential for this country.

"The Triangle brings together all of the brilliant research groups and outstanding companies that, combined, are the engine of UK plc. Co-operation and collaboration bet-

ween them have got to be encouraged.

"If we are to be taken seriously as a knowledge-based economy we have to feel we are not just poor cousins to the Americans. If you take what's going on right across the Triangle then we are approaching the critical mass of the Silicon Valley.

"A lot is going on behind the scenes to create better co-

operation between these major centres. The UK is too small to allow a parochial approach to get in the way of its economic development."

The Universities of Cambridge and Oxford are very much at the heart of national Government policy to 'sell' the attributes of the Golden Triangle to the world.

Recent independent research rated Cambridge the

world's third most influential University for research output – behind Harvard and Stanford – with Oxford eighth globally.

This reinforced the comments of the Government's chief scientific adviser, Prof Sir David King, to executives at *Business Weekly's* Awards ceremony in Cambridge in February.

*Continued on Page II*

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# Triangle has Valley potential



Professor Sir David King

From Page 1

Sir David said the Government viewed the Triangle as a global trade heavyweight that could push the UK into a world economic elite and create a British-owned IBM or Nokia.

Problems for companies in finding third-stage finance to move from a £5m company to a £50m business while staying UK-based could be solved by creating closer links across the Triangle, Sir David added.

He said the region's innovation cluster was an essential element in the Government's 10-year plan to use science to drive the country up the world economic league tables.

Given the short distances involved, certainly in US terms, Sir David said the Government was increasingly shaping its innovation strategy around the concept of a super-cluster that Cambridge, Oxford and the City of London would represent.

*in association with*



## Corporate

Sir David said: "If we could pull together the respective strengths of centres like Cambridge and London, for example, I think that would go a long way to replicating the success of companies like IBM and Nokia."

"Cambridge and Oxford are world-class in terms of their innovation output, while I would argue that London is the most dynamic financial centre in the world."

"The difficulty of obtaining third stage finance, to move from a £5m company to a £50m company while remaining UK-based, is well-documented and is evidenced by the number of Cambridge companies that have been

'cherry-picked' by the US.

"That could be solved by a more coherent and proactive approach to infrastructure planning in our 'Golden Triangle,' creating closer links between innovation clusters and the financial centre."

Sir David said that in terms of research Britain was creating real results and punching well above its weight.

"Our main selling point internationally is the excellent value for money the UK gets from its research budget. We're number one in the world, ahead of the US. Our resources are used very efficiently to produce excellent science," he said.



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*Tony Quested* looks at some of the successes to have spun-out of Oxford and Cambridge universities

# Universities generate millions of pounds for UK businesses

The world-leading universities of Cambridge and Oxford are generating thousands of jobs and millions of pounds for UK plc.

The quality of research emanating from these two seats of learning is impressing large global corporates. Equally importantly, the brain is producing much more gain than is commonly perceived.

Most independent observers would agree with the view that both universities deserve more central funding to underpin their scientific and technological research.

Cambridge Vice-Chancellor, Prof Alison Richard, is set to embark on what is being described as an 'Ivy League' style fundraising drive to raise hundreds of millions of pounds to finance activities and help return it to profitability.

She launches the effort in Cambridge and London in September and will then fly the flag to alumni and potential corporate donors in China, New York and San Francisco.

The individual colleges are believed to have signed a pact pledging all the proceeds to central University funds.

Cambridge's fiscal deficit had risen to £10.5m in 2003-04 and the former Yale provost said: "Cambridge cannot flourish as one of the great universities in the world in a failing higher education system – the health of the system is important to the health of Cambridge."

Compare this funding blight to the wealth and jobs generated by Cambridge and Oxford for the local and national economies as its grey cells at least keep Britain out of the red.

During 2004, the University

*in association with*



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**Professor Alison Richard**

of Cambridge applied for 61 patents based on 141 invention disclosures, while a total of 41 new licences and other commercial agreements were completed – up from 32 in 2003.

Income from licences exceeded £2m for the first time and total commercial income from licensing and consultancy conducted via the University's company, CUTS Ltd, grew to £4m.

The year ended with a University spin-out flying the flag in the world's greatest technology cauldron – the American NASDAQ market. Cambridge Display Technology became the first Cambridge University spin-out to secure an IPO.

Cambridge's technology transfer success blossomed

from August 2001-July 2002 when in the space of 11 months six spin-out businesses blinked for the first time in the commercial daylight.

Four were biomedical – identifying another growing trend with Cambridge spin-outs that continues today – Akubio, genapta, Smart Holograms and DanioLabs. Another spin-out – Chroma Therapeutics – is involved in Pharmaceutical R&D into regular gene expression. The sixth new arrival was electronics company Metalysis, a business that recently raised £5m – the largest series A financing round in its sector in the last five years.

A further three spin-outs were achieved from August 2002-July 2003 – all biomedical: Vivamer Ltd, Diagnostics for the Real World Ltd and Ionscope.

Four of the latest clutch of spin-outs (August 2003-July 2004) continued the Life Sciences trend – Cambridge Lab on Chip, Protein Logic, Novexin and Cellcentric – while the fifth was Zinwave, another electronics company.

Cellcentric has become one of the key players in the Post Genomics era – notably in the exploitation of epigenetics – and recently received new funding of £250,000. The investment has enabled a new commercial relationship with the Babraham Institute, Cambridge, now a European-leading centre of excellence in epigenet-



**CDT was the first Cambridge University spin-out to secure an IPO**

ic research. Under the terms agreed, CellCentric has exclusive rights over epigenetic-related intellectual property generated at the Institute.

Spin-outs are only one facet of the University's importance to Cambridge. Research collaborations with global industrial giants have improved the interface between academia and industry and helped create whole new clusters.

Stem cell research, plasmonics, nanotechnology, photonics and other knowledge-based industries have sprung up through this unprecedented spirit of collaboration.

The University is accredited with being the region's biggest employer, with 8,000 staff. In addition, each of the 31 Colleges employs its own staff.

Addenbrooke's – the University's teaching hospital and a world leader in medical research – employs a further 6,000 people.

University colleges Trinity and St John's also inspired, respectively the world famous Cambridge Science Park – established by Trinity in 1969 – and St John's Innovation Park,

created in 1987. Both continue to thrive.

Oxford University is an equally dynamic catalyst for economic growth locally and nationally. As a whole, it whole employs eight per cent of Oxfordshire's workforce.

The University has had outstanding success with spin-offs and these are estimated to currently employ around 5,000 people. There are 7,300 direct University staff while another 3,500 are employed by the colleges.

Headcount at Oxford University Press is some 1,200 while indirectly a further 2,500 individuals depend on the University for work.

Through their combined spending, the University and its colleges and students inject an estimated £482 million per annum into the local economy and add some £274 million per annum to local disposable income.

The University has played a central role in the development of Oxfordshire generally as a hi-tech hub.

Oxfordshire currently has some 2,000 hi-tech companies,

employing 45,000 people – one in seven of the workforce – and there are more biotech companies in Oxfordshire than in whole countries such as the Netherlands or Sweden.

In terms of technology transfer, Isis Innovation, the University's wholly-owned technology transfer company (founded in 1988) is acknowledged as an exemplar and manages over 400 projects.

Of the 49 spin-out companies that the University lays claim to, 39 have been formed since 1997, when Isis underwent rapid expansion. (On average Isis files one new patent per week and spins out a new company every two months).

The combined market value of the University's spin-outs is around £2 billion, using quoted market capitalisations and investor valuations for unquoted companies.

Over the last six years the University has realised £45 million selling shares in spin-outs. It has traditionally taken a stake of between 5 and 30 per cent in each of the companies which have spun out to date.

## Successful Oxford University spin-outs

Oxford University's first spin-out – **Oxford Instruments** – was founded in 1959 and today is a global leader in advanced instrumentation, employing over 1,500 people in 16 countries and valued at £106 million. Its products are used worldwide for scientific research, analysis and healthcare, and the company has been listed on the London Stock Exchange since 1983.

**Oxford Asymmetry** was founded in 1992 and is valued at £343 million. Oxford Asymmetry International and Evotec Biosystems merged in December 2000 to become Evotec OAI, a European powerhouse for the discovery and development of new drugs.

**PowderJect** was founded in 1994 and is valued at £422 million. In 2003 PowderJect Pharmaceuticals plc was bought by Chiron and is now a wholly owned subsidiary of Chiron Corporation. Powderject/Chiron is a development-stage drug, vaccine and diagnostics delivery company specialising in the needle-free, pain-free injection of drugs, biopharmaceuticals, conventional and DNA vaccines and diagnostics in dry powder form.

**Oxford Consultants for Social Inclusion (OCSI)** was founded in 2003 and was the University's first spin-out from the Social Sciences. It aims to help local government tackle social exclusion. Expert

analysis facilitates the tasks of identifying deprived neighbourhoods, targeting resources, evaluating programme effectiveness, and strengthening regeneration bids.

**NaturalMotion**, founded in 2001, combines biology with computer science to create realistic and interactive character animation for games and films. 'Virtual stuntmen' are created using artificial evolution and are imbued with artificial intelligence, allowing special effect stunt scenes to be created hundreds of times faster than traditional methods. They were used in Hollywood blockbuster 'Troy' and many other films, games, and adverts.

**Oxxon Pharmaccines**, founded in 1999, develops innovative therapeutic vaccines (pharmaccines) for the treatment of chronic infectious diseases and cancer. The company has completed an extensive pre-clinical programme which has demonstrated the potential of Oxxon's Prime-Boost technology. The company has two pharmaccine candidates in hepatitis B and melanoma which entered the clinic in 2000. Clinical trials using the Prime-Boost? in an academic setting have started in malaria and one is due to start shortly in AIDS.

**The Oxford Bee Company**, founded in 2001, provides bee nests and managed pollination systems that are beneficial to

everyone from domestic gardeners to professional fruit growers. The company will introduce a number of innovative products, all based on scientific and environmental principles, that are designed both to create an opportunity for people to understand and observe bees and to produce an economic advantage.

**Glycoform**, founded in 2002, is a drug delivery company whose aim is to discover and develop novel drug delivery systems utilising glycoprotein technology. The company aims to leverage the highly specific interactions of oligosaccharides with cell surface receptors to target existing and novel drugs to diseased organs. Additionally,

the company aims to work with the pharmaceutical and biotech industry by enhancing protein and antibody therapeutics through improved glycosylation.

**Mirada Solutions Limited**, founded in 2000, is a leading developer of software and analytical tools for medical imaging workstations. Mirada's unique products aid better detection, diagnosis and management of disease through the application of powerful image analysis tools to medical images. Originally formed when spin-out companies OXIVA and OMIA merged, Mirada was acquired by CTI Molecular Imaging Inc in August 2003.



# Energy drink made from dates wins Luton competition



University of Luton Vice-Chancellor, Prof Les Ebdon presenting to winner, Bilal Ahmed Surahyo

A 20-year-old accountancy student has won this year's Business Concept Competition at the University of Luton, after showcasing his plans to launch a new energising drink made from dates.

The competition, sponsored by Chamber Business and e-Financial Management, was open to staff and students at the University as well local entrepreneurs. Two prizes were up for grabs – £1,000 for the best business idea and £250 for the best e-commerce idea.

After receiving his £1,000 cheque, Bilal Ahmed Surahyo said: "Winning this award is such a brilliant start to taking my idea forward."

"When I studied in Bahrain I noticed that people ate large quantities of dates on a daily basis. I remembered that back home in Pakistan, date drinks are widely sold, but there didn't

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seem to be any on sale in Bahrain.

"I realised there was a market in Bahrain for such a drink. In the Arab world, it is well known that dates have particular health benefits such as helping with weight loss, speeding up the recovery of convalescing patients and also helping to increase energy levels. To have it on sale as a drink would mean it could be sold in wide range of locations, including small shops, supermarkets and restaurants."

The winner of the £250 best e-commerce idea went to Peter Matyas for his online document delivery system.

Runners up included Paul Carter and Tanya Whitehurst for their relaxing Words and Music stores concept. Their proposal outlined plans to open a chain of stores where customers can buy coffee, CDs and books, and relax during their lunch hour or on a shopping trip, but with a special ambience new to the UK's high streets.

The second runner up was Adrian Turscan for his electronic Recordpad product that can store hand-written documents and record speakers and lecturers. He plans to market his product to business professionals, teachers and students.

# Challenge Fund joins forces with major VCs to heighten commercial opportunity

In what is believed to be a 'first' for any UK university, the Cambridge University Challenge Fund is joining forces with some of the UK's leading VC firms in order to provide greater commercial opportunities for the University's researchers.

The new entity, to be known as Cambridge Venture Partners, comprises the Challenge Fund together with the 3i Group, Amadeus Capital Partners, Avlar

BioVentures, IDG Ventures, Porton Capital and TTP Ventures.

It is anticipated that early-stage businesses, set up to exploit University innovations in technology, will reap huge benefits, as will the Cambridge Venture Partners' players.

Bill Matthews, fund manager at the University Challenge Fund, said: "We have many opportunities to make early investments with a range of promising research

projects at the University, in order to help the teams develop their commercial potential.

"Bringing in additional funding via Cambridge Venture Partners will enable a business to develop more quickly and so realise its potential in a shorter time."

"Once the University's investment has reached its maximum, the partners would then have the opportunity to lead later investment rounds."

There are a number of Challenge Funds across the

UK, each associated with a leading University.

But this is the first time that one of the Funds has joined forces formally with established VCs in order to provide a further boost to early stage university spin-outs.

Matthews added: "Cambridge Venture Partners will supplement rather than substitute for University funding."

"The benefits of this extra early funding from the University – which has been

extremely successful in spotting winners – means that businesses can be sustained by sufficient venture capital to optimise their chances of getting to market and contributing to the UK economy."

The University of Cambridge Challenge Fund has provided early investment to a range of successful spin-outs. These include Smart Holograms, Metalysis, Danio-Labs, Cambridge Semiconductor, Hypertag and genap-ta.



Bill Matthews

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## Milton Keynes Chamber role made for Nichols

Milton Keynes & North Bucks Chamber of Commerce has appointed Phil Nichols to fulfil a key role as its policy & representation manager.

His job will be to represent the interests of the business community on a number of local committees as well as various organisations.

These will include MK Council, English Partnerships (EP), the Oxford-Cambridge ARC, Milton Keynes Economic & Learning Partnership (MKELP) and CMK Partnership.

Additionally he will be involved in working with the local business associations in Newport Pagnell, Stony Stratford, Buckingham and Bletchley.

His business background ranges from sales and managing small hotels, to senior management of larger organisations. He has held an executive role in a number of other chambers.

He has also built up and sold a successful freight forwarding company, so he fully understands the owner/manager's viewpoint.

Nichols has considerable experience of lobbying, especially at a national and European level, having worked in both Westminster and Brussels and with the Forum of Private Business.





# Senior commercial property lawyers join Woodfines

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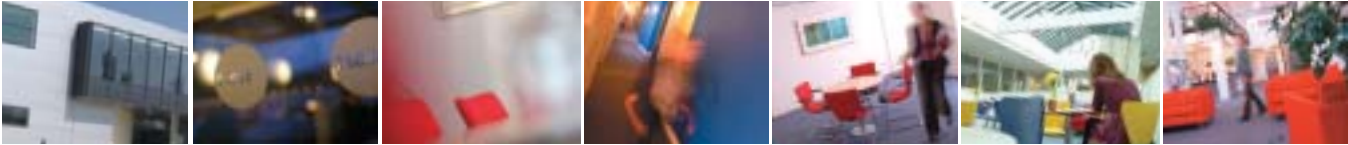
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Two senior commercial property lawyers – Brian Bennett and Sylvia Goulding – have joined Woodfines in Milton Keynes, Bletchley, Bedford, Kempston, Sandy and Biggleswade.

Both have established reputations with leading City law firms, where they were responsible for some of the country's most significant property deals. Bennett joins from the corporate division of Barlow

Lyde and Gilbert in the City of London, where he worked on mergers and acquisitions involving property. Goulding was a commercial property partner at City firm, Bischoff & Co,

and Frere Cholmeley Bischoff, now part of leading law firm, Eversheds. She was also a partner at McLellans in Hertford, where she specialised in commercial property for the licensed trade.



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## Telephony company supplies cutting-edge system to NHS Trust

Telephonetics in Hemel, a leading speech recognition and computer telephony specialist, has provided the Luton and Dunstable Hospital NHS Trust with a cutting-edge speech driven system – the ContactPortal® – to improve call management and communications at the Trust.

The Luton and Dunstable Hospital started from modest origins 60 years ago with only 170 beds and now has over 550 inpatient beds and 2,800 staff.

On its opening in 1939, one telephone was thought sufficient for the whole hospital; the Trust now takes over 4,000 calls per day from outside plus thousands more internally.

The Telephonetics system acts as a virtual operator 24 hours a day, using advanced speech recognition technology to answer, transfer and make telephone calls.

The Trust, which serves over 300,000 people from many different cultural and ethnic backgrounds, will use the system to answer routine calls and alleviate pressure on their operators. This leaves operators available to deal with complex inquiries where their specialist knowledge of how a hospital works is invaluable.

The ContactPortal® now handles 100 per cent of all calls both internally as well as incoming calls. Patients, public and staff are able to call any contact simply by saying the name of the person, department or job title they wish to contact.

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# Oxford Innovation chosen to run Silverstone centre

Oxford Innovation has been appointed to manage Silverstone Innovation Centre, *writes Alan Johnson.*

The £4.2m centre, a joint venture between British Racing Drivers Club and the East Midlands Development Agency designed to house up to 40 high performance engineering start-up and growing companies, is attracting strong interest.

Seven companies will have moved in by early June.

Dragon2000 has already chosen the centre to accommodate its rapid growth.

The company is one of the UK's leading producers of dealer management software systems with over 2,300 customers including many of the country's franchises, car supermarkets, used car specialists and independent workshops.

Mark Cooper, managing director of Dragon-2000, said: "We moved to Silverstone Innovation Centre so we can provide a better service to our growing customer base."

"Additionally, we have agreed a long term growth strategy that fits perfectly with our needs as a growing company."

"The first phase sees us move into the state of the art centre, and in the second we will expand into a purpose-built office at Silverstone Technology Park."

Another tenant, Preston Racing, is a growing motorsport team with ambitions to enter Formula One.

Silverstone Innovation Centre provides a flexible base where the company can work closely with a vast array of suppliers and manufacturers.

Co-tenant A1 Grand Prix Operations organises the races and logistics for the new A1 Grand Prix international racing series that will take place in some of the world's most exotic locations from September to April of each year.

Pitting driver against driver and country against country for the first time in history, A1 Grand Prix will bring together 25 nations representing nearly 80 per cent of the world's population to actively compete on a level playing field in the inaugural World Cup of Motorsport.



In pole position: Silverstone Innovation Centre

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## Early-stage boost as Academy comes to Cambridge

The first ever European Venture Academy to be held in Cambridge has significantly increased the chances that 19 early-stage companies will be able to raise £12m of investment funding between them over the next 6-12 months.

With the help of a dozen top-level investment experts, entrepreneurs were able to test out and improve their pitches to investors in a mixture of presentation sessions and one-to-one coaching.

They not only received very frank feedback but were also given intensive assistance with improving their presentations and elevator pitches before being given another chance to try them out.

The event, which was oversubscribed, was held at St John's Innovation Centre and organised by Europe Unlimited on behalf of the European Commission's Gate2Growth initiative.

The team of coaches consisted of investment experts from Belgium, France and the Netherlands as well as the UK, including five from the Cambridge area.

One of the coaches, Martin Rigby of ET Capital, said: "This event really focused on the things that entrepreneurs need to get right, that investors need to know."

The success of the event has already led to discussions about a second Venture Academy, to be held next year.

The five investment experts from the Cambridge area were Alan Barrell, Andrea Blakesley of the Great Eastern Investment Forum, Simon Pratten of Transitions, Martin Rigby and Richard Youngman of Library House.

Jamie Urquhart, formerly with ARM and currently with Pond Venture Partners in London, was also on the team.

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# Oxford to Cambridge Arc aided by collaboration

## OXFORD Innovation

Oxford Innovation is proving a growing force in technology transfer, collaborating with local partners to boost the chances of success for start-up businesses across the Oxford 2 Cambridge Innovation Arc.

Oxford Innovation is said to be the UK's leading operator of innovation centres, with more than 300 companies occupying its 12 such hubs.

It offers flexible office and lab space and helps raise finance through three business angel networks and investment readiness programmes.

It also provides partnering opportunities, advice and networking via specialist technology networks and regular networking events.

In the North Central Arc, Oxford Innovation has worked with Wellingborough Borough Council to establish an innovation centre on the campus of Tresham Institute of Further Education College.



Mick Judge, manager of Wellingborough Innovation Centre, in a meeting room at the centre.

Picture, Glyn Dobbs.

Eighteen companies use the facilities, which include fully-serviced offices at competitive rates, conference rooms and reception services.

New businesses that are not yet ready to move into offices can use the low-cost virtual office service (OxiFlex) to access the centre's facilities and support services.

The centre also runs a

thriving networking events programme. This includes monthly seminars on practical topics of interest to growing businesses.

NetWel, a business break-fast club run by the centre in collaboration with Tresham Institute, also provides an informal forum for business-people to network and share experience and meetings are held every other month.

At the Oxford end of the Arc, Bicester Innovation Centre is also thriving and is used by 27 innovative, start-up companies with a further nine using the OxiFlex virtual office service.

For Francis Walker, director of Meson Solutions, moving into office accommodation seemed a large step. But the initial costs of moving into business premises were

soon outweighed by the business infrastructure and professional image gained from being based in Bicester Innovation Centre.

Since moving into the Centre in June 2002, Meson Solutions, which designs and implements data storage area networks for specialist IT companies, has thrived, expanding twice to accommodate its growing business.

# DiagnOx tale is super for food industry

DiagnOx is a membership network managed by Oxford Innovation that is helping to successfully commercialise diagnostic research from the medical, veterinary, environment and food sectors.

DiagnOx provides support for all stages of technology transfer, from proof of principle through to development of a new company.

Network members include researchers, new businesses, organisations and professionals with an interest in the UK diagnostics sector. As well as networking events and partnering opportunities, the DiagnOx members can access specialist advice in technical, commercial and financial areas.

DiagnOx enjoys an excellent working relationship with Cranfield University, a valuable partner.

The regular collaboration between Cranfield and DiagnOx has resulted in cost-effective support for companies like BioAnalab Ltd, one of the start-ups using DiagnOx's services.

BioAnalab is an Oxford University spin-out company developing tests to enhance the safety and utility of new therapeutic antibody treatments. DiagnOx matched BioAnalab, which needed additional resources and



Tony Baldry MP for North Oxfordshire, with Lisa Mynheer, DiagnOx manager, and Maureen Peters at the Opening of Phase II of the DiagnOx Laboratory in Oxfordshire, which helps diagnostic researchers develop their ideas into businesses.

Cranfield University which was seeking industrial projects for its MSc students in medical diagnostics.

BioAnalab commissioned three projects with Cranfield and was as impressed with the work carried out by the two students as they were

with BioAnalab. As a result, the company found itself with two tried and tested new employees once they had finished their MSc course.

More recently, an idea for a new diagnostic test highlighted by a DiagnOx expert panel is being taken forward

by Cranfield University, who are handling patenting and raising proof of concept funding to take it to the next stage.

Last year, DiagnOx officially launched a new laboratory facility where researchers, or companies developing medical diagnos-

tic products, can undertake prototyping and proof of concept work.

The DiagnOx Laboratory is located in Cherwell Innovation Centre, Oxfordshire and provides a managed 1,000ft<sup>2</sup> laboratory and office facility with a range of essen-

tial equipment, including balances, centrifuges, pH meters and temperature-controlled incubators.

It has proved so successful that it has recently been extended and Phase II of the DiagnOx Laboratory was opened by Tony Baldry, MP for North Oxfordshire, in March.

The Phase II area is a fully-equipped cell culture facility where companies can use specialist equipment to grow cells that can be used for the production of proteins, such as monoclonal antibodies, or as control materials to evaluate new diagnostic tests.

The latest company to move in, is Macro Conex, which is developing a chemistry-based core technology for use in many diagnostic tests.

It joins DiaMatrix, developing a new product format for pregnancy testing and drugs of abuse tests; Oxford Bio-Innovation, developing new markers of diseases, and Ocuity which is licensing its innovative optical technology for display products, such as 2D/3D switchable cell phones.

Hybrid Systems, developing new gene therapy treatments for ovarian and prostate cancer, has located alongside the DiagnOx Laboratory to take advantage of the facilities on offer.



Dr David Kingham outside Oxford Centre for Innovation

Oxford Innovation has recently launched its unique Innovation Centre Extranet facility known as 'ICE' that can help over 300 growing companies in a variety of sectors link up to do business and share experience.

Companies can use 'ICE' to browse through other company

entries by sector, publish profiles, add news and highlight business opportunities, or post questions in the 'Ask the Experts' section. They can also access business support and practical advice on issues ranging from raising finance to legal matters, accounts and marketing from Oxford Innovation

and professional firms.

Dr David Kingham, chief executive of Oxford Innovation, said: "We believe we are unique among innovation centre operators in offering this facility, which is exclusively for the companies in our network of 12 Innovation Centres in locations from Oxfordshire to Welling-

borough, Berkshire, Gloucestershire and Portsmouth.

"As well as facilitating collaborations between the entrepreneurs and innovators, ICE has been specially designed to provide access to professional advisers and contacts who can help them develop their businesses."

## Commercial successes spun out of Oxford innovation hubs

Oxford Innovation's various centres have spun out a number of commercial success stories that have attracted global attention.

Mirada Solutions, an Oxford University spin-out whose medical imaging products enable better diagnosis and treatment of breast cancer and heart disease, entered Oxford Centre for Innovation with three staff and progressed from a 200 sq ft office to the largest office space as staff numbers grew.

Mirada was bought by US Group CTI for £14m and employed 100 staff when it 'graduated' from the centre to larger premises in Oxford.

Dr Max Wilson, formerly director of operations at Mirada, praised the centre as a factor in Mirada's success: "We gain from being in a community of like-minded entrepreneurs, with easy access to vital business contacts, funding and advice services.

"The innovation centre has given us the best start and provided premises and services to meet our needs as we expanded."

Summerton Mill, a stop-frame animation company, has used the studio facilities at Colin Sanders Innovation Centre, Banbury to create a new classic



**Toumaz Technology: An engineer from Toumaz with a low power silicon chip (top) and the Toumaz team at Culham Innovation Centre.**

children's programme called 'Summerton Mill' for the BBC. The innovation centre has attracted a cluster of innovative software, digital media and creative companies.

Toumaz Technology is developing an ultra low-power advanced mixed signal technology that could transform battery operated and mobile products, with applications in health-

care, consumer, security and automotive markets.

Toumaz was the first company to move into Culham Innovation Centre in 2001 and expanded to larger premises at Milton Park, following an investment of £1.5m from Gennum Corporation, Canada.

Keith Errey, CEO of Toumaz, said: "Culham Innovation Centre has been crucial to the success of Toumaz. We moved in as two people and have expanded three times to larger offices within the Centre.

The flexible letting terms meant that each move had a minimal impact on our business. Our ambition is to be the biggest and best semiconductor company to come out of the UK and being based at Culham Innovation Centre has given us the best possible start."

Novarix was founded in 2004 to turn healthcare ideas into new products and Oxford Innovation helped get the business off to a flying start by assisting with company formation and attracting seedcorn finance from private investors.

Oxford Innovation continues to provide Novarix with office facilities at Oxford Centre for Innovation, plus business advice, administrative support, and a range of valuable contacts.

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## Arc angels are operating in key Oxford networks

Oxford Innovation manages three highly successful business angel networks open to companies across the Arc area.

Oxfordshire Investment Opportunity Network (OION) ([www.oion.co.uk](http://www.oion.co.uk)) links investors with entrepreneurs seeking funds from £150,000 to £2m. It helped 13 companies raise £2.5m in the year to March 2005 and during the last five years has helped 74 companies raise £17.3m.

OION holds monthly presentation meetings where selected companies pitch their opportunities to the Network's members – a mix of highly active business angels and corporate investors who can provide management expertise and contacts, as well as vital capital, to enable the companies to develop to the stage where they can attract venture capital investment.

And it has just seen a perfect example of this with Hardide plc, a company that secured investment through OION in 2000 and 2003, and has recently floated on AIM at a post money valuation of £12 million.

Hardide produces a super hard coating for steel and metal parts that has widespread applications in the oil and gas industries, as well as in metalworking, tool manufacturing and car components.

Jim Murray-Smith, chief executive of Hardide, said: "The new capital injection will be used to fund development of the company, including expenditure on equipment and expansion of our sales and marketing operations.

"These activities should enhance the company's operations and enable us to develop new business in the US and elsewhere."

Hardide started life in Begbroke Innovation Centre, one of 12 Centres run by Oxford Innovation. Dr David Kingham, chief executive of Oxford Innovation, said: "Hardide is a great success story.

"They grew in Begbroke

Innovation Centre, in an ideal location with access to the University of Oxford's world-class materials science facilities, and enjoying flexible terms designed to boost the development of start-up companies.

"When Hardide outgrew the Innovation Centre, one of our directors helped the company identify a site in Bicester where they were able to establish their own purpose-built factory."

Other companies that have raised finance through OION include:-

- Armstrong Healthcare Ltd, a Buckinghamshire company whose intelligent robots can assist surgeons during complex operations. It raised £1.025m with the help of OION and investment from Hoegh Capital and Octopus Asset Management.

- Oxonica Ltd, a nanotechnology company that spun out of the University of Oxford in 1999 and is focused on delivering tailor-made solutions to customer needs, with a portfolio of nanomaterial-based new products.

The company has strong platform technologies from which to commercialise products initially in the fuel catalyst and cosmetics sectors.

Existing products include a nanocatalyst fuel additive to improve fuel economy and reduce emissions in diesel engines, which Stagecoach is now using in its UK bus fleet, and a photostable UV protection with enhanced UVA performance for the cosmetics and sunscreens markets, used by Boots in its Soltan suncare products.

Oxonica raised £2.6 million in its latest investment round to support the global roll-out of the products.

The National Science and Technology Council in the US estimates that the market for nanotechnology products and services in the US will reach \$1tn by 2015, of which \$340bn per year will be generated from nanomaterials.

## £3.5m funding awarded

Oxford's Environmental Change Institute has been awarded more than £3.5 million of government funding over the next five years for the UK Climate Impacts Programme (UKCIP).

Funded by the Department for Environment, Food and Rural Affairs (Defra), the UKCIP was set up in 1997 to develop a national picture of climate

change impacts in the UK.

The new funding will allow the UKCIP to develop strategic research on impacts of climate change across the UK and also strengthen the role the programme plays in equipping organisations, such as local authorities, businesses, services and utilities, and regional government, to prepare themselves for climate change.



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# New runway delayed to 2013 take-off

BAA has re-affirmed its commitment to build the first full-length runway in the South East at Stansted, subject to planning approval, but the launch date has been pushed back because of planning complexities.

CEO Mike Clasper told stakeholders that 2013 would be the earliest completion date for Stansted's new runway project (Generation 2). It comprises a new runway, terminal and aircraft stands; road and rail infrastructure and other developments.

Clasper said: "Stansted has had a great year. We've grown passenger numbers, revenue and profit and made good progress with the

Generation 2 project.

"I'm very confident that we will deliver the project successfully in line with the policy framework set out in the 2003 White Paper."

Alastair McDermid, G2 project director, added: "We have had a fantastically busy first 18 months on the project and overall I'm pleased with progress."

"However, because of the complexities and challenges thrown up by road, rail and regional planning, the project has moved at a slower pace than originally expected. We now see 2013 as the earliest completion date and that itself is a challenging target."

BAA also reported that it had already invested £13 mil-



Alastair McDermid, G2 project director, is pleased with the progress that has been made over the last 18 months

lion in early design and preparation for the planning application and £16 million on voluntary property schemes, which are in operation to support those worst affected by plans for the new runway.

A public consultation on BAA's proposed location for the new runway will begin in November and an environmental impact assessment, together with public consulta-

tion on the airport draft final masterplan, will take place in autumn 2006.

The planning application in 2007 will be followed by a public inquiry, after which the Secretary of State will make a final decision on the application and conditions.

Subject to planning approval, the right market conditions and regulatory formula, the BAA board will then decide on how to proceed

with the development.

## G2 development timetable

- July 05–October 05: Consultation on airport draft interim masterplan and 25 million+ planning application
- Nov 05–Jan 06: Consultation on proposed location of new runway
- Spring 06: Public consultation on road and rail schemes for G2
- Spring 06: Publication of

confirmed interim masterplan. Submission of planning application for +25 million to Uttlesford District Council

- Balance of 2006: Environmental impact assessment studies for G2. Public consultation on airport draft final masterplan
- 2007: Publication of airport final masterplan. Submission of planning application for G2
- 2013: Earliest date for new runway to be operational.

# Cambridge Display Technology

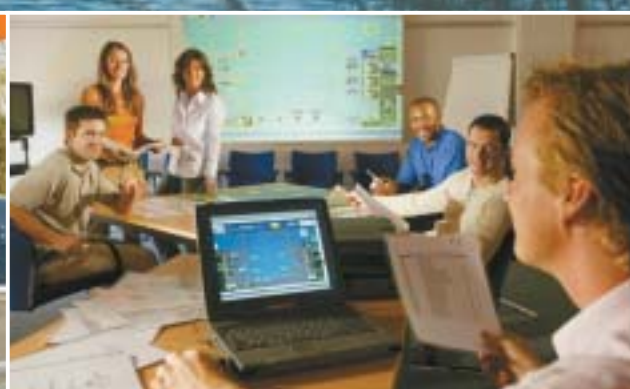
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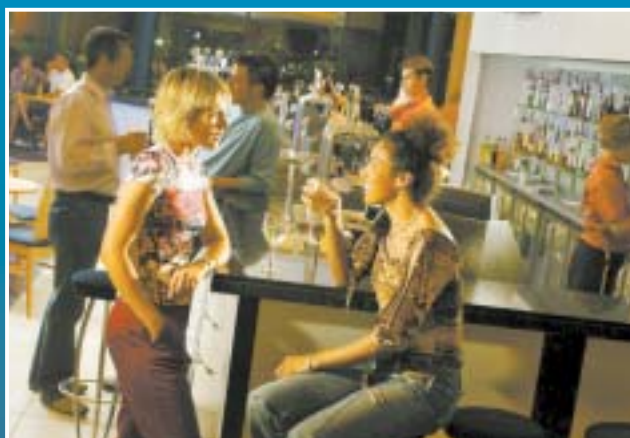
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# Campaign to regenerate more brownfield sites

A new campaign is underway to regenerate more brownfield land in key heartlands of the Oxford2Cambridge Arc.

An action plan has been unveiled by EEDA, the East of England Regional Assembly, the Government Office for the East of England and English Partnerships.

It is currently focused on Harlow, Stevenage and Peterborough, all of which fall within the London-Stansted-Cambridge-Peterborough Growth Area.

EEDA commissioned Entec to research the amount and type of brownfield land in part of the East of England region, and report on the key constraints and solutions for these sites.

There are two key outputs from the Action Plan:-

- A research document designed to fuel the debate and policy decision making to help ensure a steady supply of brownfield land. This

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includes a number of recommendations for a wide range of organisations.

- A database, holding information on brownfield sites in the trial search area of Peterborough, Stevenage and Harlow, but capable of becoming a region-wide (or even national) database of brownfield land.

This database has the potential to assist EEDA in the future in strategic decision making and aid identification of Priority Sites for EEDA intervention.

The database is currently confidential due to commercial confidentiality issues, but EEDA is considering how the database can become a publicly available

resource for other agencies, developers and the public.

Richard Kay, planning and infrastructure adviser at EEDA, said: "With recent national publicity in the East of England focusing on the proposed near half a million new homes in the next 20 years, this study answers some key questions on what contribution brownfield land can make, and what action the region needs to ensure a supply of brownfield land is delivered.

"The report shows there is not one real answer to solving what to do with brownfield land – there are a number of recommendations which we will scrutinise to see if they are appropriate to

the East of England."

All Regional Development Agencies were requested in the Sustainable Communities Plan published by the Office of the Deputy Prime Minister to undertake Brownfield Land Action Plans, supporting the work of English Partnerships in its development of a National Brownfield Strategy.

Paul Syms, the project director, national brownfield strategy, EP, said: "English Partnerships is the Government's specialist adviser on brownfield land and regional action plans such as this one will be crucial to the delivery of the emerging national brownfield strategy.

"We feel that the lessons learnt in the preparation of this study will be of great help to other regions when they prepare their own action plans."

- A final report of the findings and recommendations can be found at [www.eeda.org.uk](http://www.eeda.org.uk)



Paul Syms of English Partnerships

# Surge of interest at Blakelands Industrial Park

## Special Promotion

Since the start of the year, a surge of interest in Tanners Drive at Blakelands Industrial Park, Milton Keynes, has meant nine new tenants are moving into a variety of industrial and warehouse units to take advantage of this sought-after location adjacent to the M1.

Robert Shacklock of agents Douglas Duff said: "Following their purchase of Blakelands Industrial Estate two years ago, landlords Henderson Global Investors have continually sought to improve the Estate and implemented many incentives to meet the needs of incoming tenants.

"We have worked closely with them and their asset managers, Nelson Bakewell, to ensure that the units are well presented and their flexible lettings policy allows us to put together a range of deals at competitive rental levels."

The new tenants at Tanners Drive are: In unit 13 (16,382 sq ft), Pace Europe; In unit 16 (15,216 sq ft), Kutting UK; In unit 38 (4,575 sq ft), JDP Motors; In unit 44 (9,246 sq ft), Axima; In unit 56 (4,575 sq ft), Milkapro; In unit 80 (3,058 sq ft), Harris Roofing; In unit 86 (5,503 sq ft), Perfect Paints; In unit 114 (2,303 sq ft), Corporate Vehicle Services; In unit 134 (3,800 sq ft), Nastex.

A further five units are currently under offer, so businesses thinking of moving to Tanners Drive need to get their skates on, says Shacklock.

Individual warehouse



Unit 46 at Blakelands Industrial Park

units are available from approximately 1,851 sq ft to 51,000 sq ft and include separate loading facilities, ancillary office accommodation and car parking.

- For more information, contact Robert Shacklock or Graham Young at Douglas Duff, Charter House, 426 Avebury Boulevard, Central Milton Keynes, MK9 2HS. Tel: 01908 679900.

On the last greenfield site at Blakelands Industrial Park, Milton Keynes, four brand new production/warehouse units have just been completed at Quatro Park and are offered for sale through Douglas Duff.

Quatro Park has been developed by the Easter Group and Abacus Developments and offers a choice of industrial units from 6,500 to 9,000 sq ft including ancillary offices.

"These are the first free-

hold units we have marketed for some time, and we have had a high level of interest from potential buyers," said Jonathan Whittle of Douglas Duff.

"Not only does Quatro Park offer a superb location adjacent to the M1, it also provides a distinctive quality of production and office accommodation in a choice of sizes to suit expanding medium-sized and larger businesses."

Set on a landscaped site off Tanners Drive, Quatro Park is the Easter Group's fourth speculative development in Milton Keynes.

The success of such schemes as Sunrise Park has given the company an enviable reputation for high quality buildings.

- For further information, contact Robert Shacklock or Jonathan Whittle at Douglas Duff on tel: 01908 679900.

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## Cranfield and investors kick-start a new spin-out model

Cranfield University has succeeded in creating a new model for encouraging academic technologists to take their inventions to market, which is being repeated in 2005.

The Cranfield Investment Challenge for Start-ups (CICStart), first run in summer 2004, brings together the university's top-class MBA students with the world-leading technology emerging from Cranfield's diverse research programmes.

Following the development of comprehensive business plans, a presentation is made by each team to a high powered selection panel, with the aim of securing a cash prize that can be used in the formation of the business.

CICStart aims to stimulate the creation of backable, well managed,

well positioned and, ultimately, successful spin-out businesses based on technology from Cranfield University.

Commenting on the 2004 competition Gerry Fitzsimons, Chief Executive of TTP Ventures, declared the contest a success and said: "None of these teams would have come together without the Cranfield Investment Challenge for Start-ups initiative. As a result, Cranfield now has business plans and embryonic businesses which are well on the way to being ready for seed funding."

Opportunities for sponsorship of this prestigious contest in 2005 are still available, and further details can be obtained from Peter Leverkus, Head of Technology Transfer, Cranfield University.



### Nearing completion: The Business Incubator Centre

The Cranfield University Business Incubator Centre, a £1 million plus investment, is on track for completion in summer 2005.

Designed to complement the Innovation Centre and Technology Park, the centre will provide support services, workspace, and facilities for staff, students and the local community involved in pre-start-up and early start-up businesses. It will also be home to Cranfield Creates, an arm of the university, which supports Cranfield's interaction with businesses and the

wider community.

The centre will help to develop and commercialise the university's research by providing the facilities for academics, students and local people to start their businesses and draw upon Cranfield's areas of expertise.

Speaking at the sod-breaking ceremony, Prof Frank Hartley, Vice-Chancellor, said: "This is an exciting new venture for Cranfield – another step along our path to develop and commercialise the university's research by providing the facilities for our

academic colleagues, students and local people to start their businesses.

"More than that," he continued, "it is a testament to the will of Cranfield to move with the times and contribute directly to the prosperity of our region."

Jenny Slade, Head of Economic Development at Mid-Beds District Council, added: "The Cranfield Incubator Centre will provide the missing piece to the jigsaw – the support mechanism for pre/early start companies. Cranfield has the Innovation Centre, but that was the missing bit."

### Cranfield University Technology Park prepares for next stage of development

St Modwen Properties PLC, which is developing the 40 hectare Cranfield University Technology Park in partnership with Cranfield University, is planning another major phase to meet the expansion demands of successful occupiers.

As part of the next stage of development, for which planning consent has been applied, St Modwen is proposing to develop four sub-divisible hi-tech buildings which will incorporate offices and research/production facilities ranging from 4,000 sq ft to 8,000 sq ft, plus a 15,000 sq ft two-storey and a 30,000 sq ft three-storey office building.

Nick Kay, of St Modwen, explained: "We are aware that some of our existing occupiers having come on to the park as small businesses two or three years ago, are now keen to expand and buy their own property here."

"Now Cranfield is established, we are also hoping to attract the larger scale occupier and the individual office

buildings will satisfy that market."

He added that in the past few months numerous companies on the park have gained nominations and national awards for their pioneering work.

They include CALTEC Ltd which won the Best Production Solution Award for its Monster Jet Pump, and were also nominated for the Company of the Year award and New Business of the Year Award in Bedfordshire and Luton Business Excellence Awards 2004.

Another occupier Cognisco Ltd, the global employee assessment solutions company, received the Exceptional Grant for Research and Development award from the Department of Trade & Industry. Web services company NetSquared won the DTI's E-commerce Start Up award for the East of England.

The last of the available space in the previous phase was let to Nissan which has its European design headquarters at Cranfield.

## Areas of business expertise

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The East of England Innovation Relay Centre is part of a Europe-wide network set up by the EC to facilitate the transfer of technology across national borders. It offers ways of finding and assisting with the transfer of technologies developed in Europe that may be of value to businesses in the East of England. The Centre can also help regional businesses find markets in Europe for newly developed technologies.

• For further information, and to subscribe to a keyword-based Technology Alert Service, visit [www.innovation-east.co.uk](http://www.innovation-east.co.uk), or contact Andrew Goldsbrough Telephone: **01223 421117** • Email: [agoldsbrough@stjohns.co.uk](mailto:agoldsbrough@stjohns.co.uk)

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OFFERS

**Antibody APA1/1 as a marker for TCR-engaged T cells** (ref:05 ES MAOT 0CI9)  
A Spanish public research institution has developed an antibody that can detect T cells that are being activated (determining its correlation with tumour or allograft rejection). This antibody is the only one described, which is able to specifically recognise productively-engaged TCRs (T cell antigen receptor). The research group is looking for a license agreement.

**Innovative cleaning technique to remove oil and other heavy contaminants from roads and industrial areas** (ref:05 DE NRXE 0CIH)  
A German company offers innovative, effective environmentally friendly and reasonably priced technology to remove oil and other heavy contaminations from circulation areas, e.g., on public roads after traffic accidents or cleaning up of contaminated industrial areas. Partners are sought for commercial agreements with technical assistance.

**Miniature On Line or At Line Fourier Transform Near Infrared Monitoring Systems for Liquid, Slurry, Vapour or Gas Streams** (ref:05 GB NMBT 0CH1)  
An English SME offers Near Infrared Spectrometer based system for real time online chemical analysis with reduced installation costs and improved reliability compared with current methods. The company can offer customised solutions for a wide variety of liquid, vapour or slurry process streams. They look for partners with close links with local or international process industries preferably with previous infrared analysis experience to introduce, develop and install these forefront systems.

**Phyto-remediation of metal-contaminated land: A low-cost in-situ organo-zeolitic-soil system** (ref:05 GB EAST 0CIF)  
Researchers at universities in the UK and France, together with a Canadian SME have developed an organo-zeolitic-soil technology that promotes the sustained growth of plants on soils that are heavily contaminated by metal wastes. The technology is low-cost, functions in-situ and requires only a simple surface amendment with this natural mineral-organic mixture. Partners are sought to bring the technology to market through a licensing agreement, joint venture or through technical collaboration.

**Software Solution to Speed Audio and Video Products to market** (ref:05 IE IE EI 0CE9)  
A small Irish company has developed a software solution for programmable Digital Signal Processor (DSP) technology that allows stand-alone audio and video solutions to be design quickly and at a reduced cost. Applications include video and voice-over-the-Internet phones, digital video recorders, Internet cameras, handheld video and audio devices and others. The company is looking for partners interested in further development and companies for testing of new applications.

**Wear-resistant coatings replace gold on electrical contacts** (ref:05 SE CSAA 0CFJ)  
A Swedish SME has developed a new concept for demanding electrical contact applications. The novel coating offers a superior combination of low contact resistance and resistance to oxidation, wear, friction and chemical ageing. Thereby, gold can be replaced by a material that costs a fraction.

The Swedish SME are looking for technical co-operation and license agreement with electrical contact producers.

**A new perovskite-based anode for solid oxide fuel cells** (ref:05 GB SCTI 0CHV)  
A UK university has developed and is offering for licence or commercial agreement with technical assistance a new perovskite-based anode for solid oxide fuel cells as an alternative to a Ni/YSZ anode. This anode overcomes many of the problems associated with alternatives, such as cell cracking and reduced effective working life.

**Efficient hydrogen generation for renewable energy storage and transmission** (ref:05 GB SCTI 0CHU)  
A UK university is offering for license or commercial agreement with technical assistance a new and efficient system of hydrogen generation for renewable energy storage and transmission. The new designs are based on protonic conducting membranes (substantially non-permeable to oxide ions and to molecular gas, and stable at high temperatures) able to produce pure, ready-to-use H<sub>2</sub>.

**Innovative sewage system solutions** (ref:05 DE NRXE 0CGX)  
A German company specialised in wastewater management technology offers an innovative solution for sewage system cleaning and odour reduction. This is done by a cascade, flush and discharge technology that allows for flushing across many miles of sewer main and renders costly rainwater overflow tanks unnecessary. Licensees and joint venture partners are sought.

**Optical know-how based on lithium niobate technology** (ref:05 FR GEFC 0CFX)  
A French company is a provider of modulation solutions for high-data-rate optical transmission networks and high-bandwidth optical applications. Its complete family of components allows system manufacturers to increase their competitiveness by offering cost-effective and high-performance modulation solutions. The company proposes to industrial partners technical and industrial cooperation to develop systems (telecommunication - sensing - instrumentation) including lithium niobate components.

**Wave power conversion directly from a turbo-alternator to a synchronised AC load** (ref:05 GB LSDD 0C44)  
A UK small company is designing an offshore power generator converting energy from ocean waves. This involves provision of moored large floating structures around the oceans of the world. Seeking license agreement to offshore energy companies as well as the possibility of manufacturing.

**Advanced Web-based fast food delivery business solution** (ref:05 CY CYIT 0CIB)  
A Cypriot company developed an advanced, Web-based, user-friendly fast food delivery business solution. A virtual call centre can be set up allowing order taking from the employees' homes. Orders can also be entered directly by customers through the Internet. The solution is multi-language and can be customised for all types of cuisines. The company is seeking a license agreement with technical co-operation or joint venture agreement.

**Catalyst for obtaining ethylene** (ref:05 ES SEOT 0CI1)  
Spanish researchers have developed a catalyst to obtain directly ethylene from ethane with a 25% improvement over conventional processes. It is formed of a mixed

oxide mounted on silica and can be used in oxidative dehydrogenation processes to obtain ethylene from ethane. It is also possible to use it in the production of acetic acid, a useful dissolvent, or for the production of acetonitrile. Agreements of technical cooperation with petrochemical and plastic/polymer industries are sought.

**Coating methodology based on Chemical Vapour Deposition** (ref:05 IT LOAS 0CIA)  
An Italian research centre has developed a new technology for Chemical Vapour Deposition, which allows deposition of thin films on particular inorganic surfaces, such as materials subject to improved tribological, or decorative or electric properties. Cutting tools, precious metal surfaces, and optical surfaces could benefit from this application. The research centre is looking for partners in order to test new coating procedures or for technical cooperation.

**Document management, timesheets, business collaboration and intranet applications based on Windows SharePoint Services** (ref:05 SI SIUM 0CG9)  
A Slovenian SME, developed experience in development of business applications based on Windows SharePoint Services (WSS). That experience includes the customisation of the WSS for document management systems, timesheets applications with online reporting and intranets for sharing information between employees and partners. The company is interested in all kind of cooperation.

**A new perovskite-based anode for solid oxide fuel cells** (ref:05 GB SCTI 0CHV)  
A UK university has developed and is offering for licence or commercial agreement with technical assistance a new perovskite-based anode for solid oxide fuel cells as an alternative to a Ni/YSZ anode. This anode overcomes many of the problems associated with alternatives, such as cell cracking and reduced effective working life.

**Automatic detection of video and film copies distributed on the Internet** (ref:05 GB SCTI 0CHS)  
A UK university is offering for commercial agreement with technical assistance or license a novel digital fingerprinting technique that can automatically detect copyright infringing video files on peer-to-peer networks via the Internet and other media.

**Combustion method with integrated capture of CO<sub>2</sub> by carbonation** (ref:05 ES MAOT 0CHP)  
A Spanish research institute and a British university have patented a new method of combustion with integrated capture of CO<sub>2</sub> by carbonation. They are looking for industrial partners interested in novel concepts for separation of CO<sub>2</sub> from combustion gases at high temperatures. The method is suited for large-scale stationary sources of CO<sub>2</sub>.

**On-line resource booking and management system for public facilities, common resources and service based businesses** (ref:05 FI FIFS 0CH4)  
A Finnish software company has developed a comprehensive Web-based software package for booking and managing facilities and other resources in official communal as well as in business environments. It is based on standard open technologies and available on most common platforms. Most of the software delivery contracts are ASP service (application service provider) agreements. The company is looking for license,

joint venture or commercial agreements.

**Optical micro-rotator** (ref:05 GB SCTI 0CHW)  
A UK university has developed and is offering for license, or commercial agreement with technical assistance an optical micro rotator that allows optical trapping in several sites at the same time, the ability to rotate particles at controlled rates and in a controlled sense, and the creation of three-dimensional structures in the trap.

**Spray pyrolysis for preparation of high-quality ceramic powders** (ref:05 NO NOSI 0CHA)  
A Norwegian university has installed a spray pyrolysis unit for preparation of high-quality ceramic oxide powders from a solution. Spray pyrolysis gives powders with small particle size down to nm range with a high degree of purity and crystallinity. The powders can be used for preparation of high-quality ceramics, as particle additives and in catalysis. Partners in academia and research institutions are being sought to use these powders in new and existing applications.

**Acoustic contact sensor for sonic sound pick-up and recording** (ref:05 NO NOSI 0CHC)  
A Norwegian company has developed sensors primarily to pick up sound from the human/animal body. Used in electronic stethoscope systems and in applications for long-time, high quality recording of hearth/lung sounds. In addition to traditional auscultation the sensor can be used with applications for control/monitoring of mechanical devices, implants, liquid flow, in principle everything generating mechanical vibration in the sonic range. Looking for partners for licensing/technical cooperation

**Interactive SMS application for multiple SMS messages transmitting** (ref:05 CY CYIT 0CF1)  
A Cypriot company developed a solution that enables easy, low-cost rollout of interactive SMS applications. The key advantage is that messages are received and transmitted via one or more GSM modems connected to a server, enabling applications to be set up without an Internet connection, avoiding therefore security risks. The solution is multi-language and simple to set up. The company is seeking a license agreement with technical co-operation or joint venture agreement.

**Power management IP blocks for system on chip applications and battery and fuel cell management systems** (ref:05 GB SCTI 0CGK)  
A Scottish SME is actively developing embedded power and battery management solutions for a range of single - and multi-cell applications. These include mobile phones, PDAs, digital cameras and multi-cell, lithium-based battery applications. The main advantages include significant cost reductions and efficiency increases of 20 per cent over current technology. The company seeks opportunities for technical collaboration and licensing.

**Self-closing airtight device for food processing** (ref:05 FR NMAP 0CH5)  
A young French company based in northern France has developed an innovative product to be used on packed food products. This system avoids unpacking operations or package opening for injecting various elements. The company is looking for industrial partners for technical collaboration through licensing or commercial

agreement with technical support.

**An innovative and easy to use cord tensioner for cargo security and fencing** (ref: cord-tensioner)  
Based on practical experience a Swedish inventor has developed an easy to use cord tensioner for cargo security and fencing. Advantages over conventional ones are at these tensioners are flexible and simple to use. The inventor is looking for any kind of collaboration, especially partners interested in manufacturing and sales distribution are of interest.

**Flat aerials with movable leading beam** (ref: of0403)  
A Spanish company has developed a directional flat aerial. Its objective is to improve the transmission systems for the video signal picked by the reporters of a television station, which is sent to the transmitter centre for its broadcasting. The positioning ability is achieved by means of a radio global positioning system and an electronic device. These aerials can also be used for domestic television reception by satellite. The company is open to any kind of agreement.

**Innovative design and procedure to produce a box provided with a pour spout** (ref: 002/03/TO)  
A Basque designing company has developed an innovative idea to produce cardboard boxes provided with a pour spout. The design and procedure allows the spout to be constructed in the same cardboard as the box. The designed spout means no extra consumption of cardboard if compared to the same box without any spout. It is suitable for powder-like or grain-like goods that are not sensitive to damp. They are looking for a license agreement but open to other types of co-operation.

**Polyethylene painting: an application of the spray pigmentation process for coating plastic articles** (ref: TO-COATING)  
The University of Alicante jointly with the Queen's University in Belfast has developed a process to pigment coating plastic articles by means of spring polymer and pigment powder. The process is tested at laboratory scale and is based on the melting in situ of polymer powder in combination with the pigment onto the surface of the part already formed. The technology overcomes traditional problems when coating plastic articles and is very appropriated to polyethylene painting.

**BioTG - Development of a new treatment for malignant melanoma** (ref: MALIGNA2)  
A research group in a north German university discovered that a group of agents already on the market for the treatment of metabolic diseases (thiazolidinedione compounds/PPAR $\gamma$  agonists) is highly active in the control of melanoma growth. The most potent agents tested inhibited the growth of highly malignant cell lines by 90 per cent. These strong anti-proliferative effects were associated with induction of a cell cycle arrest in G1 phase. The research group seeks licensing/co-operation partners.

REQUESTS

**Welding machine for assembling cages of continuous multi-shaped spiral stirrups** (ref:05 GR IHMI 0CHG)  
A leading Greek manufacturing company of continuous multi-shaped spiral stirrups from ribbed

concrete reinforcing steel (yield strength greater than 500 Mpa and cross section 8mm, 10mm, 12mm), is looking for a machine manufacturer in order to design, develop and manufacture an automatic welding machine for assembling cages of continuous multi-shaped spiral stirrups.

**Isolated bipolar analogue output module** (ref:05 SE CSAA 0CGC)  
A Swedish SME is looking for a technology for isolation of bipolar analogue outputs of their measuring system. The galvanic isolations of the modules are required to eliminate interferences between different devices connected to the system. The modules/devices are to be used as a conceptual solution in a range of industrial electronic measuring transducers. The applications require a high performance and accuracy of the modules. The technology requested would preferable be fully developed.

**Low Cost Conductive Polymer(s)** (ref:05 GB NMBT 0CHO)  
A UK manufacturer of electrical products seeks conductive polymer technology. The polymer being sought must withstand water temperatures of up to 120 degrees centigrade, with a minimum conductivity of 2.8S/m but ideally (28S/m).

**Novel technology for anaerobic treatment of wastewater** (ref:05 GB WADA 0CGY)  
A UK company based in Wales is looking for patented technology relevant to anaerobic treatment of wastewater. Alternatively, technology with potential for future patenting is sought. The technology requested is likely to be at laboratory/early development stage. The technology sought in particular relates to the biological stability of the process and associated control systems.

**Anti-Noise Technology/Device** (ref:05 GB NMBT 0CIQ)  
A leading household appliance manufacturer based in the United Kingdom seeks any developer who can deliver "anti-noise" technology, a device that will remove irritating frequencies during the operation of appliances.

**Glass with variable transparency** (ref:05 GB NMBT 0CIK)  
A UK manufacturer of electrical products seeks technology that involves glass with variable transparency. Ideally the glass will vary from completely opaque to completely transparent.

**Packaging Solution for Works of Art** (ref:05 GB LDLT 0CI6)  
A London SME is interested in finding packaging solution to enable flat artworks e.g. framed paintings to be carried home safely on public transport. They would like to establish an agreement with a company in the packaging sector to design a packaging solution for pieces of art.

**Therapy of Alzheimer disease by electrical nerve or muscle stimulation in the form of an implant** (ref:05 AT ATBE 0CGS)  
A medium-sized Austrian company is looking for expertise, technologies, stimulation principles and parameters, signal processing algorithms and electrode designs to stimulate nerves, muscles, receptors or sensory endings directly or in form of reflexes to solve the medical problem of Alzheimer disease. Electrical stimulation of nerves or muscles is of interest, not so surface stimulation (transcutan), percutan or magnetic stimulation. The company is open to all sorts of co-operation.



Steve Adams, director of Black Teknigas, with NatWest commercial manager Paul Marks and Dave Martin, also a director of Black Teknigas

## Gas equipment firm in MBO

Black Teknigas Ltd, the UK's leading supplier of gas control equipment, has been bought by the existing management team with funding provided by NatWest Commercial Banking.

Founded 40 years ago, Cambridgeshire-based Black Teknigas is unique in the UK as a manufacturer and supplier of state-of-the-art gas control equipment for combustion, industrial, medical, laboratory and specialty gases.

Customers include many blue-chip manufacturers and products are also distributed through the company's UK network, in addition to its overseas agencies.

Three years ago, the current management team invested in Black Teknigas in partnership with a consortium of institutions led by Aberdeen Murray Johnson. The exiting investors are very pleased with the performance and returns they have received.

The current MBO allows

management to purchase the remaining shares in the company, which has an annual turnover of £5m and employs 60 people.

Chairman Alan Evans said: "Our strategy will be to grow the business by concentrating on quality and service, and by providing new products. There are some exciting new examples available from our ISO 9000-approved manufacturing plan in the Far East that we are now introducing to our customers."

Lucrative new market opens up for Cambridge locational technology company

## CPS are the boys for Brazil

Alice Walker

Latin America – principally Brazil – has opened up as a lucrative new market for Cambridge locational technology.

Cambridge Positioning Systems has clinched three contracts with Brazilian companies for its high accuracy Matrix software-only solution.

Brazilian GSM operator Oi plans to roll out a new generation of location-based services in partnership with CPS.

Oi has enjoyed spectacular customer growth since its launch in 2002 and now serves over seven million customers across the country.

Leading Brazilian vehicle and asset tracking solutions company LGV is to partner with CPS in developing a new range of high accuracy location devices.

LGV, based in São Paulo, is to integrate Matrix into a range of form factors targeted at enterprises seeking low cost traffic management.

Initial trials have already taken place, highlighting Matrix's ability to deliver precise and fast location fixes across all environments.

CPS chief executive Chris Wade said: "Vehicle, asset and personnel security has emerged as one of the key markets for our technology."

"The fact that we are seeing rapid acceptance for Matrix underlines its flexibility, deployability and its fun-

damental ability to meet a real need for low cost tracking solutions."

The samba beat continued as Gradiente, one of Latin America's leading manufacturers of electronic consumer goods and cell phones, announced plans to integrate CPS into a range of wireless devices.

Matrix will be installed into a range of GSM terminals to enable end users to access a new generation of high accuracy location-based services on GSM networks in Brazil and Latin America.

Initial products will include a simple-to-use child's phone. The new device – a small lightweight GSM handset – features simple, child-friendly buttons for calling either parent plus CPS's Matrix software that allows the user to be located down to sub-100m accuracy levels in any environment.

The lightweight handset has been specifically designed for young children to use in an emergency and includes six pre-programmable voice or sms channels as well as high accuracy location capability.

CPS has celebrated other important validations. Connexion2, pioneer of the highly acclaimed Identicom lone worker device, has signed a strategic partnership agreement with CPS to explore opportunities to integrate the Cambridge company's technology in its future products.

Connexion2 plans to include Matrix in its range of

wide area community solutions.

Eighty per cent of verbal and physical attacks against lone workers occur indoors and in an emergency situation locating a lone worker quickly and accurately is essential.

CPS and Icelandic location based service specialists Trackwell meanwhile plan to jointly market their respective solutions to operators and enterprises.

Trackwell has already secured contracts with major European operators, government bodies and enterprises for its range of customised software solutions. Matrix can underpin a full range of location-based applications in both GSM and WCDMA.

It is now being integrated into a number of devices and has recently been deployed in China to support enterprise asset tracking applications.

Leading Middle East communications provider and manufacturer Electronia has also chosen Matrix to drive a new generation of services.

Electronia is already established as a provider of secure, cost efficient wireless and broadband communications and has expanded its services to include vehicle tracking and smart card applications.

Using Matrix, it will roll out product across the six GCC (Gulf Co-operation Council) countries – Saudi Arabia, UAE, Bahrain, Oman, Qatar and Kuwait – one at a time.



Chris Wade, chief executive at Cambridge Positioning Systems

## Start-up launches product

A Cambridge 3G technology start-up, 3Way Networks, has launched its first product since the company was founded by Drs David Cleveley and Andy Richardson last August.

First shipments are expected to commence in September this year.

Based around its innovative Integrated Network on card (IN-cTM) technology, the DBX6750 is a small and flexible UMTS network device that will enable 3G operators and handset vendors to easily demonstrate 3G handset capability in locations where no coverage exists or current coverage is poor.

The DBX6750 can also be used by satellite operators to provide cheaper 3G coverage through its internal switching capability.

This allows local calls to be handled locally without using the satellite link and the option of an onboard codec that allows a dramatic reduction in the bandwidth of any calls carried over the satellite link.

System architect at 3Way, Dr Richardson, said: "Our DBX6750 acts as a complete standalone and self contained 3G network that enables handset features to be demonstrated anywhere."

"IN-c contains an entire UMTS network on a single PCB and enables us to cheaply and quickly develop a wide range of 3G products in significantly less time than our competitors."

## Senior employees buy design and print firm



Sumaira Choudary, Thompson Smith & Puxon, Simon Prosser and Geoff Durkin, new owners of dhgraphics and Mary Anne Fedeyko, Thompson Smith & Puxon.

dhgraphics, a design and printing company established for over 21 years in Colchester, has changed ownership after a management buyout by two of its senior employees.

New owners Simon Prosser and Geoff Durkin completed the purchase from founder of the company, David Holland.

They received legal advice from solicitors Thompson Smith & Puxon, who helped co-ordinate the deal.

dhgraphics was set up by David Holland in 1984 as a typesetters and evolved with the advance of computer aided design and print processing.

Approaching retirement, Holland decided to step back from the busi-

ness and asked Prosser, who joined the company five years ago, if he would take over the reins.

Prosser joined dhgraphics in 2000 after seven years working for the leading point-of-sale manufacturers in Europe, Kesslers International Ltd. There he worked on design and sales for top blue chip clients such as Mars Confectionary, Swatch Watches and Pepsi International Co.

Durkin joined 15 months ago as an account executive after a career in print management and sales including 19 years with Dudley Stationery.

Other advisers on the management buyout deal were Griffin Chapman, Whittle & Co and Lloyds TSB Colchester.

## Law firm in the fast lane

Ashton Graham Solicitors has launched a new niche legal team, the Motor Group.

The Ipswich firm has brought together solicitors with different legal specialisms to form a team with the qualities and experience that will specifically complement the motor trade.

The team comprises Paul Whittingham (company commercial), Matthew Potter (employment), Polly Stephenson (commercial litigation) and James Griffiths (commercial property).



# Sourcing, selling and setting-up in China

## CHINA SEMINAR

### Planning for Success in China

St John's Innovation Centre,  
June 23 2005

#### Key Issues

This seminar is the first of a series of seminars and workshops by China Business Solutions that will help you along the way to tackle the tough business challenges and yet enormous opportunities in China.

It will start with an overview of China today and tomorrow by evaluating economic trends and opportunities, followed by presentations on the science & technological priorities of the Chinese government.

Experts on China trade and investment will confront the practical issues of doing business in China, including the do's and don'ts, the classic pitfalls and discuss some of the ways that companies can make use of new technologies to improve their ability to attract and pursue quality trade leads for China.

Communications issues and cultural barriers will be discussed and you will be given practical tools to overcome such barriers.

You will also hear a real story from a leading mobile IP licensing business about how this company managed to achieve a significant share in the Chinese handset software market.

Additionally the programme of the day will allow for sub-group discussions for companies who have different desires and wishes to do business in China.

The participants can benefit from immediate advice from the experts who will facilitate these discussions. Attending this event, which addresses immediate issues faced by all sizes of company, should help you not only begin to draw up a check list but also be in a position to ask the right questions in order to plan for success in China.

When China opened up to the world over 20 years ago, it ushered in a vast market of potentially more than a billion consumers, attractive to the world's suppliers, retailers and manufacturers. While China's domestic market is no doubt important and will remain so, China has become known largely as a prime location to make products to be sold the world over.

China today, halfway through this decade, will no longer be seen as simply a low cost place to make basic, labour-intensive products, but an emerging economic giant becoming competitive in many advanced technologies.

It is challenging the exporting prowess of not only many other emerging markets around the world but also developed countries such as the US, Japan and in Europe.

There are now technically advanced manufacturing processes for which China is deemed superior



Reports by Ting Zhang of China Business Solutions

to those in the US, and more is being done to advance up the value chain in all sectors.

So, we keep hearing the about the opportunities to tap into potentially the greatest economy in the world. How do we then arm ourselves with the right tools and information to even begin to be successful in China?

Companies in the UK have sep-

arate desires and wishes to succeed in China.

It could be sourcing a more cost effective supplier, selling or exporting goods into China or setting up an office or some sort of presence in China.

All three activities have different implementation issues with different needs and approaches to be successful. But in entering the market some basics knowledge of "how and what to do" to get going remain the same, where a fundamental, step by step check list can be developed to ensure a smooth and successful entrance.

This is the first of a series of seminars and workshops by China Business Solutions, that will help you along the way to tackle the tough business challenges and yet enormous opportunities in China and to ensure the check list is in place for each particular activity in planning for success in China. With the right support it is achievable.

The day will start with an overview of China today and tomorrow by evaluating economic trends and opportunities, and presentation on the science & technological priorities of the Chinese government.

Experts will confront the practical problems of doing business in China, including the do's and don'ts, the classic pitfalls and discuss some of the ways that companies can make use of new technologies to improve their ability to attract and pursue quality trade leads for China.

Such an event addressing face on the immediate questions by all sizes of companies should help them not only begin to draw up a check list but be in a position to ask the right questions, and learn from a successful example in the fast moving ICT sector. There is no shortage of information about China; it is knowing which information is relevant and necessary for each business that is most important to get right.

#### China Business Solutions Ltd

##### REGISTRATION & PAYMENT FORM

Cost: £60 + VAT. To confirm a place, send the completed form with payment by June 10, 2005. ☐

Please tick the box if you wish to sign up for our FREE monthly e-letters and China updates.

Company

Address

Telephone

Fax

Number of Attendees

Post code

Name  Title

Name  Title

Name  Title

I enclose a Cheque for £  made payable to China Business Solutions Ltd  
(VAT reg. Number 787 489058)

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June 23, 2005 Cambridge

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Exporting goods to

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## Planning for success in China

St John's Innovation Centre, June 23 2005

- Agenda
- 9:00

Registration/Tea&Coffee
- 9:30

Chairman's Introduction  
Peter Hewken  
(CEO, Cambridge Network Ltd)
- 9:40 - 10:00

Overview of Business Environment in China  
Ting Zhang  
(CEO, China Business Solutions Ltd)
- 10:00 - 10:30

Science and Technology in China: Trends and Opportunities  
Dr WangQiming  
(First Secretary for Science & Technology Embassy of China in London)
- 10:30 - 11:00

Forming a suitable China entity  
Andrew Halper  
(Partner, Head of China Business Group Eversheds LLP)
- 11:00 - 11:30

China's Tax Environment  
Khoonming Ho  
(Head of Tax of KPMG Beijing, China)
- 11:30 - 12:00

Support initiatives from the government  
UKTI / East of England International
- 12:00 - 13:30

Exhibition of Sponsors
- Lunch & Networking
- 13:30 - 14:00

Case Study:  
"How we did it"  
Richard Fry,  
(Sales and Marketing Director TTPCOM Plc)
- 14:00 - 14:45

Industry sub-group discussions  
- Exporting to China  
- Setting up a presence  
- Sourcing  
Chaired by  
Dr. Elizabeth Hill  
(Director, China Business Solutions Ltd)
- 14:45 - 15:15

Feedback and summary of group discussions
- 15:15 - 15:30

Coffee Break
- 15:30 - 16:00

Chinese Culture and Business Practices  
Ting Zhang  
(CEO, China Business Solutions Ltd)
- 16:00 - 16:05

Concluding remarks from Chairman
- 16:05 - 16:30

Networking
- 16:30

Close
- Cost

£60.00 (+ VAT) per person.

# Is there a China asset bubble and will it burst?



Alan Barrell with the Class of 2004. He taught entrepreneurship in Xiamen University, Fujian Province on an international MBA programme

## Planning your success in China

### The practical issues addressed by the speakers

Ting Zhang is the founder and CEO of China Business Solutions, a leading advocate for China trade in the region. She will provide an overview of China today and tomorrow by evaluating economic trends and opportunities, and presenting China as a mass consumer market, a low cost quality production base, and an emerging global R & D centre.

One key benefit is understanding what the Chinese want. This will be aptly addressed by Dr Wang Quiming, first secretary for Science and Technology from the Chinese Embassy who will describe the trends and opportunities in science and technology in China.

The market in China has grown phenomenally in the last five years, understanding what the opportunities in China are going to be in the next five years will help cement the total approach.

Andrew Halper, head of China Practice at Eversheds, is a fluent Chinese speaker who worked in Beijing for seven years and advises UK companies doing business in China as well as Chinese companies doing business outside of China.

He will discuss structuring options for establishment of an entity in China, including joint ventures, wholly-owned subsidiaries and acquisition of Chinese companies, as well as new developments in retail, wholesale and franchising. Andrew will also comment on some of the pitfalls and dangers of doing business in China, and how to address these issues.

Knowing how to get paid is essential to ensure the company is successful in China. Additionally, as the Chinese Government continues to welcome foreign direct investment, understanding the tax breaks and incentives may help decide the location of the operation in China.

The China tax environment will be described by Khoonming Ho, head of tax of KPMG Beijing, who has built up strong relationship with tax offi-

cials at both local and state levels through working in different parts of China. He will outline China's tax system in relation to invest in China, repatriation and exit, and M&A.

Companies need to understand how the local government agencies can help to support companies trading with China. This will be laid out by representatives from East of England International and UKTI.

After a networking lunch participants will hear a real story from Richard Fry, the sales & marketing director of TTPCOM plc, a leading mobile IP licensing business based in Cambridge and with a significant part of customer base in China.

He will share with the participants about how his company managed to enter into China and achieved a significant share in the Chinese handset software market.

Additionally the programme of the day will allow for open and frank sub-group discussions for companies who have different desires and wishes to do business in China, such as to source or to sell or to setup in China. Each of the three sub-groups will have a China expert to facilitate the discussions so the participants can benefit from immediate advice from these experts.

The participants will also have the opportunities to hear the findings of other groups at end of the discussion session.

Relationships and cultural awareness is still key in doing business in China. Although the Chinese, with more than 20 years of investment experience under their belt, cultural understanding and etiquette is still important in planning you business in China.

Ting Zhang will unveil all the mysteries surrounding Chinese culture and provides you with practical tools to use in day to day contacts with your Chinese counterparts, which are essential to build a successful business relationship.

The benefits in learning from the China experts in these essential practical elements will enable companies to begin to draw up its own step by step

check list to address correctly the modus operandi for their activity, be it sourcing, selling or setting up. In doing so it will begin to make the process less arduous and complicated to become more straightforward and simplified.

Understanding how to ask the right question will deliver the right answer and provide a solution to successfully plan for China.

### by Prof Alan Barrell

All the statistics show continued economic growth in China at a pace few believed could be sustained.

For some years the predictions have been, from some quarters of an impending crash. I don't believe there will be. It is easy to see why there is nervousness. China is such a huge force in the world economy and such a large holder of \$ currencies that its policies are of vital importance.

It is remarkable that China has attracted such enormous sums of foreign, direct investment – significantly more than, for instance, India. The phenomenal international trade record – especially with the US – has resulted in a further significant inflow of funds to China.

The moves away from Agrarian economy to 'the world's factory' were rapid in China. The great little leader, Deng Xiaopeng started it all more than 20 years ago.

"To be rich is glorious," he said; "open the markets." Now, as urbanisation continues, more and more is being invested in R & D. Science parks and innovation centres abound. I visited a Science Park north of Beijing in February – 200 sq kilometres in size: 500,000 people are employed there.

Fifty incubator units, serviced and ready to go, await the returning heroes who have been to Europe or the US – to

get more degrees and knowledge and who are ready to set up companies immediately upon return.

There are today 700,000 Chinese students studying overseas – in the West and Japan; 70,000 are in the UK. And a private equity industry – immature, but growing fast and learning fast – is emerging to fund the new businesses springing up. The Chinese Minister of Science and Technology told us all at a conference in Beijing in January that there are 300 venture funds now formed in China.

So while I understand the nervousness, I believe the Chinese will march on – maybe not without some stress and trauma. No economy grows at 9 per cent a year consistently without those effects.

The natural resource and materials issues, are, of course immense. I had a call last week from a young Chinese friend urging me to invest in the new coal mines which are being set up there.

Napoleon said: "When China wakes, it will shake the world." It has long been awake and maybe some of the nervousness we are seeing is a sign of that shaking. The continued development of China and India is changing thoughts and definitions about globalisation.

Two-fifths of the world's people now live in those two nations and both economies are headed to be bigger than any, other than the US, if the march continues.

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## ON THE MOVE

### Planning firm takes on two key players

As part of its expansion programme, planning and development consultant John Martin & Associates has made two new appointments. Keith Clement joins as land manager and Debbie Irwin as planning administrator.

Clement has been involved in residential land and development for over 40 years and has been responsible for a wide variety of projects ranging from single plots to much larger schemes.

His brief is to consolidate and expand the existing land agency side of the practice and to identify possible development opportunities throughout the region.

Irwin has worked in sales administration and client liaison for a number of years.



Keith Clement



Debbie Irwin

### Healthy role for Burns

Alan Burns is taking on the role of chief executive of Norfolk Suffolk and Cambridgeshire Strategic Health Authority (SHA) after former chief executive Peter Houghton left to take up the post of director of the National Leadership Network for the NHS.

Burns is standing down from his role as senior responsible owner for the East Midlands and Eastern Cluster of the SHA's National Programme for IT.

### Law firm raves on Rant

Law firm Greenwoods in Peterborough has appointed a new property litigation solicitor.

Clare Rant joins from a large regional firm in Norwich. She has considerable experience of commercial, residential and agricultural tenancy disputes as well as working for social landlords to help them address antisocial behaviour problems and housing management issues.

### Watts strikes gold with TSG

Cambridge-based Trans-Siberian Gold has hired Richard Watts as operations director with executive responsibility for the operational and technical activities of the firm. He begins in June.



Artimi Ltd is a rapidly growing fabless semiconductor company committed to developing, marketing and selling world class silicon solutions for high bandwidth wireless connectivity based on Ultra Wideband (UWB) technologies. Built on technical excellence, Artimi strives to be a company that attracts and retains high calibre talent by offering challenging and interesting work in a stimulating environment with reward for individual contributions. If you are looking to work with some of the most exciting technologies in a fast growing dynamic company then read on. We have the following Research & Engineering vacancies in at our Cambridge, UK European headquarters:

#### RF Systems Architect

A new position has opened up for an experienced RF Systems Architect. This varied role will encompass:

- Theoretical design and modelling of end-to-end digital radio systems.
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- Specification of radio sub-systems.
- Development of discrete RF circuits.

Knowledge of pulse based and carrier based radio propagation essential. Experience with Microwave office, Matlab and other RF tools desirable.

#### RF Analog ASIC Engineers

Chip Level RF circuit design including simulation and design for high volume manufacture. Design of LNAs, PAs, Samplers upto 10GHz in small geometry RF CMOS essential. Experience of hand layout and design for test desirable.

#### Software Engineer Applications Software

Software Engineer with 5+ years experience of using C and C++ to build multimedia or networking products. Experience of Linux and its networking stacks including TCP/IP, UDP essential. Knowledge of Linux device driver development for MPEG transcoders/ Video cards desirable.

Ideal candidates will have three or more years relevant experience in a development or manufacturing organisation, and hold a 2:1 or First Class qualification in a relevant discipline: software, hardware, electronic engineering, computer science, maths or physics.

Successful candidates will enjoy a highly competitive salary and benefits package, which includes:

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To apply for any of the above positions, please email your CV, quoting the role, to [careers@artimi.com](mailto:careers@artimi.com).

**Agencies by prior agreement only.**

# Dynamic Sales Engineer sought for the Thames Valley

Adcock Refrigeration & Air Conditioning Limited in Slough is expanding into the Thames Valley area and Oxfordshire hi-tech Corridor and requires a dynamic SALES ENGINEER keen to forge an exciting new career with this long-established family business.

Adcock installs, services and maintains climate control systems for a broad range of high profile clients – from Sandringham to Saudi royal estates; from the Crown Jewels to priceless art in the Tate Gallery; from the Bank of England Mint to the computer rooms at News International.

Adcock air conditioning is injecting a breath of fresh air into workplaces, leisure environments, public sector buildings and upmarket commercial and residential property, the length and breadth of Britain – keeping people comfortable and equipment & facilities operating at maximum efficiency. Now in its fifth decade of trading and still in family

ownership, Adcock Group has become the fastest-growing independent in the UK with a network of 14 fully-serviced centres across the United Kingdom.

Adcock has also become the company of choice for Britain's national High Street chains, providing install and service excellence to giants such as Boots, Pret-a-Manger, Starbucks, BP Garages, Ginsters and Holiday Inn. The company also maintains sub-stations for the National Grid, virtually from John O'Groats to Lands End.

#### Requirements of the role

You must be an experienced Sales Engineer with a proven track record, able to take projects from inquiry stage to inception and beyond. Excellent remuneration package and career prospects for the right candidate.

Send your CV to Steve MacLennan, Manager, Adcock Group, Unit 875 Plymouth Road Trading Estate, Slough, Berkshire SL1 4LP

Tel: 01753 567 311  
Fax: 01753 567 322  
Email: [mail02@adcock.co.uk](mailto:mail02@adcock.co.uk)



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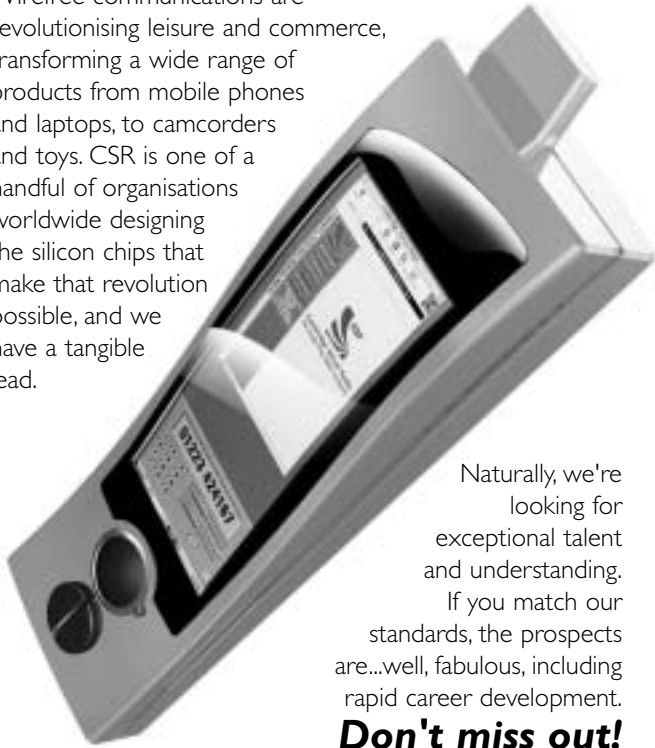
Package Engineer

The Package Design Engineer's role involves interacting with CSR's subcontractors to design semiconductor packages that interface between the bare silicon die and the product in which they are used. This role is based in CSR's design department. The role encompasses the design of WLCSP, BGA, LGA and multi-chip module packages, to support CSR's growing product range. This activity will require working with CSR's subcontractors, ASIC design, ASIC layout, Marketing, Applications and Product Engineering groups to achieve the optimum package design. The successful candidate will be responsible for ensuring the manufacturability of products and the smooth transfer of the product from Development to Product Engineering. The candidate will be required to use PCB/IC design tools and manipulate netlists to design and verify package designs. An understanding of semiconductor packaging materials, processes and reliability would be advantageous. The position represents a unique opportunity to assist with the introduction and volume ramp of CSR's Wi-Fi products and the industry's first single chip Bluetooth family with exposure to RF, analogue, digital and embedded NVM technology in a single CMOS integrated circuit.

They will be responsible for:

- Optimising the package design for performance, manufacturability and market requirements
- Performing formal package design reviews
- Documenting new package designs
- Dissemination of new package designs to the Technical Communications group
- Transferring new package designs into production

Wirefree communications are revolutionising leisure and commerce, transforming a wide range of products from mobile phones and laptops, to camcorders and toys. CSR is one of a handful of organisations worldwide designing the silicon chips that make that revolution possible, and we have a tangible lead.



Naturally, we're looking for exceptional talent and understanding. If you match our standards, the prospects are...well, fabulous, including rapid career development. **Don't miss out!**



changing the way the world connects

- Directing the constructional analysis of assembled packages

Ideally, 3-5 years' experience in packaging in a high volume, mixed-signal IC production environment. A minimum of a degree in electronics, CAD or a related subject is required.

Home Corporate PR Coordinator

You will identify, define, develop, progress & obtain approval(s) for PR opportunities worldwide against agreed performance targets. You will have more than 2 years experience working within a PR role in a high tech capacity and have verifiable evidence of achievement across the discipline, specifically with respect to the role defined above. A

science based degree level qualification and a demonstrable capability of conversing at a technical level with electronics designers is necessary. You will be goal oriented, tenacious, organized, personable, proactive and professional in all aspects of your work.

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The Gauntlet teaches UK start-ups how investors think

# Removing the innovation roadblock

## Special Promotion

Today sees the launch of The Gauntlet, [www.the-gauntlet.com](http://www.the-gauntlet.com), a ground-breaking service, which provides entrepreneurs with the inside track on how investors think and what it takes to get them to invest.

Developed by Library House (headed by BBC2's Dragons' Den judge, Doug Richard), in partnership with the London School of Economics and Political Science (LSE), The Gauntlet is a web-based service which, for the first time ever, enables entrepreneurs to test their business proposition before exposing it to the make-or-break judgment of real investors.

As highlighted by TV shows such as BBC 2's Dragons' Den, start-ups are frequently ill-prepared or even completely unaware of investors' requirements. Ironically it is only after they are rejected by investors, that entrepreneurs raise their game and wise up to the standard required for funding. By this stage it is often too late.

Doug Richard, Chairman of Library House explains: "Entrepreneurs are at a huge disadvantage. They don't understand investors' needs, and they have no means of learning or preparing except by being rejected by investors and losing the opportunity for investment. The Gauntlet changes that.

"We are certain it will become a 'must-have' experience because it forces entrepreneurs to answer the critical investment questions, measures the quality of their response and gives them the tools and guidance to improve.

"Validating The Gauntlet's importance, we are also delighted to announce the support of the East of England Development Agency, which is today launching the UK's largest business competition – 'runningthe-gauntlet' offering up to 4 businesses in the East of England the chance to secure a share of £1m in investment funding.

The competition gives businesses in the region the opportunity to run The Gauntlet free of charge and, if short listed, pitch their idea to a panel of seasoned investors and entrepreneurs.

The competition will culminate in one or more businesses securing a substantial invest-



Lord Sainsbury (above left), Doug Richard (above right) and Boyd Mulvey of CREATE (right)

ment from CREATE, a leading investor in SMEs in the East of England."

Lord Sainsbury, Science & Innovation Minister, said: "Promoting and supporting entrepreneurs is vital to the continuing success of the UK economy. We cannot afford to let a lack of investment readiness hold back enterprising companies.

"The Gauntlet offers the potential to help prepare a new generation of entrepreneurs to expand their companies and contribute to the strength of the UK economy."

So how does The Gauntlet work? The team spent one year and over 10,000 hours examining some of the world's most successful venture capital firms and talking to top entrepreneurs. The result is a unique web-based assessment programme, modelled on the actual criteria used by investors.

This combines top tips from world-class entrepreneurs, a detailed analysis of successful enterprises and an extensive collection of expert advice and other resources.

The Gauntlet is also being supported by the BBC, which includes original footage from BBC2's Dragons' Den showing entrepreneurs failing to address important areas.

Having run the Gauntlet, the entrepreneur receives a personal, confidential Report Card, which gauges their investment readiness and gives detailed feedback on all the answers they have given. The entrepreneur now understands what it will take to meet the challenge of raising money.

Neil Gregory, Director of Business and Enterprise at LSE said: "Innovators are visionary and investors are realists. Universities have a crucial role in bringing the two together, which is why LSE is behind this venture.

"What makes The Gauntlet powerful is that it lets every innovator business in the country help themselves at a critical juncture in their development, based on tried and trusted research."

### About The Gauntlet – [www.the-gauntlet.com](http://www.the-gauntlet.com)

The Gauntlet describes the DNA of a successful venture. By learning from the mistakes and triumphs of past and current entrepreneurs, this original and valuable source of knowledge combined with a detailed exploration of the entrepreneur's own business, enables those that run The Gauntlet to transform their visions not just into innovative



concepts, but also businesses that are attractive to investors.

The Gauntlet is a web-based self-assessment tool that enables entrepreneurs to measure themselves across investors' 16 key interrogation points. These 16 areas are categorised across 4 key themes: the Innovation, the Team, the Market and the Investment. 'The Gauntlet' user answers questions in each of these 16 interrogation points and is provided with educational resources to support them in their responses.

At the conclusion of 'The Gauntlet' they receive a personal, confidential Report Card assessing their investor-readiness across each of the 16 interrogation points with detailed feedback to support the assessment. 'The Gauntlet' is an integral part of the development of their business at any stage prior to that critical first meeting with an investor.

The Gauntlet can be accessed by any company or entrepreneur directly at [www.the-gauntlet.com](http://www.the-gauntlet.com)

An administrative fee of £199 is charged for each complete run-through by the same company or entrepreneur that includes access to all materials, and the production of a fully-customised, confidential company report. Companies may take as



long as they like to finish the assessment in order to take full advantage of the material available on the site.

### About Library House

Library House is a supplier of data and research on innovation based companies. Library House discovers, measures, and monitors innovation companies as they progress through

their lifecycle from initial investment to preparation for purchase, partnering or public offering. Since its founding in 2002, Library House has provided investors, corporations, universities and government with the most complete view and direct access to innovation companies in the UK and Europe through its database, reports, events and analysis.

[www.libraryhouse.net](http://www.libraryhouse.net)