



UWSP Helping to grow your business - Regular feature.
Students and Graduates for projects, Ignite programme,
Access to finance, Techmark - Technical Marketing.
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Spark



University of Warwick
Science Park

News from The University of Warwick Science Park

Summer 2010



Pictured: Steve Bacon (ict active's lead assessor) with David Grindrod

Newly formed company has designs on success



Pictured (l/r): Robert Dolton and James Dex, from Dolton&Dex, with John Barnes, centre manager at the University of Warwick Science Park's Warwick Innovation Centre.

UWSP wins national ICT Award

The University of Warwick Science Park has become the first Midlands organisation to gain a national award for its ICT provisions. The Venture Centre, based at its main Coventry site in Sir William Lyons Road, has been given the 'leading edge' award by ict active.

UWSP's Business Innovation Centre, in Binley, has also received ict active accreditation. Both awards will last for two years after assessors judged the centres on their ICT infrastructure including Internet speeds, security, cabling and systems.

Tim Ward, of ict active, said: "The Science Park

is the first organisation in the Midlands to receive the awards mean that the centres offer very good ICT facilities to occupying companies.

David Grindrod, UWSP's deputy director, said: "We are delighted to achieve the leading edge award. We pride ourselves on offering the very best level of

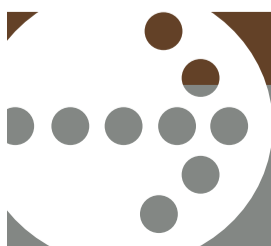
facilities to tenant companies in order to give them the best possible chance to grow their businesses.

"ICT is a very big part of that, so to receive this recognition is good news for everyone in both centres and highlights what an excellent place this is to grow a business."

"We pride ourselves on offering the very best level of facilities to tenant companies"

Product design consultancy Dolton&Dex has recently set up at the University of Warwick Science Park's Warwick Innovation Centre after taking advantage of the Science Park's Ignite programme.

continued...



IS LACK OF MONEY HOLDING YOUR BUSINESS BACK? FIND OUT IF THE UNIVERSITY OF WARWICK SCIENCE PARK CAN HELP. SEE PAGE 2

continued...

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 University of Warwick Science Park and its wealth of knowledge.

Dolton&Dex has been launched by acclaimed

product designers James Dex and Robert Dolton. In its first few months the company has already produced innovative designs for clients including a digital thumb scanner, a cutting-edge electrical car and a new toothbrush concept.

James Dex, joint managing director of Dolton&Dex, said:

“Having both worked on international design projects as well as locally, we spotted a real need for a specialist product design consultancy that could work with local companies to understand their products and design needs.

“For a small dynamic company like ours somewhere like the Innovation Centre is

the perfect base and the Science Park’s Ignite programme has provided invaluable support, by helping us reduce our initial overheads.”

John Barnes, Warwick Innovation Centre manager, said: “Dolton&Dex is a very impressive company with some big ideas. The Science Park has a long history of supporting

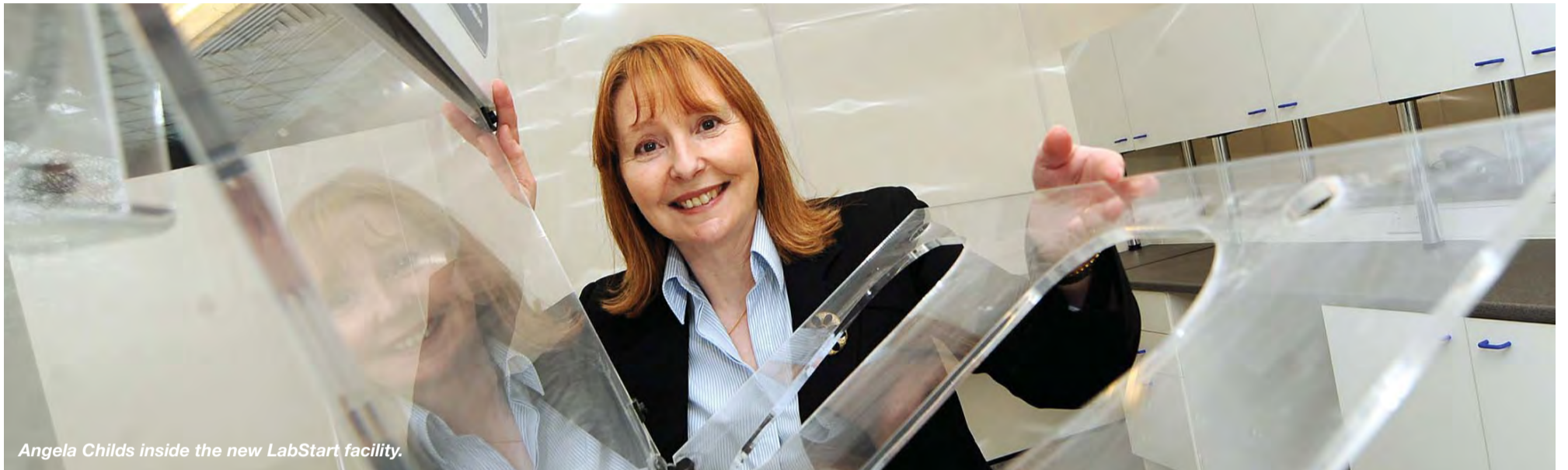
inventive companies and the work that Dolton&Dex does is from that same mould.

“We are also delighted that the Ignite programme has helped launch a company which may otherwise have taken longer to get off the ground.”

For more information on the Ignite programme call 02476 323130

or email ignite@uwsp.co.uk.

“The Science Park’s Ignite programme has provided invaluable support, by helping us reduce our initial overheads.”



Angela Childs inside the new LabStart facility.

Key sector for economic growth given financial injection

The University of Warwick Science Park has created a new LabStart facility at the cost of £143,000 with funding through the regional development agency - Advantage West Midlands.

Start-up and early stage companies that require laboratory space will be able to benefit from a capital investment in facilities that they normally would not be able to fund until they had been able to demonstrate ‘proof of concept’.

LabStart offers six individual offices and six individual laboratories with shared access to a range of laboratory support equipment and kitchen facilities.

Also, being based at the Science Park, they have access to business support services and mentors from the Science Parks Ignite programme.

David Grindrod, deputy director of UWSP, said it was important to recognise that biomedical companies require more investment at start-up than virtually any other sector.

“The idea behind LabStart is to provide the appropriate space and infrastructure for these companies at a cost that does not constrain their development.

“After three years the successful businesses will have demonstrated ‘proof of concept’ with their product and be able to attract normal first round funding to support the company’s next growth stage.

“It is absolutely vital that we support companies in this field because this sector will be key to the UK economy in its economic recovery and well beyond.

“The University of Warwick Science Park’s whole ethos is to help business people get innovative ideas to market or assist high-tech companies in their growth. This is an extension of that.”

A single, all-inclusive fee is payable via a three-year licence for the LabStart space with annual reviews. More information is available on 024 7632 3000.

“The whole ethos is to help business people get innovative ideas to market or assist high-tech companies in their growth”

Is lack of money holding back your business?

UWSP’s Minerva business angel network, together with the Warwick Business School Alumni Association, have formed an investor group of highly experienced businessmen and women who are looking for investment opportunities.

The group, formed in October 2009, with over 30 members have seen 16 presentations to date of which 8 are undergoing investigation for investment of around £1.2m in total - and we are looking for more.

Minerva works very closely with the regionally based venture capital funds in raising the funding needed but where equity on it’s own may not be entirely appropriate,

Minerva will also help companies pull together a package of financial support through Banks, leasing companies and others.

We aim at seeing 2 companies per month but who must go through an assessment process first, making sure they are investment ready before being invited to present to the group.

The companies we help, which currently include companies in the telecoms, engine/automotive, high level electronics and medical device sectors, not only benefit from investment but also from the expertise of the investors. Experts who want to help drive

In today’s uncertain economic climate the University of Warwick Science Park (UWSP) is still supporting early stage, high potential companies in the region.

businesses forward – vital in the early stages to avoid failure!

A number of new businesses have already benefited from the wide range of support UWSP is able to provide through it’s access to finance programme. One such company established just seven months ago Coach Built UK – a company which designs and adapts motor homes for the less able and disabled – has secured over £75k in grant and bank funding and with on-going advice and mentoring, the company is now well on target to achieve its projected first years’ turnover and already employs five people.

If your company is an early stage business with high growth potential and is in need of investment talk to us – we can help.

For more information as a potential business angel or a company seeking funding in the first instance email Tim Powell on tim.powell@uwsp.co.uk

Minvera is just one of our business support programmes designed to help start-up, early stage and SMEs achieve their potential for growth. For further information on our full portfolio of programmes visit: www.warwicksciencepark.co.uk

Leading Company Doubles In Size

HouseMark, which improves the performance of the social housing sector in the UK, has doubled the size of its Science Park home. The company, which helps its 860 member organisations achieve value for money in the sector, celebrated its tenth anniversary last year and has just moved into a 6,000 sq ft base at Riley Court.

HouseMark has evolved since moving into Riley Court six years ago and has introduced new benchmarking services, grown its housing consultancy service, introduced an accreditation service for social landlords on anti-social behaviour and a customer profiling service – Tenant Insight.

Janet Richards, Director of Corporate Services for HouseMark, said being able to grow within the same location was a major benefit for the organisation.



Pictured: Janet Richards (left) of HouseMark, with Angela Childs of The University of Warwick Science Park.

Angela Childs, said: "HouseMark have grown considerably over the past six years and it is great that we have the facilities to help them expand."

"Riley Court has been a big success in attracting companies to the city and there are just a few suites available now, as organisations such as HouseMark have expanded and new businesses have moved in."

The University of Warwick Science Park's Riley Court building was part funded by the European Regional Development Fund.

"HouseMark have grown considerably over the past six years and it is great that we have the facilities to help them expand."

New website set to change job advertising market

e-ppl, based at the University of Warwick's Business Innovation Centre in Binley has launched a new website www.e-ppl.co.uk to help tackle unemployment.

The company is also planning to start a national campaign entitled 'Get Britain Back To Work' which will see a road show, visit every job centre between Land's End and John O'Groats to assist people in finding new jobs.

Initially set up to provide highly skilled workers for the automotive sector, the company has now broadened its horizons

through the launch of the new job site which offers low cost job advertising for all employment sectors.

The easy to use site allows employers and recruitment companies to advertise vacancies and search through the CVs of thousands of would-be employees in order to cherry pick the very best candidates for the positions on offer.

"e-ppl.co.uk is unique in that it offers employers a genuine pay-as-you-go style system with no fixed costs or monthly fees."

Paul Simmerson, founder of e-ppl, said: "e-ppl.co.uk is unique in that it offers employers a genuine pay-as-you-go style system with no fixed costs or monthly fees, so it is ideal for all businesses ranging from family run firms

to national recruitment companies.

"This means organisations can access our services at a fraction of the cost they could expect to pay with other sites and without being forced to sign up to lengthy subscriptions.



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.

Students and Graduates For Projects

Does your company have ideas left on the back burner?
Many small and medium sized companies often have no shortage of business development ideas but can lack sufficient human and financial resources to turn them into reality. Our range of work placement programmes are designed to help SMEs in the region by providing a cost-effective business development tool. Could your company benefit from the enthusiasm and ability of a bright student or graduate?
Call Penny, Alison or Pauline on 024 7632 3112/3025 or email: student@uwsp.co.uk

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 business 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 marketers 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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Tel: 024 7632 3028



From left to right: Paul Simmerson and Dave Taylor, from e-ppl, with Karen Aston, centre manager at the University of Warwick Science Park's Business Innovation Centre.



Offering local businesses great deals on conference centre hire

Education leadership charity HTI is offering local businesses some very special offers to hire its recently refurbished, state of the art conference centre facilities on the University of Warwick Science Park.

First time local business users of the facilities will be able to book a room of any size free of charge, with only refreshments and catering to be paid for. There will also be special incentives for regular users including loyalty discounts, complimentary gifts for the hosts, as well as 50% discounts for more than one room booked for the same day.

Situated within easy access of the region's motorway network and rail and air links, HTI's popular conference centre offers a comfortable environment for groups from 6-60 in ten well appointed meeting rooms.

The light, airy and spacious lobby area also provides relaxing surroundings for an

informal discussion over a cappuccino or appetising and healthy lunch. Conference Centre manager Jacqueline Jones comments: "Our facilities are highly regarded and a popular choice in education circles, but a bit of a well-kept secret with local businesses. We want to be able to show local businesses what fantastic value, quality and personal service we're able to offer and we believe that will be evident when they experience the facilities for themselves."

For more information about, or to arrange to take a look at the meeting rooms and facilities, please contact Jacqueline Jones on 024 76410104 or email j.jones@hti.org.uk.

Happy retirement Norman



Pictured: Norman Childs (right) is given a send off by colleagues (from left) Karen Aston, David Rowe and John Barnes.

Norman Childs, who stepped in to cover for the manager of the University of Warwick Science Park's Blythe Valley Innovation Centre in 2003 for a couple of weeks, has retired after seven years managing the centre.

"I have thoroughly enjoyed the last seven years," Norman said. "The intention was to cover for a couple of weeks but it turned out to be a little bit longer! It's been great to be able to help provide small, innovative businesses with a platform to grow and I have met some great entrepreneurs and made some lasting friendships."

David Rowe, director of the University of Warwick Science Park, said: "Norman has been a great asset at the Blythe Valley Innovation Centre. We wish him all the very best in his retirement."

£50 Prize Word Search

Ten words, all found in this edition of SPARK, are hidden in this word search.

The words are hidden in any direction – vertical, horizontal, diagonal and 'back to front'. Simply put a line through or around each word and return the grid to the address below with your full details.

The words are:

Decade – Growth – Solutions – Inventive – Tackle – Capital – Doubles – Award – Conference – Evaluation

A £50 prize goes to the sender of the first correct entry opened, chosen at random on Friday 18th July 2008.

Name:

Company:

Address:

Daytime Tel:

E-mail:

Return to: Angela Childs,
University of Warwick Science Park,
The Venture Centre, Sir William Lyons Road,
Coventry, CV4 7EZ.

T O A D O L U T I K L L E O P D
J A B L E S V I N N O B L A A W
U W N L E C O N F E R E N C E D
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C A P G S T A C J P T P Y X E S
O I N V E S O L U T I O N S F I



COMPETITION WINNER
The £50 Prize winner from the last edition of SPARK: **Chris Pinches**, of Leofric Films, Leamington Spa.

NEW COMPANIES

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

Main Site:

Spiffymap Limited
ADB Airfield Solutions

Warwick Innovation Centre:

Paper River Consulting Limited
EBS Limited

Business Innovation Centre:

ADB Airfield Solutions
Paramex Limited
The Big SEO Limited

Blythe Valley Innovation Centre:

Hydrock
Breslins

SPACE AVAILABLE

The Venture Centre:

Unit 12 240 sq ft
Unit 15 297 sq ft
Unit 16 430 sq ft

Vanguard Centre:

Unit 4 (FF) 2385 sq ft
Unit 5 (GF) 6 furnished offices & laboratories

Herald Court:

Unit 2a 4220 sq ft

Viscount Centre I:

Unit 2 2170 sq ft

Viscount Centre II:

Unit 1 3530 sq ft
Unit 2 2170 sq ft

Sovereign Court I:

Unit A1a (GF) 2000 sq ft
Unit A3a (FF) 3000 sq ft

Sovereign Court II:

Unit A2 (GF) 1500 sq ft
Unit B4 (FF) 2000 sq ft

Riley Court:

Unit 3 (GF) 3000 sq ft
Unit 8 (FF) 3000 sq ft

Blythe Valley Innovation Centre:

Unit 20 388 sq ft
Unit 21 474 sq ft
Unit 29 656 sq ft
Unit 31 656 sq ft

Business Innovation Centre:

Unit 10 (GF) 425 sq ft
Unit 1 (GF) 474 sq ft
Unit 7 (GF) 487 sq ft
Unit 38 (FF) 490 sq ft
Unit 37 (FF) 728 sq ft
Unit 36 (FF) 827 sq ft
Unit 23 (FF) 831 sq ft
Unit 15 (GF) 880 sq ft
Unit 13/14 (GF) 1298 sq ft

Warwick Innovation Centre:

Unit 19d 185 sq ft
Unit 19e 255 sq ft
Unit 19b 260 sq ft
Unit 9b 325 sq ft
Unit 23 380 sq ft
Unit 30 527 sq ft
Unit 13c 565 sq ft

University of Warwick Science Park projects and the Riley Court Building are part-funded by the European Regional Development Fund (ERDF).

The Student Project Scheme is also sponsored by the European Regional Development Fund and UWSP. Kitts is sponsored by Advantage West Midlands.

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You are welcome to contact us about articles in this newsletter, or to submit stories of interest. Please contact: Angela Childs on 024 7632 3003 or E-mail: angela.childs@uwsp.co.uk



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Blythe Valley Innovation Centre,
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