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# Spark



University of Warwick  
Science Park

News from The University of Warwick Science Park

Summer 2011



(l/r): Dr Neil Farrow (Founder and Head of Research, nanoTherics), Ray Harris (Catapult Venture Manager), Dr Linda E Cammish (CEO, nanoTherics), Dr Mark Payton (Mercia Technology Seed Fund) and Professor Jon Dobson (Founder and Director, nanoTherics).

## Investment secured for research into cures for genetic disorders and diseases

**nanoTherics which researches cures for genetic disorders and diseases such as Parkinson's and cancer has received £155,000 of investment thanks to Minerva, the University of Warwick Science Park's Business Angel Network Investor Group.**

Based in Stoke-on-Trent, The Keele University spin out is at the cutting edge of commercialising devices for improved gene transfection - the technology allowing DNA and other materials to be placed inside cells which is

vital for research into genetic diseases and disorders.

As well as the investment from Minerva, nanoTherics has recently successfully secured around £600k funding from key investors Catapult

Venture Managers and over £200k from the Mercia Technology Seed Fund.

Tim Powell, who heads up Minerva, said: "The management team at nanoTherics is very impressive and they convinced us this investment would accelerate their growth into a global market worth billions of pounds.

"Not only has Minerva been able to help provide the funds they needed but one of our members, with expertise in the sector, has also

joined the board as a Non-Executive Director."

The £1 million of investment will be used to help the life sciences company continue its development to offer faster, more efficient ways to improve research into genetic disease disorders.

Dr. Linda Cammish, Chief Executive of nanoTherics, said: "We are delighted that The Minerva Business Angel Network is backing us with their investment at a key

point in the company growth strategy.

"In the future, such therapies derived from research which can benefit from use of nanoTherics products could be used to treat a wide variety of genetic based diseases and disorders including cancer, Parkinson's disease, spinal cord injuries, multiple sclerosis, and muscle damage."

Call Tim Powell on 024 7632 3114 for more information on Minerva Business Angel Network Group.

## Location is key for new Science Park tenant

**After the loss of a major tenant at the Science Park's main site, an old property adage about the importance of location has enabled it to find a new tenant.**

The British Educational Communications and Technology Agency had occupied a purpose built 21,650 sq ft building on Milburn Hill Road for around a decade. But the organisation was closed earlier this year as part of Government reorganisations.

Now the Children and Family Court Advisory and Support Service (Cafcass) has established its National Business Centre in the building.

David Grindrod, UWSP's Acting Director, said the site's "location, location, location had proved vital in attracting Cafcass. We were in the perfect spot for moving staff to a central site and we had a modern, open-plan office we could offer that was part of the Government estate and the timing was perfect.

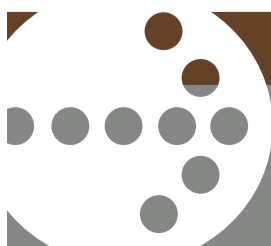
"Cafcass provides a very necessary and worthwhile service and we are delighted to have it located here."

Cafcass looks after the interests of children involved in family proceedings. It works with children and their families, and then advises the courts on what it considers to be in the best interests of individual children.

The building houses the organisation's Central Intake Team which carries out safety checks on each of the 45,000 divorce and separation cases which Cafcass works on each year.

Research shows that in about 50 per cent of cases there are serious safety concerns for the children involved from issues such as domestic violence,

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substance abuse and neglect so the team's key role is to review cases from across England to assess if children are at risk and to ensure the cases involving them are handled quickly.

David added: "We have a number of strong selling points for companies and organisations of all sorts

and sizes, but there is no question that the fact we are right in the centre of the country and so well positioned for the transport network, is one of our strongest advantages.

"That, in addition to our links with the University and the range of business support we can offer, makes us attractive to businesses of all sizes and sectors."

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## Leading national figure in enterprise retires



(l/r): Stuart Palmer, Jon Baldwin, David Rowe.

**David Rowe, one of the leading national figures in enterprise has retired from his post at the University of Warwick Science Park after 29 years.**

David was the Director at the Science Park since its inception in 1982 and has played a key role in getting hundreds of new businesses off the ground – particularly those utilising science or new technology.

His work was recognised in 2006 when he was awarded the Queens Award for Enterprise Promotion – Lifetime Achievement.

Added to that, he has helped attract new businesses into the region from within the UK and from overseas.

David has taken on the role of Chair of UK Business Incubation (UKBI) but has laid the groundwork for the Science Park's future success.

David Grindrod, Acting Director of the University of Warwick

"We must take that work and continue to grow the Science Park and continue to do what we do best to provide space and support for companies with the potential to grow."

Science Park, said: "We wish David all the very best. His work has been nothing short of phenomenal and his time here has been full of achievement.

"We must take that work and continue to grow the Science Park and continue to do what we do best to provide space and support for companies with the potential to grow."

## Investment helps launch debut product



(l/r): Investor John Dixon, with Jane Scrivner of Spaplance and Tim Powell of the Minerva Business Angel Network.

**Things are set to heat up in the health and beauty industry after a new company, Spaplance received £120,000 of investment to help launch its debut product.**

Based in Stratford-upon-Avon, Spaplance received the investment from the Science Park's Minerva Business Angel Network and Midven the West Midlands specialist venture capital company, investing from the firm's Early Advantage fund.

spotted a gap in the market during her work as a health and beauty therapist.

"When dealing with customers you want them to feel as warm and relaxed as possible and so it is important that these skincare products

after I came home one day and demanded a solution to this problem!

"Approaching Minerva was our first attempt at attracting investment," said Jane.

The Minerva Business Angel Network aims to assist small and medium size businesses with high-growth potential access to the funding they need to fulfil their promise and in the last 12 months the Minerva investor syndicate have completed 7 investments with funding in excess of £2m being raised.

"Aside from funding, the Minerva investors will provide much needed practical business advice and support to assist the Company to fulfil its potential."

The Company, which was formed by couple Jane Scrivner and Kevin McWilliams, launched its first product – The Orb – during the prestigious Professional Beauty 2011 exhibition at London's ExCeL.

The device is a portable, continuous heat chamber for warming skincare products such as waxes, clays and mud and was conceived after Jane

are at an acceptable temperature when applied," she said.

"There was nothing on the market which could heat these products accurately and safely while maintaining the temperature and I spent a lot of my time reminding therapists to put products back in the hot towel area or into warm water. Kevin designed the product

Tim Powell, Director of Minerva, said, "Our investors were immediately impressed with a concept that filled an obvious gap in the market and aside from funding, the Minerva investors will provide much needed practical business advice and support to assist the Company to fulfil its potential."

## Development milestone achieved with Yard Trial success

**Science Park tenant Genesis - the provider of the ground breaking DSL Rings technology that provides high speed internet bandwidth of up to 400 Mb/s over the existing copper telephony infrastructure, is thrilled to have reached its next development milestone with successful Yard Trial results.**

The purpose of the Yard Trial was to test the Genesis Solution in a real world environment that enabled the cables to be laid out in a configuration simulating houses in a street. Having considered security and British weather pressures that an outdoor field trial presented, the Company decided to bring the field trial in doors and Genesis CEO aptly named it a Yard Trial.

The Yard Trial was conducted in April and May, with the hire of a 100m by 100m warehouse in Essex and a set up that included over 3m of cable to represent 12 houses, Distribution Point (DP) and the Central Office (Exchange). The trial was a great success and Genesis now has a complete end-to-end system working from the home, to the distribution

point, to the central office. Genesis tested a number of scenarios during the trial including: length of cable; type and quality of cable; profile used; and number of nodes in a ring. Considering all these parameters, the results for the worst case scenario have ranged from an average of 260 to 360 Mb/s per node. This is a considerable increase in bandwidth for a system that does not

need new installation of cable or fibre.

Genesis recently opened an office at the University of Warwick Science Park. The innovation hot spot is an ideal location for the new DSL Rings development lab. "The links with the University and rich pool of telecommunications talent will provide Genesis with a knowledgeable

high calibre team of individuals to bring DSL Rings to market." said Ian MacKenzie, Chairman, Genesis UK.

DSL Rings is a proven technical solution that has been demonstrated to multiple telecoms companies.

To find out more visit [www.genesistechsys.com](http://www.genesistechsys.com).

# Science Park tenant set to revolutionise its business



(l/r): Dr Martin Ziarati and Prof Reza Ziarati, from C4FF, with Angela Childs, UWSP.

Centre for Factories of the Future (C4FF), based at UWSP's Venture Centre in Sir William Lyons Road, has been part of an expert consortium which has successfully created state-of-the-art demand and forecasting software and could be set to revolutionise its business after developing software known as intelliFor which uses artificial intelligence to predict the future.

The project, the brainchild of Dr Martin Ziarati, was one of just a handful to receive the support of the Government-funded Technology Strategy Board and has resulted in software which uses artificial intelligence to combine past data, statistical analysis and web content, such as

news stories, to produce forecasts in relation to future demand for a product or service.

Dr Ziarati said: "intelliFor provides decision makers at organisations with a valuable insight into future market conditions and allows them to plan ahead more effectively

and carry out activity in a much more efficient manner.

"The software can be applied across a range of industries and can result in time and financial savings as well as providing businesses with a valuable edge over competitors."

"The software can be applied across a range of industries and can result in time and financial savings"

## Jaguar Land Rover and Dassault Systèmes agree new strategic partnership



Dassault Systèmes President and CEO Bernard Charlès and Jaguar Land Rover CEO, Dr Ralf Speth

Dassault Systèmes, which operates in the UK from its Science Park base in Coventry, is a world leader in 3D and Product Lifecycle Management (PLM) solutions, have entered a strategic partnership that formalises future cooperation and collaboration between the two companies.

The agreement will see advanced digital 3D simulation and development tools transform Jaguar Land Rover's Product Development processes. The two companies will work together to jointly develop industry-leading product creation solutions.

Jaguar Land Rover will deploy Dassault Systèmes' V6 solutions for Product Lifecycle Management – the process which drives and controls all vehicle creation processes – to increase operational efficiency and reduce complexity through enhanced innovation and accelerated development capabilities.

Dassault Systèmes was chosen by Jaguar Land Rover as its preferred partner in the PLM field following an 18-month evaluation period. In addition to supplying existing system programmes, development engineers from Dassault Systèmes and Jaguar Land Rover will work together on new processes and solutions that will provide the combination of simplification and specialization required to create new generations of premium vehicles.



## HELPING YOU GROW YOUR BUSINESS

Whist property is the most tangible feature of the University of Warwick Science Park we also offer a range of business support services specifically targeted at the needs of technology and innovation-led businesses. We help SME's in their start-up and early years as well as helping new entrepreneurs get into business.

### Ignite Programme

Are you looking to start a new business or grow an existing one? Ignite is a flexible package of free and grant aided advice and practical help designed to allow start-up and early stage companies to tap into the resources of UWSP and our wealth of know how. We help owners/managers of innovation-led businesses grow faster and make more money. Call Tom on 024 7632 3028 or email: tom.blount@uwsp.co.uk

### Access to Finance

Does your company need capital investment for growth? Our team actively facilitate investment in high potential businesses from Business Angels, Venture Capital Funds, banks and other sources. So far we have secured over £10m locally with our partners. Call Tim on 024 7632 3114 or email: capital@uwsp.co.uk

### Techmark - Technical Marketing

Do you want to develop markets in the UK and overseas? We are a small, flexible multilingual team of highly experienced marketeers providing practical answers to critical marketing questions and identifying solutions covering all aspects of creating a growing business. Our advice and help ranges from start up and how to exploit marketing through to strategic planning and managing growth. Call Bill on 024 7632 3117, Dirk on 024 7632 3120 or email: techmark@uwsp.co.uk

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## Science Park bids farewell to another familiar face

A key member of the Science Park team has retired after 20 years' service. Angela Childs joined the Science Park on a part-time basis in 1991 as David Rowe's Secretary. In 1992 she became a full-time member and took on the role of PA and Marketing Executive.

David Grindrod, Acting Director said, "Angela was one of the few original team members still at the Park. She was a great asset and she will be missed by her colleagues. We wish her a long and happy retirement."



## Minerva secures further investment for new pioneering medical product



(l/r): Andrew Newell, Tim Powell, Ian Mackenzie, Piyush Patel, Paul Markgraf.

**A pioneering invention is set to become commonplace in the medical industry after receiving valuable funding.**

Cipher Surgical, based at UWSP's Venture Centre, has just secured investment bringing the total raised to date to over £1million for the launch of a new medical product called OpClear.

The revolutionary product has been developed to address a common problem associated with cameras used during stomach surgery or the surrounding abdominal region.

Around £100,000 of the investment came from the UWSP's Minerva Business Angel Network with a further

£125,000 from Midven, the West Midlands specialist venture capital company.

Andrew Newell, Managing Director of Cipher Surgical, said: "Angel investment is vitally important to start-up businesses like ours as other sources of

**"Angel investment is vitally important to start-up businesses like ours as other sources of funding are simply not available anymore."**

funding are simply not available anymore."

Cipher Surgical moved to the Science Park in January under the Ignite programme, which is designed to support start-up and early stage companies by allowing them to tap into the Park's resources and knowledge base.

## Software tool allows college students to benchmark academic performance

**Dynistics, based at Blythe Valley Innovation Centre, which designs and implements graphical dashboard reporting tools that allow organisations to monitor, analyse and improve operational performance, has implemented its Active Dashboards software at Birmingham Metropolitan College (BMET).**

The software is being used by the College's management team before being rolled out to departmental heads, staff, and ultimately to its 25,000 learners.

"The aim is to empower our students to be able to monitor their own performance against their own target grades and other learners," explains Paul Cornick, Director of Corporate Strategy, BMET.

"Ultimately, the learners' success is our success and we feel Active Dashboards, which is user friendly and engaging, is the ideal tool with which our learners can better their performance."

Can Dynistics improve cost savings and efficiencies for your company? Visit: [www.dynistics.com](http://www.dynistics.com)



### NEW COMPANIES

The Science Park extends a warm welcome to its new tenants:

**Main Site:**

- Prime Healthcare Group
- Warwick Warp
- Cafcass
- Genesis Technical Systems
- Transformational Business Network
- HMS industrial

**Warwick Innovation Centre:**

- Fertility Focus

**Binley Innovation Centre:**

- Medco Celesio
- Gentex Mirrors
- Homecare Support
- Industrial Acoustics Company Ltd
- Logistic Engineering Services
- Noodle IT
- GET Solutions
- Corproductions
- Pensions Plus



### SPACE AVAILABLE

**Main Coventry site:**

Units available from 430 sq ft to 3740 sq ft and individually furnished office labs

**Warwick Innovation Centre:**

Units available from 255 sq ft to 963 sq ft

**Binley Innovation Centre:**

Units available from 280 sq ft to 1297 sq ft

**Blythe Valley Innovation Centre:**

Units available from 291 sq ft to 990 sq ft

# Your opinion is important to us...

Tell us what you think of SPARK and you could **WIN £100**

We would like to know how beneficial our newsletter SPARK is to you. We would really appreciate you taking a few minutes to complete the following questionnaire and return to Kathy Hart (by Friday 23 September 2011) at: University of Warwick Science Park, The Venture Centre, Sir William Lyons Road, Coventry CV4 7EZ. To show our appreciation you will be entered into a FREE prize draw and could win £100.

1. What is the name and industry sector of your company?  
\_\_\_\_\_
2. Was SPARK addressed to you personally? Yes  No
3. Do you know what the University of Warwick Science Park (UWSP) does? Yes  No
4. If no, would you like to find out how UWSP might be able to help your business - either by being located at the Park or through its range of business support services? Yes  No
5. Do you wish to continue receiving SPARK? Yes  No   
If yes, would you prefer a hard copy or by email? Hard copy  Email   
If email, what is your email address? \_\_\_\_\_
6. Is there anyone else within your company we should be sending SPARK to? Yes  No   
If yes, who? \_\_\_\_\_
7. Do you have any other comments about UWSP?  
\_\_\_\_\_
8. Do you have any other comments about SPARK?  
\_\_\_\_\_



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You are welcome to contact us about articles in this newsletter, or to submit stories of interest. Please contact: Kathy Hart on 024 7632 3003 or E-mail: [kathy.hart@uwsp.co.uk](mailto:kathy.hart@uwsp.co.uk)