

Angels' Den Call for submissions

Wednesday 28th June 2006 13.30 – 15.15
Civic Centre, Newcastle upon Tyne



The Angels' Den – What is it all about?

The Angels' Den held on Wednesday 28th June at the Nanomed conference, will be a friendly and informative version of the Dragons' Den series on BBC. We are looking for 4 budding entrepreneurs able to present their new business idea in Nanotechnology to a panel of experts with experience of commercialising research. You will need to present an idea / invention to the panel that you would like to take to market. It will not be necessary to disclose details of the technology used (to protect IP). The emphasis is on explaining the need for the new technology and why your business deserves to succeed in your chosen market. The panel will be able to question you about your presentation and then provide comments and suggestions that will help you develop your idea. Members of the audience will also be given an opportunity to ask questions.

The presenter of the best business idea will be awarded with a 'money-can't-buy' prize.

So, if you are ready for the challenge, complete the below form to apply for this opportunity to present in front of some prestigious organisations!

The Angels – who are they?

Facilitator:



Dr Amanda McMurray – Commercialisation Manager – Cenamps

As Commercialisation Manager, Amanda engages on driving technology transfer and commercialisation activities for small businesses and universities in the North East.

Amanda has over 10 years experience of new technology evaluation and commercialisation in life sciences, pharma, and biotechnology. She has worked in fields such

as genomics, proteomics, drug discovery and medical devices, for industry and academia and as a consultant, both independently and for a global consulting practice.

Amanda holds the MBA from the Cass Business School, London and a PhD in Organic Chemistry from the University of Cambridge.

Panel Members:

Dr Alex Buchan, Investment Manager – NorthStar Equity Investors

After completing a PhD in Microbiology, Alex spent 3 years in the City of London as a stockbroker before moving into a series of commercial roles in Biotech companies. Initially he worked for a university spinout developing novel systems to decontaminate complex effluents. After this he ran the European subsidiary of a US diagnostics company setting up distribution networks into the food, water and environmental industries. Prior to joining NStar, Alex was European Sales Director for a Bioinformatics company.

Duncan Lowery BSc. MSc. - Fund Manager, NEL Fund Managers Limited

Duncan joined venture capital firm NEL in July 2000 as a Fund Manager. His responsibilities include fund raising, investor relations, and generation, appraisal, negotiation and execution of investment opportunities. He also serves as a member of NEL's investment committee. A Masters graduate in Industrial Biotechnology he has worked in the technology transfer and funding industry since 1996. Duncan is a non-executive director of two biotechnology portfolio companies and holds the Investment Management Certificate of the UK Society of Investment Professionals, the IOD Diploma in Company Direction and is threshold competent for FSA purposes.

Jerel Whittingham – Managing Director - Amphion Innovations UK Ltd

Mr. Whittingham brings over 12 years of technology commercialization experience in investor, start-up and opportunity development roles with companies including Amphion, Generics Group PLC, Durlacher PLC, and a materials science start-up. Most recently he established the commercialization activities of CENAMPS (Centre for Emerging Technologies) where he raised over \$2.5m of funding for early stage technology companies. He has worked on commercialization projects at more than 10 UK universities and a number of leading European companies in diverse areas including media technologies, biosensors, diagnostics, materials science and medical imaging. He has spoken at a number of conferences and chaired sessions of both Nanomed and the World Nano-Economic Forum.

His interest and commitment to technology commercialization builds on earlier experience in R&D and then strategy development (with consultancies or in senior staff roles), including roles with Prime Strategy Consultants, BBC Corporate strategy and the office of the Director General at INMARSAT.

Mr. Whittingham has an MBA (Distinction), MSc. In Aerospace Engineering and BSc. in Physics (Honors). He is a graduate of London, Cranfield and Brussels Universities.

Format of session

The session will consist of 4 pitches to the panel of judges.

Each presentation will be allocated a 10-minute slot. This presentation length must be strictly adhered to. You will be able to use PowerPoint if you wish, with a maximum of 7 slides permitted.

Timing of session:

- Each presentation will be pitched to the panel
- Each pitch will be followed by 10-15 minutes for questions and suggestions from the panel and the audience.
- At the end of the pitches, the panel will then choose their winner and explain the reasons for their decision.

- The prize will be presented at the end of the session
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What the judges are looking for:

Your presentation should provide the following key information about the business opportunity you can see:

- The problem to be solved, and the need for the business
- The solution, and why it is unique and is likely to succeed
- How the business will make money
- How ideas will be protected
- People involved, and their qualifications to run the business
- Evidence for demand

Other things to think about when preparing your pitch:

- Is the market opportunity large and profitable?
 - The management – how much commitment are you putting in, how much experience do you have at doing what you propose?
 - Do you have an attractive and scalable business model and a basic business plan?
 - Do you have a very strong competitive advantage?
 - What is your exit?
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Prizes

There will be a prize package awarded for the winner of this competition. Details of the prizes will be revealed closer to the date of the conference and will offer real value to new businesses.

How do I apply?

If you are interested in submitting an idea for the Angels' Den, please complete the abstract form below and return to nanomed@benchcom.co.uk before **Friday 26th May 2006**.

The Nanomed Programme Committee and the Angels' Den Panel will select the 4 best ideas for presentation at the conference. Everyone submitting an idea will be informed of the result by 2nd June 2006.

Abstract Form

New Business Idea (type face is Tahoma font size 12)

Your name and other contributors (please use first and last name and identify as appropriate by organisation and brief address)

Text (Maximum 200 words typeface Tahoma font size 10)

**Submit this abstract form with your completed submission form by
Friday 26th May 2006 to:**

nanomed@benchcom.co.uk