WELCOME!
The General Election 2015: What does the outcome mean for business?

Thursday 25th June 2015
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 e.g. Distinguished Lecture series
• Much more besides....
University of Birmingham Business Club
Breakfast Briefing

Dr Matt Cole,
Teaching Fellow,
Department of History

Keynote Presentation
University of Birmingham Business Club
Breakfast Briefing

Tony Bray,
WM Area Director,
Department for Business,
Innovation & Skills

Keynote Presentation
Elevator Pitches

Harj Kundra
Careers Network
Internship Team

Presentation by Harjinder Kundra

Email: internships@contacts.bham.ac.uk

Tel: 0121 414 6120
Meet the team!

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
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<tbody>
<tr>
<td>Kam Manku</td>
<td>MDS Senior Internship Officer</td>
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<td>Harjinder Kundra</td>
<td>EPS Internship Officer</td>
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<td>Robyn Lee-Murphy</td>
<td>LES Internship Officer</td>
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<tr>
<td>Amrit Sandhu (to begin Monday 29th June)</td>
<td>CoSS Internship Officer</td>
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<tr>
<td>Michelle May (to begin Monday 29th June)</td>
<td>CAL Internship Officer</td>
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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:

- Establish relationship with source for future employees
- Better graduate employability skills
- Input of fresh ideas
- Corporate Social Responsibility
- Low overheads
- Influence devel. of potential employees
- Graduate employees start in higher roles
- High calibre candidates

SME
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 (for this academic year cohort)
Grants have expired for 2014/15; expected to be available from September 2015 onwards

For more information contact

Kam Manku (k.s.manku@bham.ac.uk)
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
Thank You!
Next Pitch

Luke Jones
Knowledge Transfer Partnerships

KTP at the University of Birmingham

Opportunities to develop your business

Innovate UK
Technology Strategy Board
Structure

The Three-part Partnership

- KTP Adviser
- Academic Team
- Company Partner
Features

Last between 6 months and 3 years (most commonly 2 years)
Graduate is employed by University and seconded to company
Project located at company premises
Academic supervisor spends approx. ½ day per week with associate
Every £1m of Govt funding invested in KTP saw:
25 new jobs created
353 company staff trained
£2.2m invested in plant and machinery
£3.1m invested in R&D
Post-project increase in annual pre-tax profit of £11.65m
Cost to an SME is approx. £28k p.a. Initial outlay can be claimed against R&D tax credits. The KTP should generate its own money.
Current UoB KTPs

KUKA
KUKA ROBOTICS

cobra:bio
Expertise
Experience
Excellence

IMI TRUFLO MARINE
Contact Details

Kate Jermey: KTP Manager
K.jermey@bham.ac.uk

Luke Jones: KTP Post-award support
L.jones.2@bham.ac.uk

@UniBham_KTP

www.birmingham.ac.uk/partners
Thank You!
Next Pitch
Helen Fortune
Growth Accelerator Introduction

Helen Fortune
25th June 2015
The Business Growth Service

The Business Growth Service brings GrowthAccelerator, the Manufacturing Advisory Service and schemes from the Intellectual Property Office (IP Audits) and the Design Council (Designing Mentoring) into a single service.

Export support is provided by UKTI and UKEF. The service is closely linked to InnovateUK and the British Business Bank.
How does it work?

- The service makes it easier for businesses with the potential to improve and grow achieve this
- Businesses will work with a dedicated Business Growth Manager who really understands business challenges
- Business Growth Manager would complete an in-depth diagnostic with the business to identify the barriers to growth and what products and support is most appropriate for the company
- External Experts Identified – Coach Network
- Client Referred to other Partners/Stakeholders/Business Support as appropriate
Support includes:

- Business Development Coaching
- Building Leadership and Management Skills
- Developing New Ideas and Products
- Growth through Innovation
- Accessing Finance
- Accessing and building supply chains
- Exporting for the first time or breaking into new markets
- Planning manufacturing strategy
- Improving manufacturing processes
- Design mentoring
- Protecting intellectual property
Eligibility and cost

In order to participate on the Business Growth Service clients must be eligible.

Companies that are eligible must:

- Be based in England
- Be registered in the UK
- Have fewer than 250 employees
- Have a turnover below £40M or a balance sheet below £34M
- Any sector

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<tr>
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<th>Cost</th>
<th>VAT</th>
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<tbody>
<tr>
<td>1 – 4 employees</td>
<td>£600</td>
<td>+ £700 VAT*</td>
</tr>
<tr>
<td>5 – 49 employees</td>
<td>£1,500</td>
<td>+ £700 VAT*</td>
</tr>
<tr>
<td>50 – 249 employees</td>
<td>£3,000</td>
<td>+ £700 VAT*</td>
</tr>
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*VAT based on package of support valued at £3,500.
Leadership and Management

Eligibility:
- Key Decision Maker (Owner Manager, MD, CEO) or:
- A member of the Senior Management Team or Board Executive and:
- Have strategic responsibility for the overall direction of the business

How much can you access?
- 50% match funding – dependant up on size of business
- Grants must be matched £ for £
- Maximum funding available is on a sliding scale, which is capped at five senior managers or up to 10% of the workforce for companies with 20 plus full time employees (up to a maximum of £10k which requires authorisation by a Business Growth Service Director)
- Can be used in all or parts.

How can the funding be used?
- Leadership and Management development that will significantly improve the capability of the person(s) accessing and clearly link to the growth of the business.
Achievements so far

Combined these two services are on target to deliver at least £3.4bn of economic growth (GVA) and create 78,000 new jobs.
Thank You

Helen Fortune
07920 785106
Helen.fortune@growthaccelerator.com

www.greatbusiness.gov.uk/ga
Thank You!
Next Pitch

Professor Kiran Trehan
Engaging Small Firms, Corporates and Policy-Makers: What Difference Can Mentoring Make?

Professor Kiran Trehan
K.trehan@bham.ac.uk
Sophie Sinclair CREME Centre Manager
S.C.Sinclair@bham.ac.uk
Thank You!
Next Pitch

Jenny Bomber
University of Birmingham Business Club Presentation

J A Bomber
Partner
• One of the largest independent firms of chartered accountants and business advisors in the West Midlands
• 8 Partners & 40 staff, including trainees
• Our core business supports entrepreneurs and the family business throughout the life cycle of the business and the family / owners

Contact:  
jenny.bomber@jwhinks.co.uk  
neal.aston@jwhinks.co.uk
• Provide a personal tailored service to the business and the individual(s) including:
  • funding for growth, cash flows, projections
  • retirement / reconstruction strategies to support lifestyles
  • tax claims on investments
  • assistance with compliance issues
  • solutions to business problems

Contact: jenny.bomber@jwhinks.co.uk
         neal.aston@jwhinks.co.uk
Thank You!
Next Pitch

Kieron O’Toole
Nocturne Consulting
Business Improvement, Development & Change

Kieron O’Toole
0782 463 2772
kieron.otoole@nocturne.consulting
Nocturne Consulting - Overview

• What we do
  – Business growth, change & improvement
  – Assisting focus and improved RoI
  – Leadership development

• What we offer
  – Vision & strategy development
  – Change management & delivery
  – Customer centred process re-engineering

• USP
  – 1 of 10 “Outstanding Expert Advisers” (Dept. for BIS 2015)
  – Consultant (participant) rather than coach (mirror)
  – ‘Enjoy the journey’

• What we need
  – Contacts for interesting, innovative businesses
  – Hi-Tech - Bio, Prosthetics, Internet of Things, Solar…
  – Cultural - Human/Machine, Social, Arts, Retail…
Nocturne Consulting
Business Improvement, Development & Change

Kieron O’Toole
0782 463 2772
kieron.otoole@nocturne.consulting
Thank you to our speakers and for your attention