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Deloitte UK, 2 New Street Square, London, UK EC4A 3BZ

13:30 Registration, Networking and Lunch**14:30** Welcome and introduction from **Robert Driver**, CEO of **CW (Cambridge Wireless Ltd)**Session chaired by **Abhi Naha**, Chief Commercial Officer of **CW (Cambridge Wireless Ltd)****14:40** Host and sponsor **Scott Campbell**, Director, **Deloitte Ventures****'Collaborate or Die'**

The UK is seen as a centre for innovation and R&D globally, but we are not good at extracting value or monetising the results. Competitions between 'David and Goliath' have been the focus of more and more innovative start-up companies but working together: Start-ups/Big business, Humans/Robots and ecosystems/individuals is the key to success. The mantra for the next 5 years should be 'collaborate or die'. Working together to build ecosystems is the only way to improve the British economy and start-up success and to sustain big businesses.

Company Pitches

Each company will have 5 minutes to pitch, followed by 4 minutes of Q&A from our judging panel. Each pitch will conclude with a 1-minute verbal summary from **Dr David Cleevly**, Chairman of **Raspberry Pi**.

14:55 1. **SenSat****15:05** 2. **Focal Point Positioning Ltd.****15:15** 3. **Hoxton Analytics****15:25** 4. **8power****15:35** 5. **Third Space Auto Ltd.****15:45** Sponsor **Neil Dickins**, Director/Owner, **IC Resources****'Growth Strategies and Challenges'****16:00** **Networking and Refreshments in the Exhibition area****16:30** 6. **Cupris****16:40** 7. **mesh:ine****16:50** 8. **dividiti****17:00** 9. **Cambridge Animal Technologies Ltd****17:10** 10. **AlgoDynamix Ltd.**Session chaired by **Jenny Tooth**, CEO, **UK Business Angels Association****17:20** **Panel 'Exit Strategies for UK Start-Ups'**

- **Erik Jorgensen**, Director, **Intel Capital**
- **Hoi Lam**, Staff Developer Advocate, **Google Mobile**
- **Gary Stewart**, Director, **Wayra UK**
- **Brian Robertson**, Senior Manager, **ARM**

17:55 Closing remarks by **Robert Driver**, CEO of **CW (Cambridge Wireless Ltd)****18:00** **Drinks Reception with Announcement of the Winners****19.00** **Event Closes**

Profile of organisers

CW (Cambridge Wireless Ltd)

CW is the leading international community for companies involved in the research, development and application of wireless & mobile, internet, semiconductor and software technologies. With over 400 members from major network operators and device manufacturers to innovative start-ups and universities, CW stimulates debate and collaboration, harnesses and shares knowledge, and helps to build connections between academia and industry. CW's 19 Special Interest Groups (SIGs) provide its members with a dynamic forum where they can network with their peers, track the latest technology trends and business developments and position their organisations in key market sectors. CW also organises the annual Future of Wireless International Conference and Discovering Start-Ups Competition along with other high-quality industry networking events and dinners. With headquarters at the heart of Cambridge, UK, CW partners with other international industry clusters and organisations to extend its reach and remain at the forefront of global developments and business opportunities. www.cambridgewireless.co.uk

Thank you to our host & sponsor

Deloitte UK

Deloitte provides audit, tax, consulting, and corporate finance services to public and private clients spanning multiple industries. The Global Technology, Media & Telecommunications Industry (TMT) group consists of the practices organised in the various member firms of Deloitte Touche Tohmatsu Limited (DTTL) and is dedicated to helping clients evaluate complex issues, develop fresh approaches to problems and implement practical solutions. Within the Technology practice in the UK, clients range from FTSE100 globally renowned organisations, to fast-growing Tech SMEs; covering a range of sectors from hardware and hi-tech manufacturing, to software and internet. The pace of technological change is one of the biggest challenges facing industry executives today. In a market of economic uncertainty, technology companies are changing their business strategies in order to adapt for success. Deloitte understand the challenges these companies face during their business growth cycle and tailor comprehensive solutions for clients. By helping companies adapt quickly to this evolving terrain, Deloitte unlock the innovative and creative thinking companies need to compete. www.deloitte.co.uk and www.fast50.co.uk

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Provence Partnership

The Provence Partnership helps you to set up your business in Provence by providing free and confidential support. Provence Promotion is the economic development agency of the Provence Region. Their team is dedicated to accelerate and facilitate the launch of new business in the South of France and helping by finding the right location for your company, the financing incentives and grants for your project, introductions to the local network, and supporting recruitment and integration in the new environment (housing, schooling, visas). www.investinprovence.com

IC Resources

Hiring the right team who share your passion can be tricky when you're running an early-stage start-up. Since our inception in 1999, we have helped a myriad of start-ups to grow quickly and efficiently, helping them to achieve successful exits. We work closely with our clients, who benefit from our specialist sector expertise across software recruitment (bare metal through to user interface and applications), hardware recruitment (electronics, semiconductors, mechanical) and commercial recruitment (sales, marketing, product/project management). Our 55 consultants work from offices in London, Reading, Munich, Shenzhen and East Coast US. IC Resources - recruitment partner to the global technology community. www.ic-resources.com

Dorsey

Dorsey offers strategic commercial advice in the venture capital and private equity space in London, Europe and globally. Dorsey lawyers and staff help clients gain an edge by applying legal knowledge and skills with practical wisdom and an understanding of our clients' business and industry. Dorsey London is a focused venture capital, private equity, M&A and ECM practice with 35 lawyers experienced in advising venture capital investors, management teams, entrepreneurs, corporates and other institutional investors on all types of corporate transactions, including private and public equity, fundraisings, the sale and purchase of companies and businesses, and IP commercialisation and prosecution. We advise on deals with an enterprise value ranging from start-up to beyond £200 million across a broad range of industry sectors. The London office is a standalone 'full service' City practice. Practice areas covered in London include tax, IP, real estate and employment. www.dorsey.com

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Google

Google's innovative search technologies connect millions of people around the world with information every day. Founded in 1998 by Stanford Ph.D. students Larry Page and Sergey Brin, Google today is a top web property in all major global markets. Google is headquartered in Silicon Valley with offices throughout the Americas, Europe and Asia. www.google.com

Department for International Trade

Department for International Trade can help you rise to the exciting opportunities and challenges that globalisation offers. They work with UK-based businesses to ensure their success in international markets. They also encourage the best overseas companies to look to the UK as their global partner of choice.

www.gov.uk/government/organisations/department-for-international-trade

Digital Catapult

There are many brilliant digital businesses in the UK, so there is plenty of opportunity and still considerable work to be done. This is why Digital Catapult is here – to help increase the number of digital businesses, and the numbers employed in digital roles. In short, Digital Catapult is here to help grow the UK digital economy. www.digitalcatapultcentre.org.uk

SETsquared Partnership

SETsquared, the long-standing enterprise partnership between the universities of Bath, Bristol, Exeter, Southampton and Surrey, is the global number 1 university business incubator which specialises in growing high-tech start-ups.

www.setsquared.co.uk

St John's Innovation Centre

St John's Innovation Centre was founded in 1987 by St John's College, Cambridge, the first pioneering business incubator of its kind in Europe. The Centre now provides almost 5,000m² of managed workspace and flexible leases, currently occupied by around 87 companies and is also the base for around 350 virtual tenants most of whom are also startups. It aims to provide a dynamic and supportive environment to accelerate the growth of early stage knowledge-based companies with flexible accommodation, strategic business advice, training and introductions. It is located at the heart of the Greater Cambridge technology cluster, in which it plays a pivotal role, and is a Business & Innovation Centre (BIC) accredited by the European Business Network. www.stjohns.co.uk

Tech City

Tech City believe the UK is the best place to start and grow a digital business. Through dedicated programmes, they support the digital technology sector's need for skills, infrastructure, and investment and gather and share vital information, which informs policymakers. They give digital entrepreneurs a national and local voice and work to accelerate the growth of digital businesses in London and across the UK, at all stages of their development. They aim to make life better for the digital entrepreneur. www.techcityuk.com

Tradefair

For 25 years Tradefair has been managing an extensive programme of overseas exhibitions. Their focus is on those events which have proven to be the most successful in generating quality international business. Through relationships with the event organisers, they are able to buy premium space and obtain full logistical support for your event.

www.tradefair.com

Wayra

Wayra is a start-up accelerator and a part of Telefónica Open Future, an open innovation platform that integrates all Telefónica Group's investment vehicles and initiatives to foster entrepreneurship and innovation globally. With the financial backing of Telefónica, one of the biggest telco companies in the world, and with the support of a global network of mentors, investors and partners, Wayra helps the best entrepreneurs to grow and build successful businesses.

www.wayra.co/en

Profile of Chairs

David Clevely, CBE FREng FIET, Chairman, Raspberry Pi

David Clevely CBE FREng FIET is the Founding Director of the Centre for Science and Policy at the University of Cambridge and Chair of the CSaP Advisory Council. He has co-founded several companies and organizations including Abcam, Analysys, 3 WayNetworks, Controllis, the award winning restaurant "Bocca di Lupo", Cambridge Network, Cambridge Wireless, Cambridge Angels and the Cambridge Science Centre. He is Chairman of the Raspberry Pi Foundation and the Cambridge Science Centre and is an Ambassador of the Cambridge Centre for Global Equality. He was awarded a CBE in 2013 for services to Innovation and Technology. www.raspberrypi.org

Robert Driver, CEO, CW (Cambridge Wireless Ltd)

Bob Driver joined CW as the CEO in May 2015. He is responsible for leading the development of the organisation, broadening its reach with other sectors and clusters, while retaining the unique culture and dynamism of the CW community. Bob is accountable to the CW Board. Previously Bob was Director for Technology at UK Trade & Investment [UKTI] where he successfully led teams helping UK tech companies to access overseas opportunities, and attracting tech inward investment into the UK. He also coordinated the UKTI science and innovation agenda and was responsible for the delivery of UKTI events from small missions to large trade fairs. Bob first joined UKTI in 2001 as International Trade Director for the East of England Region, based in Cambridge and in 2006 became the national UKTI Director for High Technology Sectors based in London. Prior to joining UKTI, he worked in the scientific instrumentation sector.

www.cambridgewireless.co.uk

Abhi Naha, Chief Commercial Officer, CW (Cambridge Wireless Ltd)

Abhi has worked in the mobile and telecoms industry for 20 years. He is responsible for marketing, business development, attracting young entrepreneurs and engaging with SIG champions. Abhi has been a CW Founder Member

and SIG champion for over nine years. Founder of several technology start-ups and new business units in Cambridge and Silicon Valley he aims to bring an entrepreneurial culture to CW. www.cambridgewireless.co.uk

Jenny Tooth, CEO of UK Business Angels Association

Jenny is the CEO of the UK Business Angels. Jenny has over 20 years' experience of supporting SMEs access to investment, both in the UK and internationally. She ran her own consultancy, including spending nine years based in Brussels, working closely with the EC. She has operated a wide range of investment readiness programmes, including projects supported by national and EU funding. She has also participated in a number of expert groups on access to finance and chaired the EC Knowledge Intensive Services group under DG Enterprise. In 2006 she took on the role of Business Development Director at GLE Growth Capital and in 2009 she co-founded Angel Capital Group where she has been MD of Angel Capital Innovations focusing on demand side issues and angel investment, operating projects on ICT, nanotechnology and mobile services and applications. She has also been a frequent judge at business plan competitions and acted as an assessor for the Technology Strategy Board for innovation grant applications. She has an MSc in Economics from London School of Economics and Political Science. www.ukbusinessangelsassociation.org.uk

Profile of Speakers

Scott Campbell, Director, Deloitte Ventures

Scott leads Deloitte's Ventures team. He has spent his career investing in disruptive technology businesses, creating growth propositions and developing talent. He supports his clients – growth focused, innovative technology businesses and larger companies – in building their own business structures to harness external and internal innovation. Scott sits on the Advisory Board for Ada: National College for Digital Skills, acts as an advisor to London Business School's entrepreneur programme and is passionate about building EMEA's digital economy. www.deloitte.co.uk

Neil Dickins, Director/Owner, IC Resources

Neil is a founder and director of IC Resources, a technology recruitment company with offices in London, Reading, Munich, Shenzhen and East Coast USA. IC Resources has helped myriad start-ups to grow and achieve successful exits through intelligent and efficient recruitment partnerships. Neil is also an amateur thesp and still chugs up and down the basketball court as often as possible. www.ic-resources.com

Panel Speakers

Erik Jorgensen, Director, Intel Capital

Erik is a Director in Intel Capital's London office where he has worked since 2007. His focus areas of investment include internet, wireless, media and consumer services. In addition to the companies listed below, some of Erik's previous investments with Intel Capital include Aldebaran Robotics (acquired by Softbank), IPTego (acquired by Acme Packet), Movea (acquired by InvenSense) and Powervation (acquired by Rohm). Erik brings a global perspective to venture capital and growth technology companies, having accrued more than 15 years of experience working for venture capital funds and technology companies in Europe, Israel, Asia-Pacific and the United States. Erik started his career in the San Francisco-based investment bank Hambrecht & Quist where he specialized in mergers and acquisitions for high-growth companies in the communications, semiconductor, and software spaces. Erik holds an A.B. degree in Economics from Princeton University. www.intelcapital.com

Hoi Lam, Senior Developer Advocate, Google

Hoi is a subject matter expert at Google for Wearables and Internet of Things (IoT). He worked on the launch of Google Cast / Chromecast in Europe, Android Wear, Google Glass and the Google beacon platform. Looking forward, he is responsible for the launch of Brillo and Weave - Google's IoT operating system and communication protocol. Prior to joining Google, he founded Exahive to disrupt the mobile commerce marketplace with new technology and business models. Hoi was an Equity Research VP at Deutsche Bank and Citigroup between 2007-2012 advising technology CEOs, CFOs on corporate strategy and institutional investors on technology investments. Before banking, he was an enterprise architect at Accenture heading up product management for large client programmes. Hoi holds a Master and Bachelor degree in Space Engineering from the University of Cambridge. www.google.co.uk/mobile

Brian Robertson, Senior Manager, Operator Relations, EMEA

Passionate about technology, people & business, Brian has been in tech for around 25 years, working for & with some of the biggest names. He has also been in start-ups, so understands the challenges & opportunities they present. His day job for ARM is supplemented by being a mentor for a London based tech start-up accelerator, where he grounds himself on what & who could be the next big thing. He looks forward to hearing from the class of 2016 at DS16. www.arm.com

Gary Stewart, Director, WAYRA

Gary Stewart is the Director of Wayra UK. He is also an associate professor and the entrepreneur-in-residence at IE Business School, Gary also founded nuroa.es a Barcelona based start-up that raised over £4 Million in funding after working at Simpson Thatcher & Bartlett in London and Freshfields Bruckhaus Deringer in Spain. Gary graduated magna cum laude, Phi Beta Kappa from Yale University and was the executive editor of The Yale Journal at Yale Law School. www.wayra.co/en