



SETsquared Business Acceleration Centre

UKBI 'Established Incubator of the Year' 2008

UKBI 'Outstanding Contribution to Business Incubation' 2012

Bristol

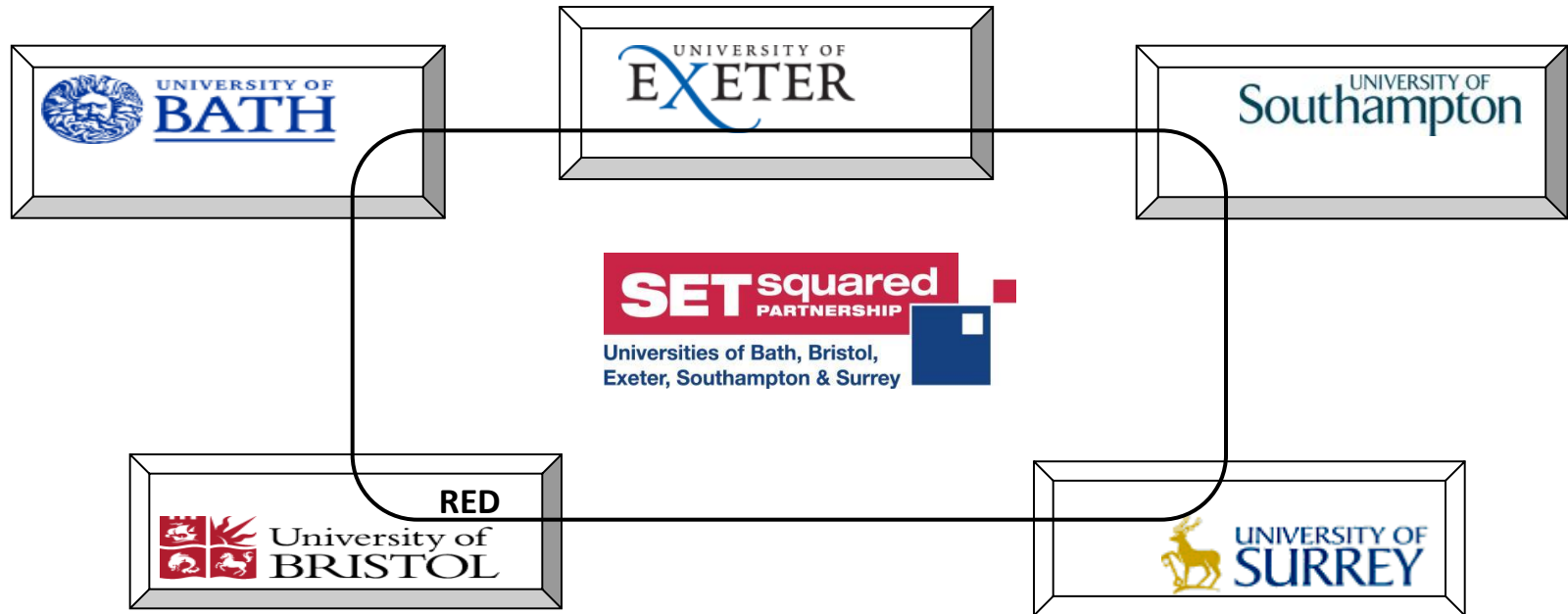
Only the best need apply

The Safest Place to Grow your Business



Universities of Bath, Bristol,
Exeter, Southampton & Surrey

The SETsquared Partnership

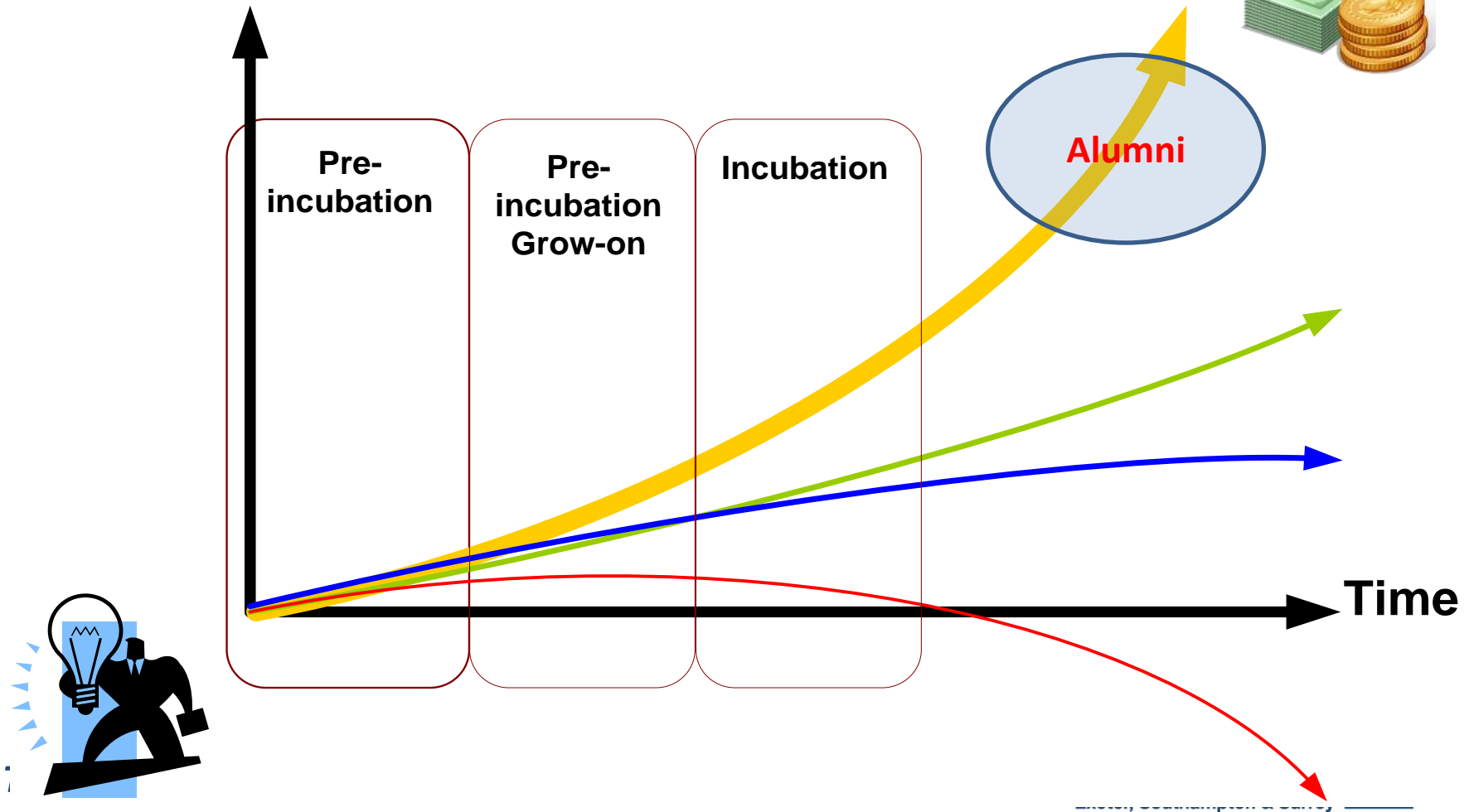


- Enterprise Education
- Research Commercialisation
- Business Acceleration

The Safest Place to Grow your Business

Improving the prospects of success

Company Value (££)



SETsquared Track Record

- Criteria for entry
 - High-technology
 - Potential for high growth
 - *Potential synergy with the Universities' research themes*
 - We can add value
- SETsquared (Bristol) has been accelerating companies for 10 yrs
 - 150+ companies supported to date
 - c600 jobs created – most in the last 3 years
 - (not all in UK)
 - 64 current members
 - £56m turnover of member companies (2008-2012)
 - Forecast £22m+ for this financial year, of which 56% export
 - £83m invested into companies (2008-2013)

The Safest Place to Grow your Business

Entrepreneurs vs. Academics



• The Academic

– Process:

- Devise a hypotheses
- Prove the hypotheses
- Publish (**Paper**)
- Get reward
 - peer review/kudos
 - Funding – grant, equity, windfall
 - Promotion

– Attributes:

- Risk taker or risk averse?
 - Boundary of risk: **Corporate** rather than personal
- Specialist
- Focussed on an outcome
- Driven ; blinkered?

• The Entrepreneur

– Process:

- Devise a hypotheses
- Publish (**Business Plan**)
- Prove the hypotheses
- Get reward
 - peer acknowledgement
 - Funding – **grant, equity, windfall**
 - Promotion

– Attributes:

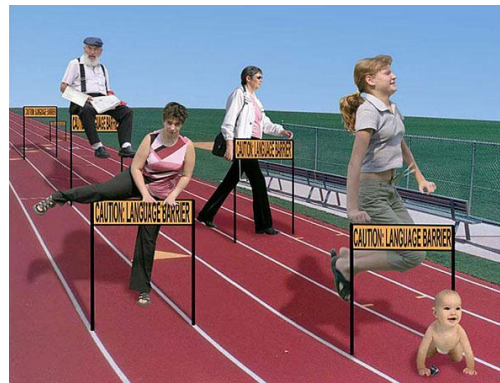
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Practicalities

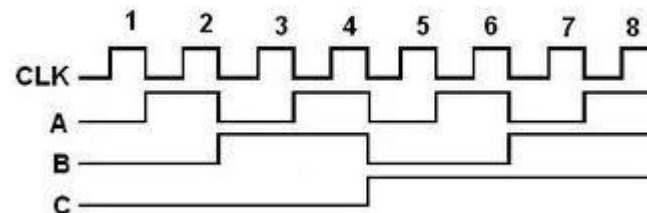
- Why is it difficult if they are so similar?

- Language



- Timing

- “clock frequency”



SETsquared Accelerates Technology Businesses

Talk / support / apply / consult:

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