

U

WELCOME!

B



EUROPEAN UNION
Investing in Your Future
European Regional
Development Fund 2007-13

UNIVERSITY OF
BIRMINGHAM

University of Birmingham Business Club

Breakfast Briefing

U

**'How to expand your
business through Growth
Funding'**

B

Tuesday 24th February 2015



EUROPEAN UNION
Investing in Your Future
European Regional
Development Fund 2007-13

UNIVERSITY OF
BIRMINGHAM

Benefits of being a member...

- Access to BizzInn space
- Regular Business Briefings
- Opportunity to ‘showcase’ business or research
- Intelligence regarding funding calls
- Networking
- Invite only events eg Distinguished Lecture series
- Much more besides....

University of Birmingham Business Club

Breakfast Briefing

'Business Growth Funding'



Matthew Lawrence,
Business Growth Manager –
GrowthAccelerator



Keynote Presentation



EUROPEAN UNION
Investing in Your Future
European Regional
Development Fund 2007-13

UNIVERSITY OF
BIRMINGHAM

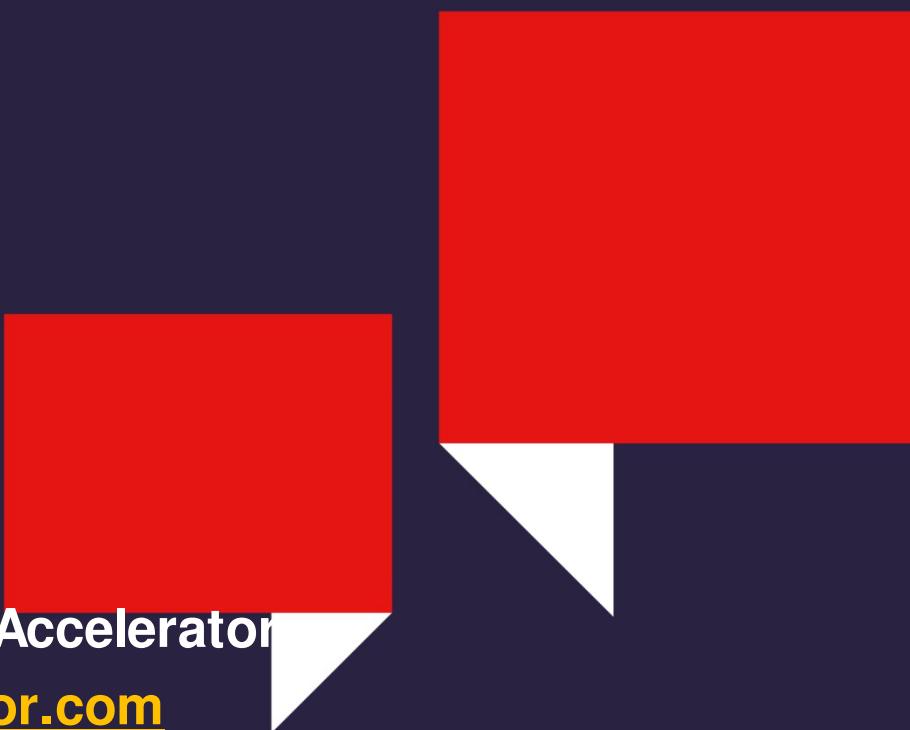
BUSINESS GROWTH SERVICE

Business Growth Funding

Matthew Lawrence,
Business Growth Manager – GrowthAccelerator

matthew.lawrence@growthaccelerator.com

Contact number: 07770 683874



What I mean by Business Growth Funding

**1 Government
support for Growth
Through Innovation
(GTI)**

**2 Other Sources of
Finance for Growth
Through Innovation**

What I Mean by Innovation

Activity which is may be:

New to a business

First for a sector or market

New patentable invention.

Government Support For GTI

UK Government

- **Business Growth Service (Detail To Follow)**
- **Regional Growth Fund**
- **Via Academic institutions**
-

European Government

- **Horizon 2020 – 80 billion euro over 7 years (previously frameworks)**

Local Government and LEPS

- **Business Innovation Programme, Business Innovation Centres, Other Grant Programmes**

Other – NESTA , Nominet, Wellcome Foundation

Business Growth Service?

GrowthAccelerator, Manufacturing Advisory Service (MAS), Intellectual Property Audits and Design Mentoring will integrate to become the Business Growth Service.

This service will bring growth businesses closer to existing Government services including:

- UK Trade & Investment
- UK Export Finance
- Innovate UK (formerly Technology Strategy Board)
- Local Growth Hubs

Business Growth Service



GrowthAccelerator



UK Trade
& Investment



UK Export
Finance



Intellectual
Property
Office

Innovate UK
Technology Strategy Board

**Design
Council**

Growth Through Innovation

- Receive support in:
 - Commercialising new products, services or business models,
 - Developing an innovation strategy
 - Generating profitable IP
- Find out about funding opportunities available to your business to support innovation projects

Complemented by a series of up to three full day Innovation specific Masterclasses

Government Funding – Advice and Support

- **University Business Engagement Departments**
- **LEP websites**
- **Business Growth Service (GA & MAS)**
- **Innovate UK**
- **Funding Advisory Websites e.g**
- **<https://www.gov.uk/business-finance-support-finder>**
- **Specific Programme Websites e.g**
- **<http://ec.europa.eu/programmes/horizon2020/en/find-your-area>**

Other Finance for GTI / Match Funding

**100% funding only available for innovation projects on "call"
otherwise they require own or external finance.**

Sources: What's appropriate depends on perceived level of risk

Business - Retained earnings / Cash flow

**Personal - Loan secured on personal assets (inc pension) and /or
subject to PG**

Business Loan or other business debt solution

Equity Investment & Other risk capital

Risk Capital

Traditionally available through sale of shares to others:

Friends & Family

Venture Capitalists

Business Angels

Corporate partners

In recent times These have been added to by

Crowd funding options (equity, donation, reward)

A range of national and local government alternatives

An increase in the amount of "mezzanine" or High Interest debt providers

Risk Capital – Advice and Support

- University Business Engagement Departments
- Business Growth Service (GA)
- <http://www.bvca.co.uk/>
- British Venture Capital Association
- <http://www.bvca.co.uk/>
- UK Business Angel Association
- <http://www.ukbusinessangelsassociation.org.uk/>

GrowthAccelerator - Access to Finance

- Bespoke support through the finance raising process
- Access to specialist finance coach to support investment readiness
- Assistance with funding options including debt and/or equity funding
- Introduction to appropriate funders
- Access to GrowthAccelerator's Investor Relations team

Complemented by a series of three full day Finance specific Masterclasses

Any Questions?

BUSINESS GROWTH SERVICE

Thank you

Matthew Lawrence

Business Growth Manager

matthew.lawrence@growthaccelerator.com

Contact Number 07770 683874

U

Elevator Pitches

B

Harj Kundra



EUROPEAN UNION
Investing in Your Future
European Regional
Development Fund 2007-13

UNIVERSITY OF
BIRMINGHAM

Careers Network Internship Team

Presentation by **Harjinder Kundra**

Email: internships@contacts.bham.ac.uk

Tel: 0121 414 6120

Meet the team!

Harj, Kam, Natasha,
Sarah, Jim

An Internship Officer
for each college



We are YOUR contacts

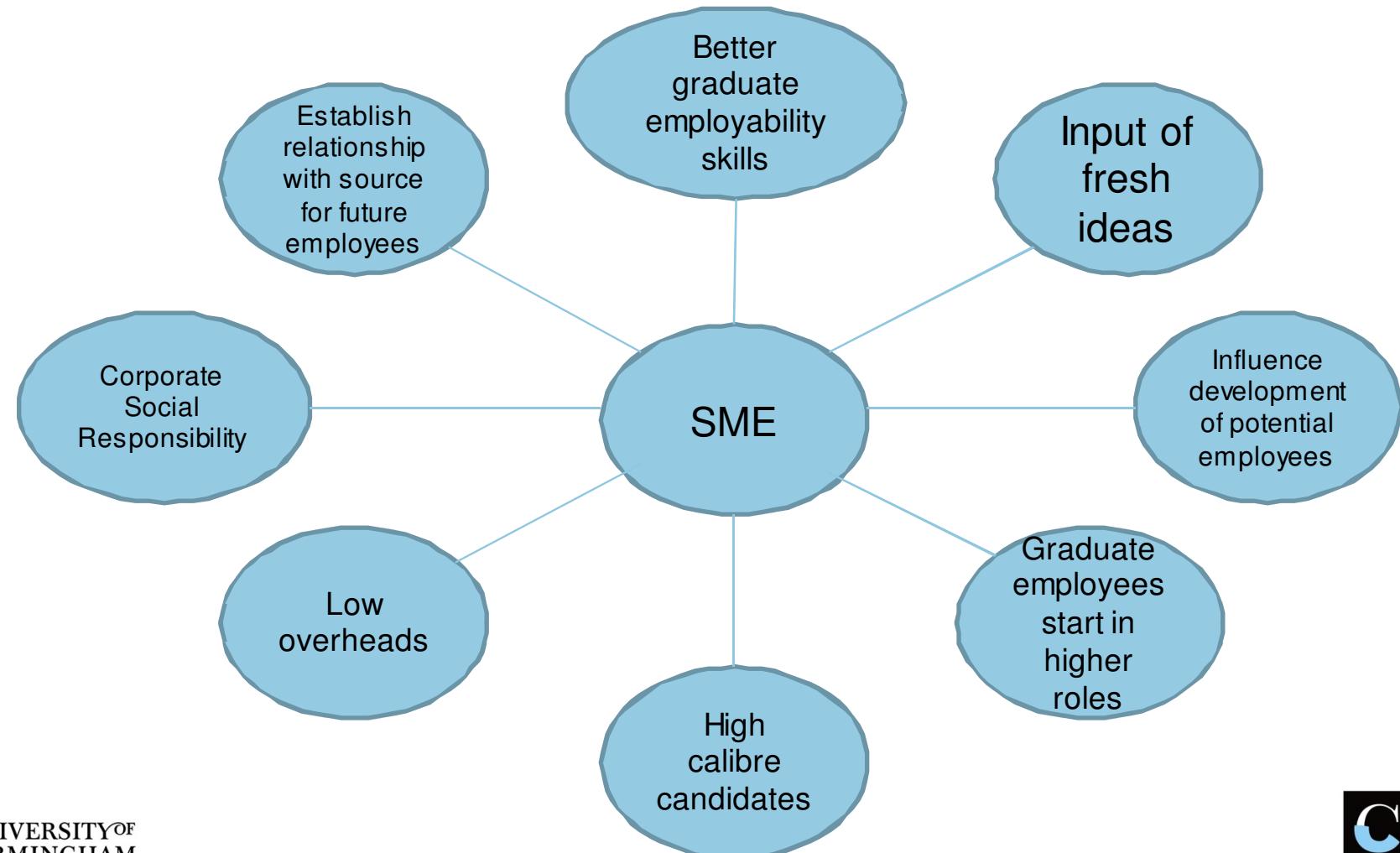
What do we do?

- Work with employers to establish bespoke opportunities of benefit to the host and intern
- Help employers to address students directly
- Work with students and graduates to promote opportunities
- Support interns as required
- Liaise with the wider UoB community

How can SMEs get involved?

- Student placements / work shadowing (term time and vacation)
- Summer or graduate internships (latter may be year-round)
- Offering permanent graduate roles
- Speaking at events (curriculum-based and extra-curricular)
- Mentoring (established mentoring programmes in-place)
- Work with the wider UoB community

Internship benefits to SMEs:



Santander match-funding for graduate internships

Graduate internships – match funding (£1,500)

Three month / 12 weeks duration

Full-time

Graduates from last two years (UG or PG)

Graduates must start by end of June 2015

25 grants available



Want to find out more?

- Contact a Careers Network Internship Officer to register your interest -
Tel. 0121 414 6120 or email internships@contacts.bham.ac.uk
- Complete a UoB vacancy form in accordance with our terms and conditions
- We check the information and promote through our database etc
- You shortlist and interview
- For Santander match-funding we meet the successful candidate to complete UoB payroll paperwork
- The student / graduate starts with you

U

Thank You! Next Pitch

B

Helen Lillis



EUROPEAN UNION
Investing in Your Future
European Regional
Development Fund 2007-13

UNIVERSITY OF
BIRMINGHAM

THE FSB SMALL BUSINESS EXPO & CONFERENCE IN BIRMINGHAM



Federation of Small Businesses
The UK's Leading Business Organisation

Protect, Save Money & Grow with FSB MEMBERSHIP

The FSB is the UK's leading campaigning pressure group promoting and protecting the interests of the self-employed and owners of small businesses and has 200,000+ members across over 194 branches.

The Essential Benefits Package to support your business. FSB membership starts from £155* per year and provides...

TAX PROTECTION

LEGAL PROTECTION

LEGAL ADVICE

FSB CARE

INSURANCE HELPLINE

CONTINUITY PORTAL

NETWORKING EVENTS

Plus many other benefits....



Federation of Small Businesses
The UK's Leading Business Organisation

THE FSB SMALL BUSINESS EXPO & CONFERENCE

19 – 21 March 2015

- FREE ENTRY at the ICC
- Over 50 exhibitors & over 1000 visitors expected to attend
- Networking breakfast each morning (small cost)
- Number of inspirational business seminars & speakers including Gold Medallist Kriss Akabusi, former Dragon's Den panellist Rachel Elnaugh & business guru Geoff Burch, sharing their entrepreneurial business experience.
- Political speakers and debates on current business issues in the lead up to the General Election



THE FSB SMALL BUSINESS EXPO & CONFERENCE

19-21 March 2015



To Attend: <http://www.fsb.org.uk/conference2015>

To Exhibit: info@innov8-conferences.co.uk

Any questions: helen.lillis@fsb.org.uk or tel 0121 384 4222



Federation of Small Businesses
The UK's Leading Business Organisation

U

Thank You! Next Pitch

B

Hayley Rose



EUROPEAN UNION
Investing in Your Future
European Regional
Development Fund 2007-13

UNIVERSITY OF
BIRMINGHAM

University of Birmingham

Transforming the face of campus and the city

The development projects, worth close to £400 million over the next five years, will create outstanding new facilities which will benefit students, staff, visitors and the local community – whilst drawing on Aston Webb's original campus masterplan, as well as subsequent plans, and laying a sound basis for the future.

- Library
- Sports Centre
- University Secondary School
- Institute of Translational Medicine
- Lapworth Museum
- Collaborative Teaching Laboratory
- Dentist School
- Postgraduate Centre
- (Student Residences, Student Hubs)

- Library – Opening Autumn 2016



- Sports Centre - Opening Easter 2016



- Postgraduate Teaching Centre – Opening early 2016



- University School – Opening September 2015



- Institute of Translational Medicine – Open early 2016



These capital projects represent an:

- Investment in the future of the University
- Investment in the city – Sports Centre, School ITM
- Investment in the region
 - raising our profile as a leading university in a thriving city in a strategically important region.
- Investment in global populations – ITM
- Investment in employability and business readiness of students – CTL

How to get involved:

- Being an ambassador and telling people about the investments we are making and their potential global impacts
- Always looking for businesses to support our capital projects- Sponsorship, philanthropic options.
- Exposure for your business – e.g PGC – thousands of students each year pass through the space.
- Creative ideas for how you or your business could get involved.

U

Thank You! Next Pitch

B

David Coleman



EUROPEAN UNION
Investing in Your Future
European Regional
Development Fund 2007-13

UNIVERSITY OF
BIRMINGHAM

The BizzInn, and Pitchfest 2015

David Coleman
Head of Enterprise Acceleration
d.coleman@bham.ac.uk
0121 414 5582





EUROPEAN UNION
Investing in Your Future
European Regional
Development Fund 2007-13

- Free hot-desking with 24/7 access
- Free Wi-Fi & meeting rooms
- Tailored business support
- Access to world class research expertise
- Guidance from professional advisors
- **Access to finance**, grants, loans, investors
- Networking events (including Business Club) / lunchtime seminars



Looking for investment?

- BizzInn Investment Readiness Programme
- BizzInn collaboration on Pitchfest
 - Competition to pitch to investors at Venturefest (June 30th)
 - Preselection end May/early June
 - Workshops / assistance will be available
 - Written application form – shortly to open

Conclusion

- If you or contacts are looking for investment (any stage), then call either:

**Andrew Cruxton
BizzInn Incubation
Manager**

a.cruxton@bham.ac.uk

0121 414 6132

**David Coleman
Head of Enterprise
Acceleration**

d.coleman@bham.ac.uk

0121 414 5582

[**www.bizzinn.org/**](http://www.bizzinn.org/)



The BioHub Birmingham and the BizzInn are part funded by the European Regional Development Fund.



**Business with
Birmingham**

U

Thank you to our
speakers and for
your attention

B



EUROPEAN UNION
Investing in Your Future
European Regional
Development Fund 2007-13



UNIVERSITY OF
BIRMINGHAM