



BI 12: UKBI's 12th International Conference

23rd - 24th March 2011

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For more information contact:

Mark Kenrick

Partner

T 0161 233 5800

E mkenrick@marks-clerk.com

BI 12: UKBI's 12th International Conference will take place from 23rd – 24th March 2011 in Manchester.

Supported by Marks and Clerk, University of Manchester Incubator Company (UMIC), Harrison Goddard Foote and Marketing Manchester this year's conference promises to be the biggest and most successful to date.

The event will take place over two days and will offer you plenty of opportunities to learn and network with colleagues from across the globe. We offer you the chance to build your own conference experience by choosing from the various elements available.

Who Will Attend?

- Business Incubation Practitioners.
- Private Sector Stakeholders.
- Regional Development Agencies.
- Technology Transfer Specialists.
- Large Corporate Organisations.
- Local and National Government.
- Business Support Agencies.
- Charitable Support Organisations.
- Property Developers.
- The Finance Community.
- Local Enterprise Partnerships.
- Enterprise Agencies.
- Policy Makers.
- Science Parks.
- Universities.
- Lawyers.
- Business Advisors.

Why Should I Attend?

"I have been to 3 UKBI conferences and each has been a new learning experience – new contacts, new suppliers and, most importantly, new perspectives and practices on our ever-changing business. We have to learn and adapt in this game and UKBI's conference is the starting point for me."

■ **Nick Sturge** - Centre Director - SETSquared Bristol.

"As a U.S. business man with interests in reciprocal promotion of SMEs, attending the UKBI Conference was a "must do." The best place for me to learn about the best practices for SME development and promotion in the UK and Europe was at the UKBI Conference. The network connections alone were worth the time and expense and the conference was great value for the money. The UKBI staff really know how to put on a world class conference!"

■ **David Denny** - David. W Denny LLC, USA.

"Attending the UKBI annual conference gives me a great opportunity to meet and network with people from around the globe, all in one place. In discussion with anyone, you see an openness amongst members to share knowledge and information, helping the cause, which allows me to make sure as a business, we can focus on that and develop our product to assist even more. It's also a great time to catch up with my existing clients in a relaxed networking environment and meet new ones."

■ **Noel Kennedy** - Business Development Manager - RA Information Systems.

"The UKBI conference is a great opportunity to make sure I stay up to date with the latest innovations in the incubation sector whilst providing me with time and the opportunity to challenge the way we do things at Sparkhouse. The opportunity to network with a diverse group of national and international contacts has always helped to support the development of our incubation centre."

■ **Vicky Addison** - Incubation and Centre Manager - Sparkhouse.

"I always make a point of attending the UKBI conferences. Well organised, with a fantastic line up of speakers, UKBI provides an ideal platform for networking and for all my continuing professional development needs."

■ **Gordon Gough** - Chief Executive - Enterprise Northern Ireland.

"Attending the UKBI Conference is the best opportunity to meet and talk to business incubation professionals in order for me to keep up to date with current trends and share issues. I have never left a UKBI Conference without expanding my professional horizons."

■ **Dawson Evans** - Project Manager - Technium, Wales.

"UKBI's Conference was a great opportunity to expand on my Australian experience with my peers, great professional development and an opportunity to gain international experience on business incubation strategies and management."

■ **Stephen Frost** - Managing Director - Nirimba Business Centre, Australia.



A Word from UKBI's Chief Executive Peter Harman

These are challenging times for business incubation in the UK. As I write this, the outputs from the Comprehensive Spending Review are beginning to be implemented and have been made public. I recently spoke with a key national agency and they were of the view that even by Christmas much of the 'dust will not have settled'.

As many of you will know, we took the decision to move our major annual gathering from November to March. As it turns out, this will mean that many of the issues and policies that are currently being debated (not to mention the CSR, the demise of 192 'quangos', Local Enterprise Partnerships, BIS Committees on Science and Technology, and the Regional Growth Fund) should be much clearer by then and this will give us all the ideal opportunity to think collectively and carefully about the way forward for our industry for the benefit of your clients.

For a number of years now, you have asked us to provide more opportunities for interactive and flexible 'roundtable' discussions at our international conference and this year, at BI12, we will have more of this type of session available to you.

As always, we recognise that our industry is very diverse and that makes it challenging to address everyone's needs. However, this year's programme will clearly focus on the two distinct groups that make up the core of the business incubation industry, namely 'High Growth, High Technology' and 'Regeneration'. Both of these groups are essential in delivering and underpinning the government's plans to 're-balance' the economy, whether in the direction of 'High Growth Hubs or Local Enterprise Partnerships' or in terms of the challenges that will arise from the consequences of the large scale redundancies that are already being announced. The business incubation industry stands ready to help and add value in these areas and UKBI have made this point repeatedly to government and others across the UK.

In addition to the main conference programme that is set out in this brochure, we will hold our annual International Gala Awards Dinner on 23rd March at which a number of awards will be presented. I urge you to nominate individuals and organisations that fall into the various categories. There will also be a workshop on Why you Need a Governing Body as well as an introduction to UKBI's Inspire accreditation process that will be essential in helping government to identify the quality and best practice across our industry.

As I mentioned above, this will be the ideal opportunity for us all to meet and actively engage with each other to deliver our objectives and those of government and our other stakeholders.

Finally I would like to thank Marks and Clerk, Harrison Goddard Foote, UMIC and Marketing Manchester for their help, support and sponsorship in making BI12 happen.

Peter Harman - Chief Executive
p.harman@ukbi.co.uk



Membership of UKBI - providing the keys to your success

- **UKBI members are directly supporting more than 20,000 start-ups and SMEs in the UK alone.**
- **We're not just for the UK, we have members across the globe – including the US, India, Cyprus, Belgium, Vietnam, Australia, Republic of Ireland and Czech Republic amongst many more.**
- **Did you know that members engage in professional development and training, resulting in improvements in their performance and ultimately of their business incubation environments?**



UKBI's Members are supporting more than 20,000 innovative SMEs and entrepreneurs in the UK alone, their impact on the economy and communities they operate in is immense. With survival rates of client companies being between 85 and 95% after 3 years, UKBI member incubators are supporting and growing the next generation of world class entrepreneurs. Our members are fundamental in securing the future of business incubation, innovation and entrepreneurship.

Membership of UK Business Incubation not only offers dedicated and tailored support and advice to practitioners and stakeholders, it also opens up access to the world's leading experts from the global community.

With services ranging from training, networking, best practice information and reviews to tailored, bespoke research and specialist business products, membership of UKBI provides unrivalled access to the information and support that you want.

Who can join?

Membership of UKBI is open to all those involved in ensuring the sustainability and development of business incubation across all sectors and regions.

Would you like to....

- ✓ Get the news that effects you delivered to your inbox each month
- ✓ Tell the world your news
- ✓ Receive discounts on UKBI training events
- ✓ Download many of UKBI's publications free of charge
- ✓ Be promoted through UKBI's PR and lobbying activities
- ✓ Attend free member's networking events
- ✓ Be included in groundbreaking research
- ✓ Have the national and international membership association at the end of the phone or email to support you
- ✓ Access exclusive online membership services
- ✓ Partner on projects and consultancy

UKBI's members are as diverse as the entrepreneurs and businesses they support

With over a 1,000 individuals within our network, UKBI's membership is a rich mix of organisations and individuals at the cutting edge of entrepreneurship and innovation. Our members represent all sections of the business community and all sectors.

Membership of UK Business Incubation not only offers dedicated and tailored support and advice to practitioners and stakeholders as well as opening up access to the world's leading experts from the global community.

But, the real value of membership is the networking and knowledge share between members and staff. Our members are some of the most experienced in the global community and have knowledge of all sectors. Through facilitating effective networking between members, UKBI provides the ideal environment for business incubation professionals to flourish.

For further information call **+44 (0)121 250 3538** or email **k.broadbent@ukbi.co.uk**

The Programme

Wednesday 23rd March 2011

Time	Event
10.00 – 16.00	<p>UKBI Workshop – Why you need a Governing Body – the Role and Added Value of Boards and Advisory Groups</p> <p>Business Incubation best practice recommends that your environment has some form of governing body in order to support you, the Business Incubator Manager as well as help you run the business. Many environments fail to put any kind of governing body/advisory group in place because they do not understand the added value that they bring.</p> <p>This workshop will explore why you need a governing body/advisory group, the role that they play and the added value that the group would bring to your environment and more importantly your clients!</p> <p>Location: Hilton Deansgate</p>
10.00 – 16.00	<p>Incubator Tours</p> <p>This year's tour will showcase two of the North West's finest examples of business incubation in practice. The incubator tour will depart from the Hilton Deansgate and will take delegates to:</p> <ul style="list-style-type: none"> ■ The Stockport Business Incubator ■ Media Factory
10.00 – 16.00	<p>The Winning Business Academy</p> <p>The Winning Business Academy is a collaborative venture between The University of Manchester Incubator Company (UMIC) and Winning Pitch PLC. Established in 2006, the Academy provides a range of training, consultancy and mentoring services to enable companies – in particular start up and very young businesses with growth potential - to achieve rapid, sustainable and profitable growth.</p> <p>The Academy's goal is to accelerate the development of business providing practical support to enable them to excel in the critical area of business development. Winning Pitch have developed a suite of products to help such early stage companies enhance their business development capabilities.</p> <p>UKBI are offering their members the opportunity to attend this full day workshop for £25 + VAT.</p> <p>Location: Core Technology Facility, UMIC</p>
11.00 – 15.00	<p>UKBI Workshop – Understanding the Inspire Process</p> <p>The Inspire monitoring, development and accreditation process for business incubation[®] is a simple, 5 step process, which takes into account the stage of development of the environment and the community it serves: established business incubation environments who can demonstrate best practice can apply for the full Inspire Accreditation Process or those who are still developing their processes and procedures can apply for the Commitment to Inspire Accreditation, to support their development of best practice.</p> <p>Step 1 of the process is the Understanding the Inspire Process Workshop. This is your opportunity to learn about the benefits for you and your stakeholders, as well as the structure and requirements of the Inspire process. This workshop will explain the benefits of the Inspire process for your environment, your stakeholders and importantly, your clients. It will also provide you with details of how to complete the process, what information will be needed and how to present it.</p> <p>Location: Hilton Deansgate</p>
19.00 – 23.00	<p>International Gala Awards Dinner</p> <p>Location: Hilton Deansgate</p>

The Programme

Thursday 24th March 2011 – Main Conference Sessions

Time	Event
09.00 – 09.30	Registration
09.30 – 10.15	Opening Session
10.15 – 10.45	Networking Break
10.45 – 12.15	1A The Role of Business Incubation in Re-balancing and the Regenerating the Economy. <ul style="list-style-type: none"> ■ Life after the Comprehensive Spending Review ■ How Government Strategies will Affect Business Incubation ■ Integrating your Environment with the Broader Local Economy
	1B Sourcing Finance for your Clients. <ul style="list-style-type: none"> ■ Understanding New Sources of Finance ■ The Advantages of Working with Business Angels ■ Why you need Access to a Seed Fund!
	1C Roundtable: Understanding and Utilising the Concept of Open Innovation
	1D Roundtable: Creating Dealflow in the Clean Tech Sector
12.15 – 13.45	Lunch
13.45 – 15.15	2A Commercialising and Protecting Your Client's IP <ul style="list-style-type: none"> ■ Why IP Adds Value to a Company ■ The Process of Protecting your Client's IP ■ What Happens if you don't Commercialise your Client's IP
	2B What makes a Business Incubation Programme Successful <ul style="list-style-type: none"> ■ Where do you Find the Right People ■ Why you Should Adopt Best Practice ■ Is your Building Fit for Purpose?
	2C Roundtable: What's New in Bio Technology?
	2D Roundtable: Maximising Your Board
15.15 – 15.45	Networking Break
15.45 – 17.15	3A What do your clients need most? <ul style="list-style-type: none"> ■ Helping Companies to Generate sales ■ How to get your Clients out of their Office ■ Striking a Balance. Ensuring your Mix of Services Meet your Client's Needs.
	3B Business Incubators as High Growth Hubs <ul style="list-style-type: none"> ■ Why you should Collaborate with other Business Incubators ■ Helping your Clients to Achieve High Growth ■ Finding Partners who can Help – Utilising High Growth Programmes
	3C Roundtable: Using Social Networks to Promote your Environment
	3D Roundtable: Capitalising on your Experience. Is Consultancy an Option?

Incubator Tours

This year's tour will showcase two of the North West's finest examples of business incubation in practice. Our incubator tour will take delegates to two of the North West's innovative and supportive environments, all helping to start and grow business.

Media Factory



UCLan's Business Incubator is located on the 4th floor of the £15 million Media Factory building on UCLan's Preston University campus. The state of the art facility boasts 11 business units, hot desk facilities and a comprehensive programme of business support. Part funded by the European Regional Development Fund the project will assist over 300 of the regions small to medium enterprises (SME's) and create over 100 new businesses in the next 18 months.

Some 63 businesses are currently using the facilities and tapping into the support offered through the 'Northern Lights' programme, including mentoring, advice clinics and workshops. For more information contact the team on **01772 895500**, email northernlights@uclan.ac.uk or visit www.uclan.ac.uk/northernlights

The Stockport Business Incubator



The Houldsworth area once played a vital part in Stockport and Manchester and was home to a number of cotton spinning mills. That original industry has now gone but the architectural legacy remains to provide a strong vision to rebuild a thriving area for modern time's whilst preserving the historic legacy. A number of the mills have been turned into other economic and residential uses and the area is fast gaining the reputation as a key employment site for new and fast growing businesses in knowledge and creative sectors.

The Stockport Business Incubator CIC plays an important part in the development of the Houldsworth Village vision via its outreach and commercial activities. It provides an environment where Stockport and Manchester businesses find it easier to develop and progress ideas and innovation to company status; the proximity of the incubator units enables them to develop co-operation with other like-minded businesses and promote collaborative projects to develop the Houldsworth Village vision.

Stockport Business Incubator Company has invested £800,000 into this scheme. New enterprises within the University are given help with business planning, finding finance and research and development through links with the University of Manchester. The aim of the incubation centre is to foster knowledge-based companies, which will provide skilled, well-paid jobs for the local area. www.houldsworth-village.co.uk

Advertising and Exhibition Opportunities

During this prestigious conference we have a wide range of advertising and exhibition opportunities to offer. Advertising/exhibiting at UKBI's 12th Annual International Conference will give you direct access to hundreds of incubators and their client companies. With over 200 delegates in attendance at the event, exhibitors and advertisers will gain access to the network of incubator managers and some of the most influential players in the SME market.

The various options that are available are detailed below along with their related fees.



Exhibition Space

Member **£450*** Non Member **£750***

The exhibition will take place on Thursday 24th March 2011 at the Hilton Deansgate during the main day of the conference. The exhibition is located in the conference networking area. This will be used for all of the networking and catering throughout the event.

All spaces will be 2m x 3m. The stands will be erected around the outside of the room. If exhibitors require one, a standard table can be supplied. Exhibitors will be responsible for covering the cost of display boards should they require them. In addition, exhibitors will be responsible for the set up and break down of their stand on the day of the event.

Exhibiting at the event includes 2 exhibitor passes for the networking area only. Should the exhibitor wish to join the Conference sessions a place will need to be booked, a 20% discount off ticket prices will be applied.

Internet access and power will be provided if available but there may be a charge from the venue which will be passed on to the exhibitor.

Literature Table

Member **£125*** Non Member **£225***

Literature tables will be located in the exhibition area. This area will be used for all of the networking and catering throughout the event on Thursday 24th March 2011.

A maximum of 300 copies of your organisation's literature may be placed on the table.

Advertising In The Conference Brochure

Full Colour Page

Member **£500*** Non Member **£750***

Half Colour Page

Member **£300*** Non Member **£450***

The conference brochure will be A4 and will be printed in full colour. The brochure will be included in the Conference delegate bags which will be handed out to over 200 delegates during registration on Thursday 24th March 2011. In addition we expect to distribute packs after the event to those unable to attend. The brochure will include valuable information on different aspects of Business Incubation, Innovation and Entrepreneurship, relevant contacts and other important source material. Organisations are invited to take out a half or full-page advert.

The deadline for confirming advertising space in the conference brochure is Friday 28th January 2011.

Advertising In The Conference Delegate Pack

Member **£250*** Non Member **£400***

We are inviting organisations to insert a flyer into the Conference delegate bags which will be handed out to over 200 delegates during registration on Thursday 24th March 2011. In addition we expect to distribute packs after the event to those unable to attend.

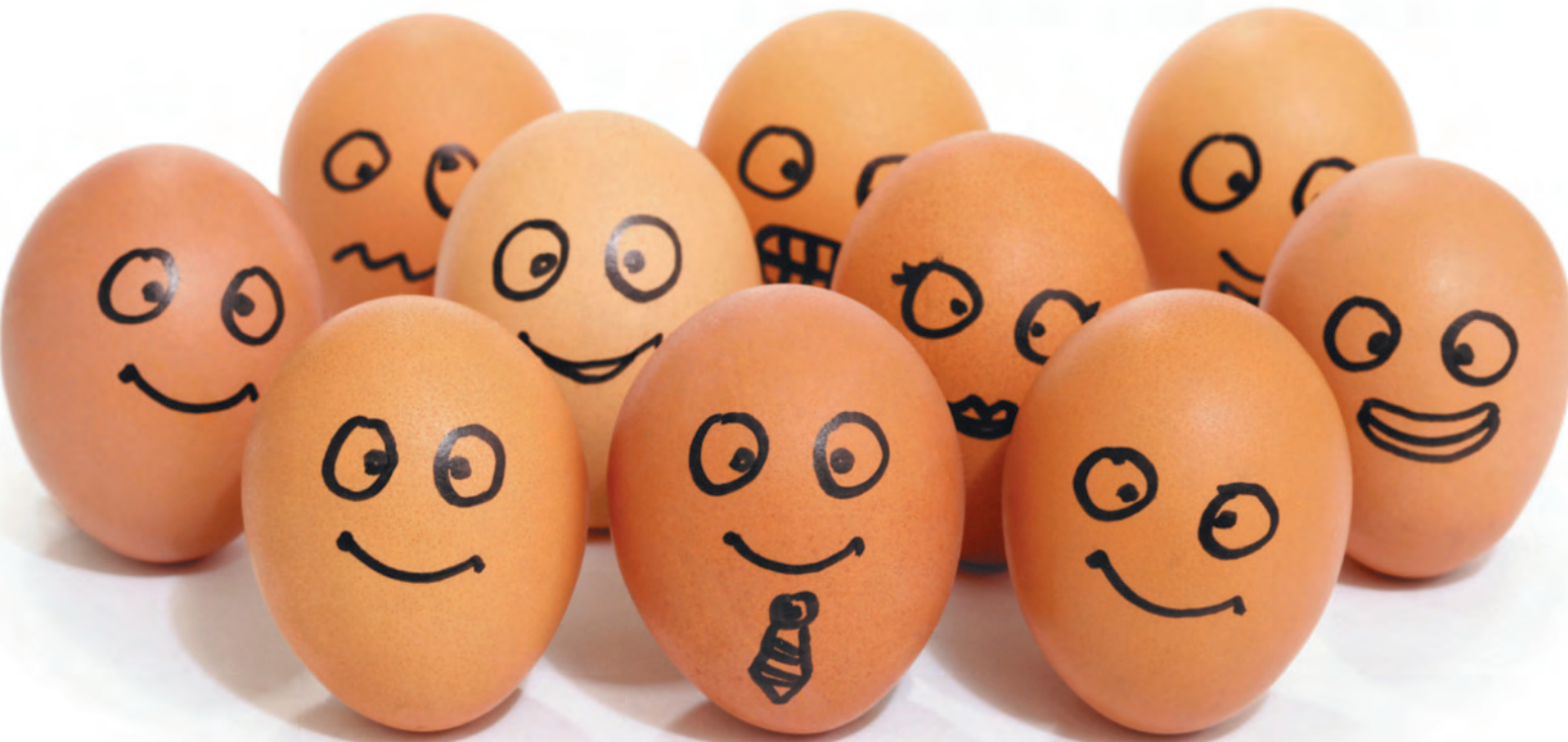
The deadline for confirming advertising in the conference delegate bag is Friday 25th February 2011.

* Prices are exclusive of VAT

ibcs

the software
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**Just how you nurture and support the growth of SME's,
ibcs supports the management of your centre.**

ibcs, our business incubation software has been designed to guide you through your day-to-day business activities, allowing you to provide a first class service to your clients.

Developed in-house and modular in design, **ibcs** will support your daily and monthly centre routines. Whether your needs are standard or complex, **ibcs** is the flexible and affordable software application that can be tailored to fit.

ibcs provides one integrated software system giving you total control over your:

- Sales Pipeline, Marketing & CRM**
- Work Space Management**
- Meetings, Conferencing & Events**
- Invoicing & Credit Control**
- Facilities Management & Visitor Security**
- Surveys, Data & Incubation Statistics**
- & Much Much More**

The logo for ra Information Systems, consisting of the lowercase letters 'ra' in a bold, green, sans-serif font. The letters are slightly shadowed, giving them a 3D appearance as if they are floating above a reflective surface.

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[www.hilton.co.uk/
manchesterdeansgate](http://www.hilton.co.uk/manchesterdeansgate)

★★★★



The main conference sessions will be held at the 4 star Hilton Manchester Deansgate Hotel in the centre of Manchester. The hotel is a 10 minute drive from Piccadilly and Victoria train stations and a 25 minute drive from Manchester International Airport.

We have negotiated a special conference rate for our delegates.

Bed and Breakfast £125

This rate represents a saving of over 30% compared to the hotel's standard rates. They are valid up until 28 days before the conference when normal hotel rates will apply. To book call the hotel on 0870 590 90 90 quoting reference GUKBI and ask for the best available room rate.

The following hotels are in easy walking distance of the main conference venue and have a special UKBI conference rate. To reserve rooms at these special rates, please visit <https://www.conferencebookings.co.uk/delegate/MNCUKBI2011>

Radisson Edwardian Manchester

Peter Street,
Manchester M2 5GP
+44 (0)161 835 9929
www.radissonedwardian.com
★★★★

Arora Hotel Manchester

18-24 Princess Street,
Manchester M1 4LY
+44 (0)161 236 8999
www.manchester.arorahotels.com
★★★★

The Midland

Peter Street,
Manchester M60 2DS
+44 (0)161 236 3333
www.qhotels.co.uk
★★★★

Jurys Inn Manchester

Great Bridgewater St,
Manchester M1 5LE
+44 (0)161 953 8888
www.manchesterhotels.jurysinns.com
★★★

The Castlefield Hotel

Liverpool Road,
Manchester M3 4JR
+44 (0)161 832 7073
www.castlefield-hotel.co.uk
★★★

Premier Inn - Bishopsgate

7-11 Lower Mosley Street,
Manchester M2 3DW
0871 527 8742
[www.premierinn.com/
en/hotel/MANPMI/
manchester-central](http://www.premierinn.com/en/hotel/MANPMI/manchester-central)

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and in-depth
knowledge
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Intellectual Property:
Release its potential

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Cristina Rivas Graver on +44(0) 113 233 0100
or email crgraver@hgf.com

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Inspire

The Inspire Monitoring, Development and Accreditation Process for business incubation was launched little over a year ago, here are some of the Centre's that have been accredited and benefited from going through the process.



The award winning **Hillington Park Innovation Centre** offers a premier incubation facility for the next generation of innovative, high growth potential, early stage technology companies in Scotland. The Centre is much more than a managed property. Their aim is to make a significant difference to ambitious, innovative technology businesses, through a structured and proven process of innovation advisory support and business incubation.

Anna-Marie Taylor, *Marketing Manager, Hillington Park Innovation Centre* said: "The Inspire Accreditation enforces Hillington Park Innovation Centres position in the market as one of the leading innovation centres in Scotland and we are delighted to have been awarded the highest recognition of 'leading edge status'. This supports our ethos of providing top-class advisory services to some of Scotland's leading entrepreneurs in a state-of-the art modern facility and the accreditation recognises the quality of service we provide. "

Alba Innovation Centre is committed to supporting the development and accelerated growth of the next generation of innovative, knowledge based, high growth technology businesses in the East of Scotland. The Centre provides an enabling environment within which businesses receive in-house intensive growth support, the opportunity for creative development and networking with other businesses and access to our network of successful entrepreneurs and specialist expert knowledge.

The Centre is a modern, attractive environment offering many facilities including meeting rooms, seminar suites, fully serviced reception and IT facilities, giving you the ability to get on with growing your business and leaving us to look after the rest.

Stephen Morris, *Senior Innovation Manager, Alba Innovation Centre* said: "We were delighted to be awarded the Inspire Accreditation for Alba Innovation Centre after only 3 years in operation. The accreditation highlights the hard work and effort the team has put into the Centre to ensure we provide excellent facilities and advisory support to companies in an enabling environment where they can focus on developing their ideas and growing their business."



Technium Springboard has been operational since 2006 and targets high growth businesses within the science and technology sectors. Originally established as an independent innovation Centre, Springboard joined the Pan-Wales Technium Network in December 2008.

Geraint John, *Manager of Springboard* said: "We found the Inspire Accreditation process a very worthwhile exercise, it gave us the unique opportunity to measure what we had achieved so far against best practice. From a personal point of view it made me think long and hard about how I managed the Centre and how we could improve the services we offer. The final report was very comprehensive and provided us with constructive and practical guidance on how we could take our processes forward. As a result we have already implemented a number of changes to help enhance our product offering."



Managed by TEDCO on behalf of Northumberland County Council the **Berwick Workspace**, opened in 2008, was accredited as a best practice business incubator in May 2010.



Doug Scott, Chief Executive of TEDCO, The Berwick WorkSpaces management company said:

“The Berwick WorkSpace model is based on the successful Quadrus model implemented in the context of a market town. The Inspire accreditation together with the 2009 award for the best new business incubator gives TEDCO and its stakeholders great confidence that we are doing the right things well as the Centre matures.”

Doug Scott, Chief Executive of TEDCO said: “I am delighted that **The Quadrus Centre** has secured UKBI Inspire accreditation.

We have worked hard to establish Quadrus as a true business incubator in South Tyneside, an area in transition from old traditional industries.

In the face of initial scepticism about business incubation, the team has worked with businesses that have achieved real growth then moved to larger premises within South Tyneside. The Inspire model provides clear evidence to our stakeholders that we

are committed to the incubation model and the UKBI accreditation process demonstrates our ability to deliver to those commitments.”



WORK >
<SPACE



Martino Picardo, Centre Manager for the Manchester Bioscience Incubator and Managing Director, **UMIC Ltd** said: “Going through the Inspire process was a huge benefit to our staff and to ensuring that our procedures were working as well as we thought; getting the feedback from our tenants as a part of the process, has proven extremely

helpful and indicated clearly where we need to continue improving. The accreditation process as a whole has been extremely helpful in promoting UMIC as “a centre of best practice” and indicated to our tenants that we are doing the best job that we can to ensure that their needs are met.”



Sparkhouse has been in operation since 2003 and is managed by Enterprise@Lincoln, the University of Lincoln’s department for business support and enterprise activities. Sparkhouse is operated as a not for profit organisation and applicants for business incubation are start ups and early stage businesses from innovative technology sectors.



Vicky Addison, Incubation and Centre Manager at Sparkhouse said: “Going through the Inspire process has been of huge benefit to Sparkhouse at the University of Lincoln. It provided a focus for all the incubation team to examine together how we support our clients and operate the centre. The final report has provided us with a clear route forward and challenged us with a range of potential improvements as we strive to become a model of best practice within the sector”



Partner with UKBI on delivering National and International Projects

In these times of funding uncertainty, more and more of our members are looking to capitalise on the experience they have in planning, designing and running Business Incubators by providing consultancy services. Consultancy can be a valuable way of contributing to the overall financial sustainability of your Business Incubator, but how do you offer these services when you have no or little track record as a consultant.

UKBI has been providing consultancy and projects to a wide range of clients, both in the UK and Overseas for more than 10 years. We have a proven track record and we are looking to work with our members in partnership for new work.

If this is something you would be interested in we would like to hear from you.

- National and Local Strategy
- Policy
- Feasibility Studies
- Demand Studies
- Business Plans
- Training and Development
- Benchmarking



For more Information please contact UKBI's Chief Executive, Peter Harman
p.harman@ukbi.co.uk

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Tel +44 (0)121 250 3538, Fax +44 (0)844 507 0470, Email info@ukbi.co.uk



UMIC: University of Manchester Incubator Company Ltd www.umic.co.uk

- The UMIC Business model; "Developing world-class futures"TM
- Benchmarked globally and accredited by UKBI as "leading edge"
- Vast array of helpful networks, events and conferencing capability
- Created over 1000 jobs, >£100m investment into tenants and graduates
- Experienced team, portfolio of 75 SMEs

UMIC is open to considering UK and international partners for joint development projects

Contact; Dr Martino Picardo,
Managing Director; UMIC Ltd
martino.picardo@umic.co.uk



Booking Form

Contact Details

Title

First Name

Surname

Job Title

Organisation

Address

.....

Postcode

Country

Telephone

Fax

Email

Please tick if you are happy for your email address to appear on the delegate list

Dietary Requirements

Vegetarian Vegan No Dairy

Gluten Free Nut Allergies

Other (please specify)

.....

.....

The prices listed are early bird prices. If payment is not received within the early bird pricing period standard prices will be charged. Early bird prices will end on 14th January 2011.

Wednesday 23rd March 2011

UKBI Workshop

Why you need a Governing Body - the Role and Added Value of Boards and Advisory Groups.

Incubator Tours

Winning Business Academy*

* UKBI members only

Inspire Workshop

Understanding the Inspire Process

International Gala Awards Dinner

Thursday 24th March 2011

Main Conference Sessions

Costs to attend

UKBI Workshop

Members **£100**

Non-Members **£145**

Incubator Tours

Members **£75**

Non-Members **£100**

Winning Business Academy

Members Only **£25**

Inspire Workshop*

Members **FREE**

Non-Members **FREE**

International Gala Dinner

Members **£50**

Non-Members **£70**

Main Conference Sessions

Members **£195**

Non-Members **£280**

How would you like to pay?

By invoice:

Name, address and phone number where the invoice should be sent.

Name

Address

.....

.....

Tel

By BACS

Account Name: UK Business Incubation Ltd
Account Number: 92154250
Sort Code: 40-11-18

By Credit Card (contact me for details)

Any cancellation received in writing 10 days before an event will receive a full reimbursement of fees paid minus and administration charge of £50 + VAT. Any cancellation after this point will incur a full cancellation fee.

UK Business Incubation
Faraday Wharf
Holt Street
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Birmingham
B7 4BB
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www.ukbi.co.uk