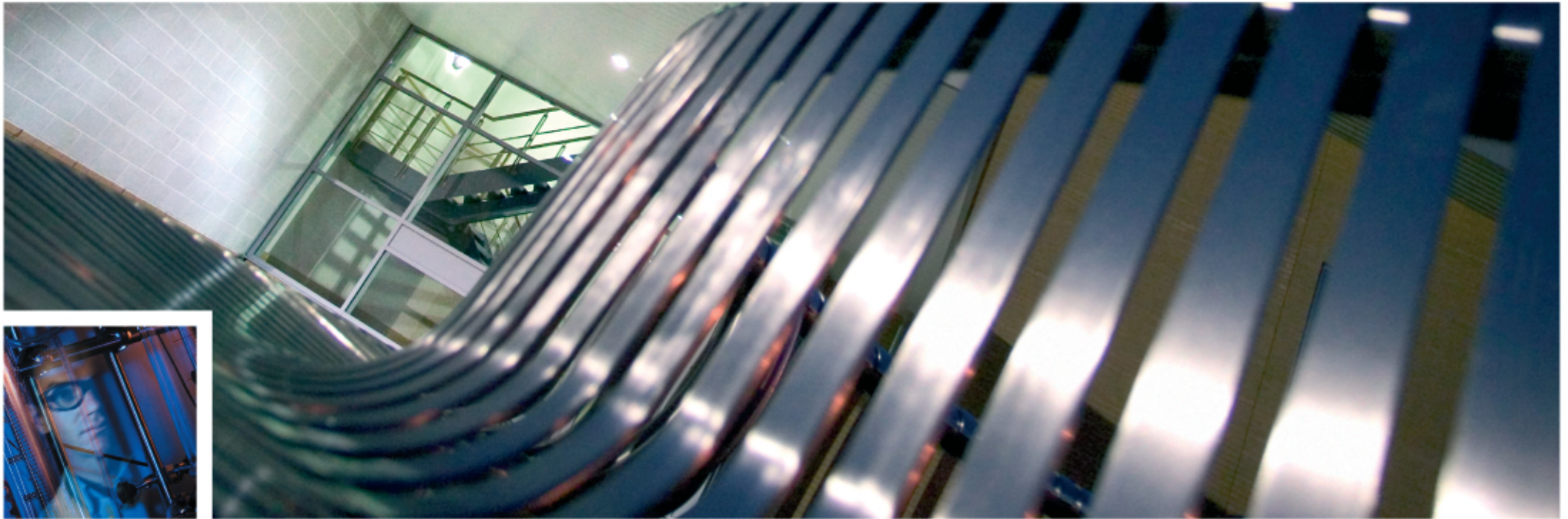




UK Market Access Centre at the University of Warwick Science Park  
AN AFFORDABLE AND PROFESSIONAL ROUTE TO UK MARKETS





## The UK Market Access Centre

The UK Market Access Centre is an affordable and professional route to UK markets for businesses entering the UK for the first time. It has 3 key components designed to help establish your business in the UK:

- A professional marketing capability able to identify and lead client businesses into engagement with UK market channels and customers.
- Fully serviced office space, which is provided together with a range of common services including broadband connectivity to provide clients with an initial UK operating base.
- A wide range of back office and professional business services.

This package is delivered by a group of Partners with complementary skills working within the Advantage West Midlands (AWM) programme - "Bridges to Growth". AWM is the Regional Development Agency for the West Midlands. The Science Park and its Partners all have extensive networks of contacts that we will use to assist the development of your business in the UK.

## The Science Park

The University of Warwick Science Park is one of the UK's largest and longest established Science Parks. We have an attractive landscaped environment next to one of the UK's top 5 Universities and we operate high quality premises and business support services.

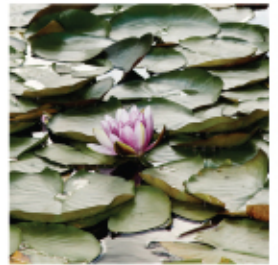
We are located at the centre of England with most of the metropolitan markets within 2 – 3 hours drive or train journey and the Birmingham International airport is 20 minutes away and affords access to most parts of Europe.

The Science Park is home to international businesses such as Schneider Group, Sun Microsystems, Dassault Systemes and Network Appliance as well as over 100 independent and smaller knowledge based businesses.

## What you can expect from the UK Market Access Centre?

### You can expect:

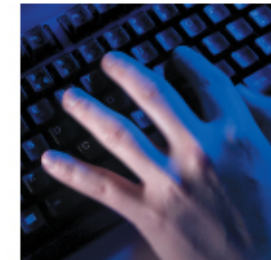
- Assessment of the market for your product or service in the UK plus identification of competitors, routes to market and potential customers. The first 5 days of this professional market analysis will be free of charge and it can be extended to 10 days if you register a new UK subsidiary. This time can also be used to support your business in attending customer meetings or attending trade shows etc.\*
  - More extensive market development activities will be conducted by our partner Rowan Group Ltd who will agree a programme of work with you.
  - Free advice on raising capital in the UK as part of the time allocation above where it is of value to you.\*
  - Serviced office space for six months free of rent and other property charges in the Science Park's newest and most prestigious building, Riley Court. Thereafter, property can be rented according to your businesses needs.\*
  - Discounted rates from Bridges to Growth partners for:
  - Handling all business enquiries, which are then passed through to you for action. All invoicing, bill payments and payroll functions carried out on your behalf by our partner EBS Ltd.
  - Legal advice from partner Martineau Johnson on matters related to business formation, employment, terms of trade and contracts etc.
  - Financial accounting, book keeping and support in accessing financial incentives and grants from our partner Tenon Group.
- \* These offers are restricted to European SMEs and any company that establish in the UK deemed to be an SME



"We believe our high tech company epitomises the spirit of the Science Park – we started our business here, grew, become international and we stayed because:

- As well as the excellent location and skills, the people here are friendly and helpful;
- The University "is the UK's answer to MIT" (Der Spiegel), "is a hundred million pound business with a sideline in education" (The Economist) and they work with us – a small company!"

**Nima Technology**



The UK Market Access Centre forms part of the Advantage West Midlands Bridges to Growth programme. The other Partners in this programme are:



## Where is the UK Market Access Centre?



### Journey times by car from the Science Park to:

Central London 70 minutes (by train) | Birmingham 30 minutes | Manchester 1.5 hrs | Liverpool 2.0hrs  
Leeds 2.0hrs | Bristol 2.0hrs | Cardiff 2.2hrs | Nottingham 1.25hrs | Oxford 1hr | Cambridge 1.5hrs  
Birmingham International Airport 15 minutes | Heathrow Airport 90 minutes

## Who can tell me more about the UK Market Access Centre?

### Contact:

David Grindrod,  
Science Park Deputy Director  
Tel: +44 24 7632 3004  
Email: david.grindrod@uwsp.co.uk

Bill Taylor,  
European Technical Marketing Executive  
Tel: +44 24 7632 3117  
Email: bill.taylor@uwsp.co.uk

Web site: [www.ukmarketaccesscentre.co.uk](http://www.ukmarketaccesscentre.co.uk)

You will also find out more general information about the University of Warwick Science Park at [www.warwicksciencepark.co.uk](http://www.warwicksciencepark.co.uk)

