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WELCOME!

B

B Business *with*
Birmingham

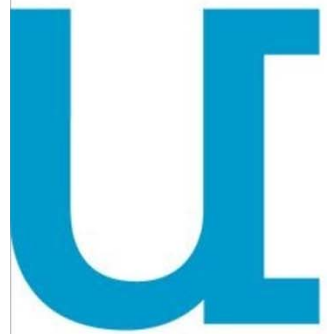
EPSRC

Engineering and Physical Sciences
Research Council

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University of Birmingham Business Club

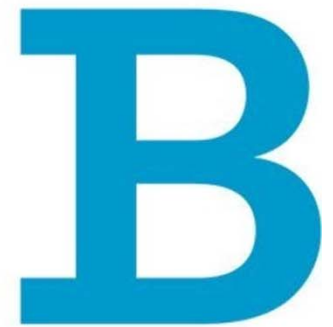
Breakfast Briefing



Access to finance

Sponsored by ART Business Loans

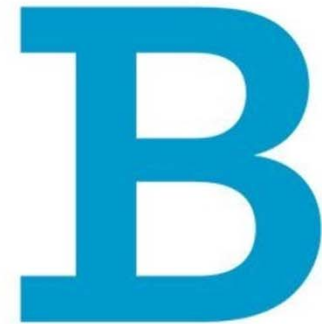
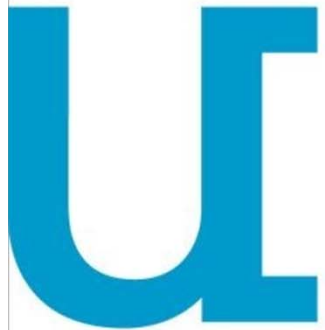
Wednesday 20th April 2016



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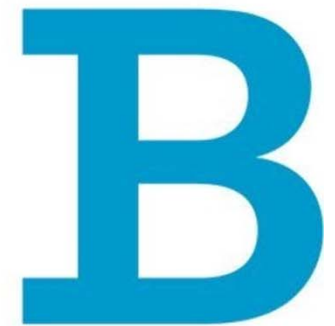
Benefits of being a member...

- Access to BizzInn space
- Regular Breakfast Briefings
- Opportunity to 'showcase' your business or research
- Intelligence regarding funding calls
- Networking
- Invite-only events e.g. distinguished lecture series
- Much more besides...



University of Birmingham Business Club
Breakfast Briefing

Steve Walker,
Chief Executive,
ART Business Loans



Access to Finance

Dr Steve Walker. ART Business Loans
University of Birmingham Breakfast Briefing
20th April 2016

What's the priority?



- **Confidence and Enthusiasm**
- If borrowing, provide as much evidence as you can that you can repay.
- If grant seeking –meet the criteria and know what is required.
- Resources and Tips www.artbusinessloans.co.uk

Sources of Finance



Viability and risk the key to all types of finance:

GRANTS- do not usually have to pay back –be amount v time aware. Satisfy the terms and the grant providers expectations.

DEBT – Loans- Repay capital and interest Where from? proof required forecasts.

EQUITY- High growth and profit expectations- shares in return for risk.

Sources of Finance



Banks are still lenders – but criteria tightened. Sometimes even difficult to understand what they are!

Overdrafts/Loans from Banks and other lenders-linked to property, fixed assets.

Almost always linked to security especially the banks for amounts over £25000.

Grants



Very few provide funds for start ups-if they do locally very small amounts.

However they can provide some free help and support-mentoring.

Testing a product or service- advice and help in specific areas of business.

Most larger grants are now linked to growth and job creation- can be sizeable schemes but will require some matching funds.

A changing world – seek advice.

Alternative sources



Business plan STILL remains the starting point.

Peer Lenders will concentrate mostly on established businesses 2 yrs accounts filed.

Funding Circle and Thin Cats are two of the market leaders.

Crowd Funding (small equity)- still untested at larger levels.

Some innovative invoice discounters and specialist lenders are emerging.

Care where sanction has been quick.

Responsible finance



- **Responsible Finance Providers (Community Development Financial Institutions) - West Midlands**
- **Independent not for profit** loan providers - exist to provide finance when traditional lenders say “no” - in West Midlands, cover the whole Region.
- Size and type of finance offered can differ.
- An **additional** source of finance not **alternative**.

Main aim is to stimulate enterprise and support creation and preservation of jobs.

- Responsible Finance– National Trade Association – **Finding Finance** www.findingfinance.org.uk

Lending criteria



- n Refused loan by bank and other sources.
- n Viable proposition - application form/business plan-
- n **Concentration on the people and plan.**
- n Social and Economic Benefits to area- usually jobs created or preserved.
- n **Evidence of desire and ability to repay- viability.**

Typical terms



n ART -Business Loans

- For existing and start up businesses-
£10000 to £150,000, secured and unsecured. Average deal size currently £32k.
Up to 7 year loan period . 3 years more usual for most working capital loans/start ups.
- Can lend alone or as part of a package for large deals.
Commercial rates of interest and fees- 9.5/base > 18/base min 10%.

Compare banks for similar unsecured loans-times have changed. 15%>29%

Wide range of sectors and size of business supported.

ART Case Studies



Purnells: Michelin starred restaurant supported at start-up alongside a bank. Innovation in food.

Reynolds Technology: “It has been reassuring to know that ART is there.”

Synapse: ‘They listened ,understood and made a decision’

Non-bank funding



For a list of sources of private and public sector finance see-

www.betterbusinessfinance.co.uk

www.alternativebusinessfunding.co.uk

www.findingfinance.org.uk

www.accesstofinancegreaterbirmingham.co.uk/

**CARE- USE OF THE GOOGLE FIRST PAGE
ADVERTS!**



CONTACT ART

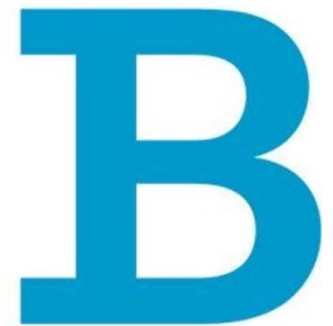
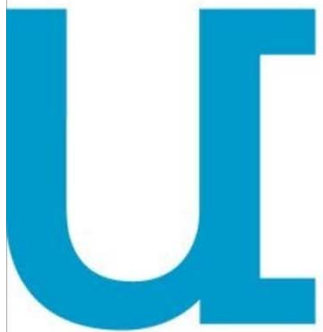
www.artbusinessloans.co.uk

Call Martin Edmonds, Graham Donaldson, Rozna Haque,
Andy King or Steve Walker on **0121 359 2444**

JOBS ● OPPORTUNITY ● GROWTH ● INNOVATION ● ENTERPRISE

University of Birmingham Business Club
Breakfast Briefing

Dr Hannah Batchelor,
Senior Lecturer in Pharmaceuticals,
Formulation and Drug Delivery
The University of Birmingham





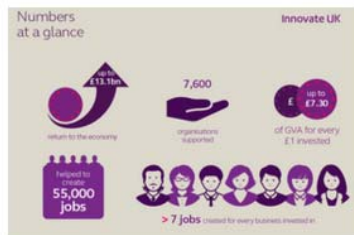
HOW INNOVATE UK CAN SUPPORT YOUR RESEARCH

Dr Hannah Batchelor

h.k.batchelor@bham.ac.uk

What is Innovate UK?

Delivery Plan for the year 2016 to 2017 shows how Innovate UK will invest £561 million, with a more focused approach to innovation support.



How Innovate UK's work since 2007 is supporting UK economic growth and job creation.

Innovate UK is to invest £561 million in innovation over the next 12 months and take a more focused and efficient approach to supporting innovative UK companies. The delivery plan for the year 2016 to 2017 includes:

- a new sector focus that is easier for industry, investors and government to work with
- a 5-point plan to underpin activity across these sectors and drive productivity growth
- clearer funding programmes that are easier to navigate
- improvements to the way Innovate UK connects businesses to knowledge and partners
- a stronger regional presence

Four sector groups have been established within Innovate UK:

- emerging and enabling technologies
- health and life sciences
- infrastructure systems
- manufacturing and materials



<https://connect.innovateuk.org/>

Innovate UK

Innovate UK is the new name for the Technology Strategy Board -

we're the UK's innovation agency, accelerating economic growth. We know that taking a new idea to market is a challenge. We fund, support and connect innovative businesses through a unique mix of people and programmes to accelerate sustainable economic growth.

How does Innovate UK help collaborations?

- Networks and events

The screenshot shows the website for the HealthTech and Medicines Knowledge Transfer Network of the Innovate UK Network. The header includes the network's name and a row of icons representing various health and technology fields. A navigation menu lists: Overview, About us, News, Events, Funding, Innovation Support Map, and Newsletter Sign up.

The main content area features a section titled "Innovation Support for the UK Health Tech Industry". It includes an icon of a lightbulb surrounded by medical and tech symbols. The text states: "Many organisations and infrastructures exist to provide support for innovation, but the complexity of the market (finance, regulations, and evidence of clinical utility) makes it difficult to navigate through the development pipeline. The Knowledge Transfer Network innovation support report and the associated 'map' are intended to provide a single reference point for the range of services available." Below this, it says: "It is intended to support business innovation primarily for the Medtech/Healthtech industries (ie not pharmaceuticals), although it may also be of interest to academics and innovators on the clinical side who wish to understand more about commercialisation." A red button labeled "Access the Support Map here" is positioned at the bottom of this section.

On the right side, there is a "Newsletter Sign Up" section with a Twitter icon and the handle @KTNUK_Health, followed by a brief description of the newsletter's content and a link to join on LinkedIn.

At the bottom right, a section titled "KTN Health Landscape Tools" displays four landscape maps: "REGENERATIVE MEDICINE LANDSCAPE MAP", "ASSISTED LIVING CAPABILITY MAP", "INNOVATION SUPPORT for the UK HEALTH TECH INDUSTRY", and "BIOPHARMA BIOTECH LANDSCAPE MAP". Each map has an "ACCESS HERE" button.

Case study in paediatric medicines development

Technology Strategy Board
Driving Innovation

Assessment of proposals

Applicants must show how their project leads to quantifiable economic benefits for the industrial partners. This benefit may be realised for instance through development of:

- a new product leading to increased sales
- knowledge leading to new services being offered to the market
- better processes leading to lower costs and improved market opportunities.

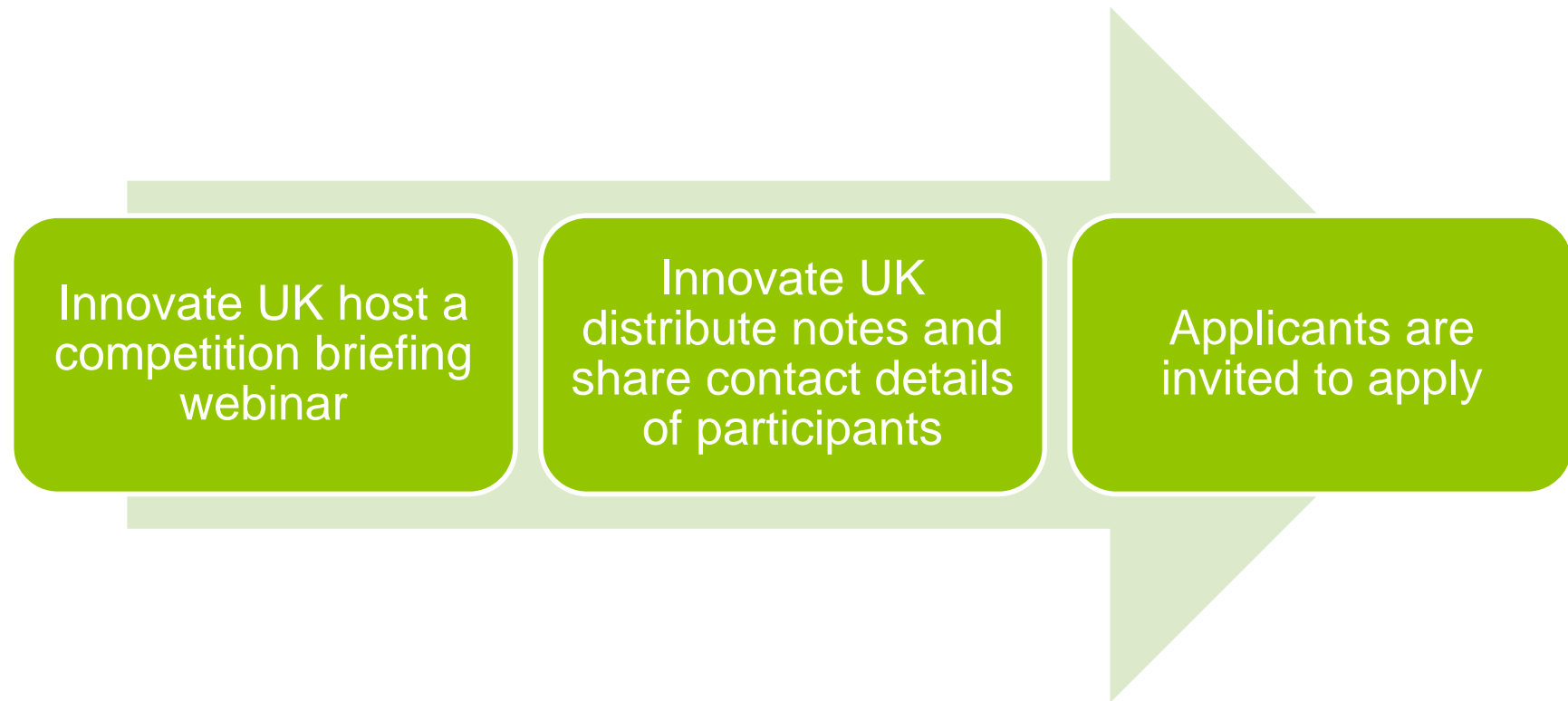
Applicants should show, where possible, how the project leads to environmental or social benefits. Proposals should demonstrate innovation and indicate a clear scientific, technological and/or structural hurdle to be overcome.



Formulated products –
meeting the product and
process design challenge

COMPETITION FOR FEASIBILITY
AND COLLABORATIVE R&D FUNDING
APRIL 2013

Timeline...





Application

- Had to be led by industry
- Written collaboratively
- Each University required individual buy in
- Total value of grant £1m
- Up to 30% can go to academics

Our team



Bristol-Myers Squibb



Aston University
Birmingham



UNIVERSITY OF
BATH




UNIVERSITY OF
BIRMINGHAM



- The new name for Molecular Profiles -





SPaeDD-UK: *Smart Paediatric Drug Development - UK* *Accelerating paediatric formulation development*

An open innovation R&D project

The ambition of the Consortium is to establish an industry standard framework and suite of tools to develop safe and efficacious paediatric dosage forms:

- Taste evaluation
- Acceptability testing
- Prediction of human exposure in children
- Technology platforms for paediatric medicines

This project will be primarily focussed on creating a development pathway comprising a tool box of testing methodologies (in-vitro, in-vivo and in-silico techniques) for predicting taste, drug release and human exposure in paediatric patients. The project is co-funded by Innovate UK, the UK's innovation agency.

These tools will be used to select the most appropriate formulations to support the development and commercialisation of paediatric pharmaceutical products. It is anticipated that the outputs of the project will be leveraged by a exploitation partner who will provide a commercially available service to appropriately evaluate, using the knowledge generated and develop paediatric dosage forms.



Application form

- Summary
- Scope (gateway questions)
- Business proposition
- Project details
- Funding and added value
- Public description of the project
- Finance summary table

Accelerating paediatric formulation development through smart design and predictive science

Lead Participant: [AstraZeneca plc](#)

[< Go back](#)[Overview](#)[Organisations](#)[People](#)

Abstract

This project is a collaboration between large UK pharmaceutical companies, academia and technology suppliers to generate a structured approach to designing age-appropriate medicines for children and technology for predicting their quality and performance. Paediatric medicine is currently a "hot-topic" within the pharmaceutical industry and there is a lot of effort going into developing such medicines for children that are acceptable in terms of taste but also provide the relevant dose and exposure required for such patients. The output will provide a smarter route to developing children's medicines to reduce costs and time of development by determination of the most appropriate testing strategies that drive formulation design.

Funded Value:**£656,603****Funded Period:**

Jul 14 - Jun 17

Funder:

Innovate UK

Project Status:

Active

Project Category:

Collaborative Research & Development

Project Reference:

101709



Technology board awards £660,000 to paediatric formulation effort

CLINICAL NEWS | DECEMBER 24, 2013

[Twitter](#) [G+](#) [0](#) [Share](#) [1](#)

PETER MANSELL

A consortium of pharmaceutical companies, academic researchers and analytical development specialists has secured a £660,000 grant from the Technology Strategy Board, the UK's innovation agency, towards a £1 million project aimed at accelerating paediatric formulation development through smart design and predictive science.

Led by AstraZeneca, the UK-wide consortium includes Columbia Laboratories subsidiary and pharmaceutical analytical-development specialist Molecular Profiles; the not-for-profit Academy of Pharmaceutical Sciences; Pfizer, Bristol-Myers Squibb and GlaxoSmithKline; and academic institutions such as University College London, the University of Bath, the University of Birmingham and Aston University.

As Molecular Profiles pointed out, developing paediatric formulations is a more complex proposition than formulation development for adult medicines. As well as taking into account differences in physiology and anatomy, paediatric formulations have to offer flexible dosing and effective taste-masking.



FIND A JOB

**ACRP
2016
MEETING
& EXPO
ATLANTA
APRIL 16-19**

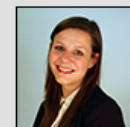

The **LEADING**
annual clinical
research education
and **NETWORKING**

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Business Insider



[Zenopa](#)

Value-a

Recruit
unique

**GROWING
VALUE.**
[LEARN MORE](#)

What I received

- Part of the larger project
- Leading on a workstream to employ a RA for 14 months
- Value £90k
- Additional benefits of exposure to industry and likely to lead to IMPACT case study for REF





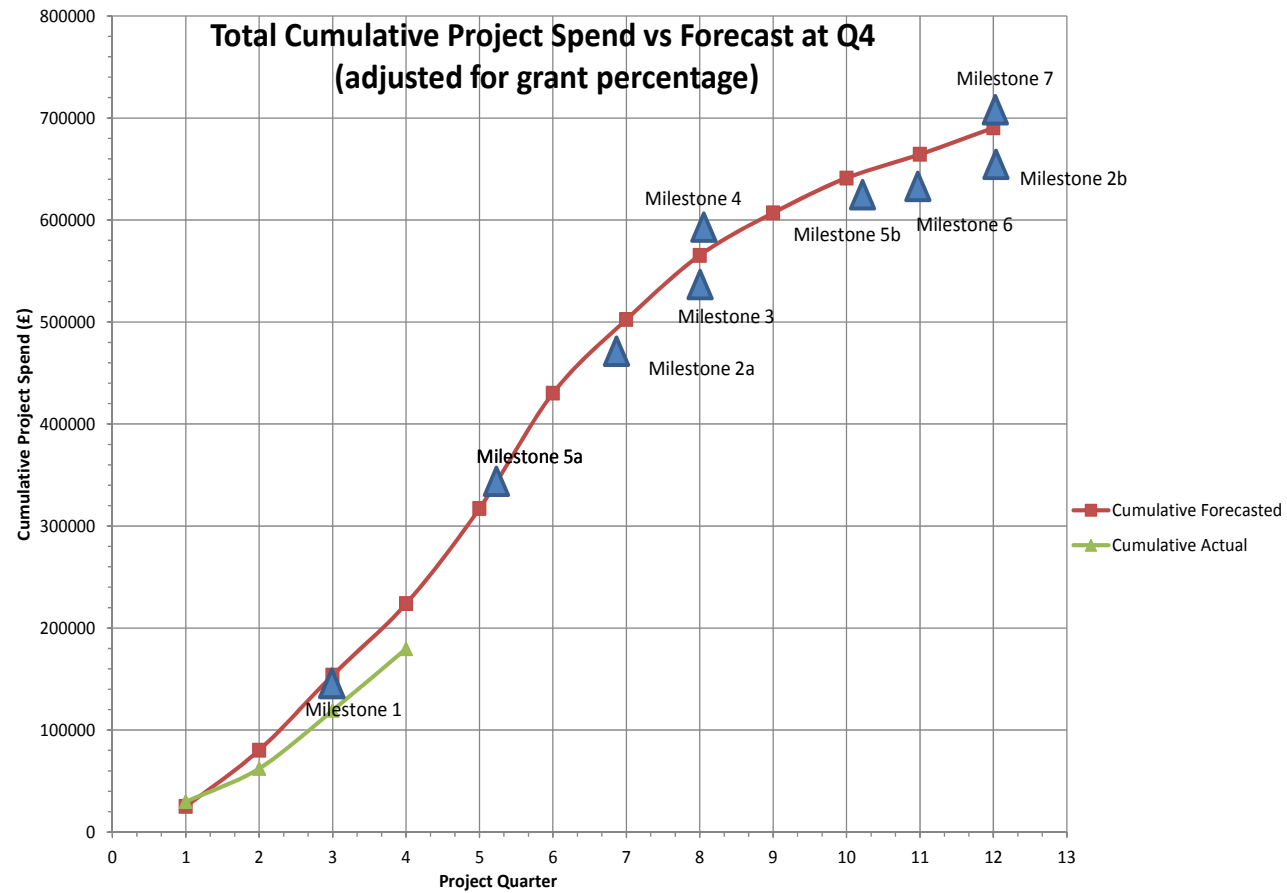
What I had to deliver

1. Acceptability evaluation of medicines used clinically in children
 - Current study at >600 recruits
2. Evaluation of likely acceptability of multiparticulate dosage forms in children
 - Recruited 71 child volunteers to study



Outputs

- Publications
- Further collaborations with industry
- Opportunity to engage at a higher level with industry
- Opportunity for presentations at industry focussed events

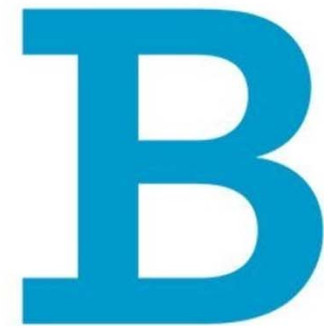


QUESTIONS?



University of Birmingham Business Club Breakfast Briefing

David Coleman,
Head of Enterprise Acceleration
& Head of Spinout Portfolio,
The University of Birmingham





PITCHFEST

David Coleman
20th April 2016



PITCHFEST



- Showcasing West Midlands companies to the investment community
- Helping West Midlands companies
- Showcasing what the West Midlands can offer

Disclaimer: Support and guidance from Venturefest 2016 university partners does not include any Financial Promotion of the SMEs as defined in the FCA Handbook and other FCA rules and guidance and as further defined and restricted in section 21 of the Financial Services and Markets Act 2000.

Last Year...



- Over 80 Applications
- Companies received guidance and support
- Over 40 applicants screened over 5 sessions
- 15 Finalists Selected
- Grouped as EARLY, LAUNCH, and GROWTH

Great Support

- Selection and feedback
- Final Panels
- Sponsors



Aston Business School

BIRMINGHAM
BUSINESS
SCHOOL



UNIVERSITY OF
BIRMINGHAM

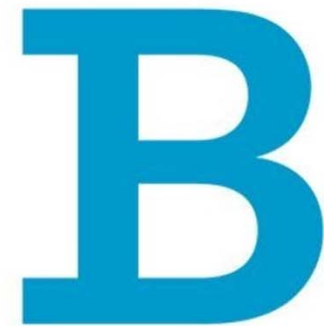
Process



- Apply at: www.aston.ac.uk/pitchfest
- Presentation Workshop (subject to availability)
- Those ready for selection day will be notified following workshop, and asked to supply:
 - Finalised pitches (8 minutes)
 - 2-4 Page Outline Business Plan
- Finalists will be notified c. 20th May
- Finalists will present at VenturefestWM on June 23rd at the NEC. See: venturefestwm.co.uk

University of Birmingham Business Club Breakfast Briefing

Mark Brazier,
Sales & Marketing Director,
Counterplas





Our services



- Technical injection moulding from 40t to 550t
- Product design
- Tool making
- Full and sub product assembly – electrical and mechanical
- Full electrical & mechanical testing
- Screen printing & pad printing
- Hot foil printing, large format and fine detail
- Bonding, Including solvent welding
- Ultrasonic welding
- Hot plate welding
- Aluminium vacuum deposition



Some brands that have benefitted from our services





COMPLETE PRODUCT MANUFACTURE & ASSEMBLY



Case study – Propress Ltd

Propress Steamers have been manufactured in the UK for over 30 years. Renowned for their high quality and performance, they are the first choice for professionals in the fashion industry, from well-known high street brands across Europe, to high end designers and independent retailers. Propress Steamers are relied upon backstage at London Fashion Week, many international fashion shows, films and photo shoots.

‘As the Managing Director of a well-established and trusted global brand it wasn’t an easy decision to outsource the moulding and assembly of **Propress** Steamers. Choosing the right UK partner with parallel business aspirations was key to this decision. As Counterplas shared our ethos, with quality, service and flexibility at the forefront of their business vision, they were an ideal company to work with. We worked very closely with Counterplas during the transition process and were extremely impressed with the logical way they tackled some of the challenges we faced.

We now consider Counterplas as an integral part of our business and look to them for advice and guidance with new projects. We have recently started a new company, operating in the equestrian sector and due to the success of our partnership with **Propress** Steamers, it was a no brainer to involve Counterplas from the start. They now are being used around the world.’

Tim Oliver

Managing Director of Propress Ltd





AUTOMOTIVE & TRANSPORT





LIGHTING



Lighting for
a living

Support British Manufacturing 



ELECTRICAL





STORAGE & DIY





RETAIL



Support British Manufacturing 



EMERGENCY SERVICES

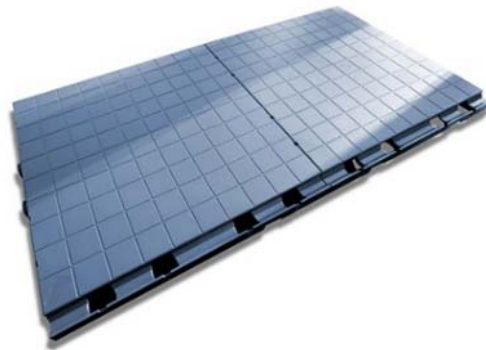




Stadium seating

EVENTS & LEISURE

Event flooring





HEALTHCARE





HEALTHCARE



Support British Manufacturing 



EQUESTRIAN



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University of Birmingham Business Club
Breakfast Briefing

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Innovation Competition 2016

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In November 2015, the University of Birmingham hosted its first Business with Birmingham conference...

Competition announced with two strands:

- High-growth SME of the Year
- Best Innovative Idea for Exploitation

High-growth SME of the Year

- Sponsored by R&D Tax Claims Ltd
- Designed to support an SME that could show significant growth through R&D over the past 3 years
- £5,000 available to fund collaboration activities between the University and company



Best Innovative Idea for Exploitation

- Sponsored by Forresters
- Designed to support a company looking to turn a great idea into a commercial reality
- £5,000 of Intellectual Property advice, including patent and trademark attorney support



High-growth SME of the Year

Webster & Horsfall



B Business *with*
Birmingham

Webster & Horsfall - High-growth SME of the Year

- Webster & Horsfall, incorporating Latch & Batchelor, is near 300 year old manufacturing company
- The company currently manufactures stainless steel wire designed to withstand harsh environments
- Company has invested consistently in R&D in recent years, including converting furnaces to electricity to mitigate environmental concerns
- Project will work closely with Chemical Engineering and Metallurgy & Materials departments at the University



Best Innovative Idea for Exploitation

IMI Truflo Marine

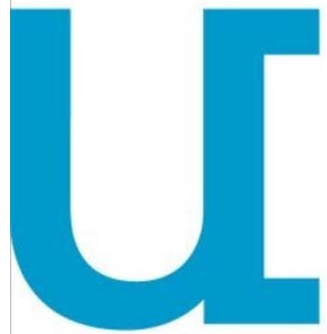


Truflo Marine – Best Innovative Idea for Exploitation

- Design and manufacture high integrity valves, actuators and pressure reducing stations for seawater and naval marine applications
- Panellists impressed with the clarity of application, with a clear proposal for exploiting markets in the oil and gas sectors
- Good prospects for exploiting idea, with revolves around the development of a range of novel valves

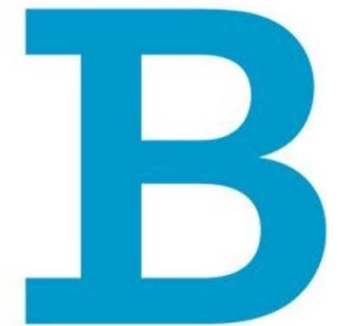


Thank you to all entrants for the
2016 competition!

A large, stylized blue letter 'U' logo, part of the Business with Birmingham branding.

Thank you!

Look forward to seeing you at
Venturefest on 23rd June 2016

A large, stylized blue letter 'B' logo, part of the University of Birmingham branding.The Business with Birmingham logo, featuring a stylized 'B' icon and the text 'Business with Birmingham'.The EPSRC logo, featuring the acronym 'EPSRC' in a bold, serif font, with the full name 'Engineering and Physical Sciences Research Council' below it.The University of Birmingham logo, featuring the text 'UNIVERSITY OF BIRMINGHAM' in a serif font.