

GREAT

BRITAIN

Global Entrepreneur Programme.
Helping entrepreneurs
go global from a UK hub.



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“
One of the most important things about doing business in Britain is its integrity. It's a society that people feel very fortunate to have been born in and live in and it's got the right environment to build a business in a secure way.
 ”

Sir Richard Branson

FIND OUT MORE

If you are interested in finding out more about the Global Entrepreneur Programme, please visit our website:

www.entrepreneurs.gov.uk

or follow us on twitter [@GEP_Alumni](https://twitter.com/GEP_Alumni)

Please contact us directly by e-mailing:

info.entrepreneur@uktradeinvest.gov.uk

GIVING EARLY-STAGE COMPANIES THE TOOLS AND KNOWLEDGE THEY NEED TO FLOURISH IN GLOBAL MARKETS

UKTI's Global Entrepreneur Programme (GEP) helps accelerate overseas-based technology entrepreneurs to global success from a UK hub.

Our dynamic team of entrepreneurs has helped more than 200 entrepreneurs and early-stage technology companies to establish in the UK, with 150 of these landing since 2009. We have achieved this by:

- *harnessing the insight and networks of internationally successful entrepreneurs*
- *leveraging these networks to help accelerate businesses and realise the potential of their innovative ideas*
- *identifying world class IP and enabling client companies to access industry talent and expertise*
- *raising investment capital – with over US\$200 million raised so far.*

This brochure gives an overview of the GEP and will help you decide whether your business would benefit from our support.



A VISION FOR GROWTH

The world is an ecosystem of opportunity and breakthrough technologies can be found everywhere.

There is a wealth of capital, talent and guidance out there, so why not take the very best of what the world has to offer?

We have developed a highly innovative business model that helps you develop your early-stage company to scale internationally, from a UK hub.

The key to our success is our team of dealmakers based in the world's technology hot spots.

Successful entrepreneurs in their own right, they are able to relate directly to the challenges facing early-stage technology businesses. They are ideally placed to provide strategic business mentoring every step of the way. They help you make connections with key networks that can give you the support, advice and funding that you need to scale.

Find out more about our current team of dealmakers — including biographies and details of their key expertise — on our website: www.entrepreneurs.gov.uk



HELPING ENTREPRENEURS REALISE THEIR POTENTIAL

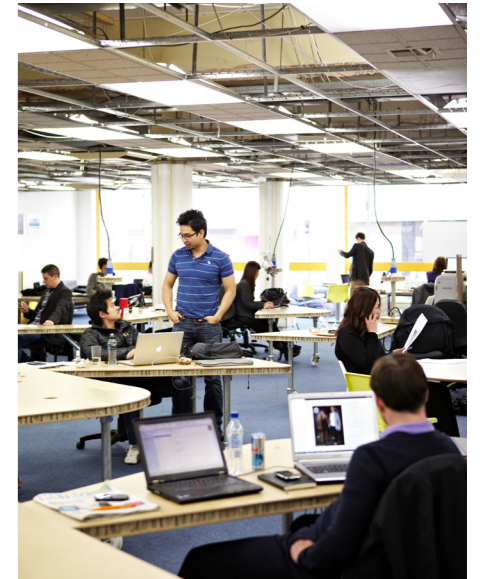
***Making it work:
once a client, always a client.***

Our team of dealmakers is looking out for talented, early-stage technology businesses with outstanding intellectual property and innovation. However, these qualities will only get you so far.

Acting as mentors and coaching you through the steps you need to take to make a commercial success of your business. You are invited to harness our passion for entrepreneurship, and let it work for you.

Much of your success will depend on the strength of your management team. We can introduce you to highly skilled individuals who would be happy to take up board or advisory roles within your company.

The GEP will stick with you for the long-haul. You can enjoy continuing support through our 'Alumni Connect' group, made up of other successful GEP clients who are on-hand to provide an additional network of assistance.



WHAT THE EXPERTS SAY:



Entrepreneurs flourish when supported by other established entrepreneurs and their shared networks. That is what makes the UKTI GEP unique in using entrepreneurs as Dealmakers to attract other global entrepreneurs, directing tomorrow's global successes stories straight to Britain.



James Caan, Serial Entrepreneur



The UK's dynamic ecosystem is an important location for global entrepreneurs. I would certainly recommend the significant help and support the Global Entrepreneur Programme's team of experts are able to provide technology businesses looking to scale and grow internationally from a UK hub.



Brent Hoberman, Serial Entrepreneur and Angel Investor (Founder of Lastminute.com)



As an entrepreneur and investor living in the UK, I am amazed by the innovation and opportunities that the ecosystem provides. The GEP has a stellar network that provides companies with Dealmaker support and access to new markets. I'm proud to be a part of this network and encourage entrepreneurs to make the most of the UK's thriving business environment.



Paul Birch, Angel Investor and Serial Entrepreneur (Founder of Bebo)



The GEP helps UK plc communicate to the world why Britain is a great place to grow a business. Its team of dealmakers provides key advice and networks to high-potential businesses and I've experienced first hand the benefits on offer. I know the entrepreneurs concerned felt the Programme added significant value.



Alex Van Someren, Partner at Amadeus Capital



Entrepreneurship has transformed from a local to a global phenomenon and the GEP has developed a highly innovative business model using their own entrepreneurs to help accelerate early-stage technology companies from a UK hub. I was especially impressed with the quality of people who deliver the service - who are all successful entrepreneurs in their own right. Their passion for helping other entrepreneurs succeed is impressive and I look forward to continue working with them in the future.



Alex McCracken, Silicon Valley Bank



The GEP is instrumental in bringing together networks that bring UK innovation to the forefront. By working with investors and entrepreneurs, the Deal Maker team has attracted stellar entrepreneurs that have created new technologies which has led to new markets



Heidi Roizen, Silicon Valley-based Venture Partner at DFJ, experienced entrepreneur and lecturer at Stanford University



UKTI's growth acceleration work is best in class in Europe for entrepreneurs. I have witnessed first-hand their experienced entrepreneurs at work and their team of dealmakers is a hugely valuable addition to our network.



William Stevens, International Accelerator Programme, Europe Unlimited



GEP dealmakers provide fantastic support to global technology entrepreneurs looking to set up and then scale internationally from a UK hub. In addition, their industry knowledge and understanding means they can help organisations like ours find relevant innovation. Thomson Reuters is now working with some really great companies that we have met via GEP.



Bob Schukai, Thomson Reuters and Tech City Ambassador

MEET THE TEAM



SARAH TURNER

Creative, Digital Media and Software

Sarah has spent more than 15 years working in and around digital media in the UK, US, Europe and Asia. She helps early-stage companies grow through mentoring, support and making connections with customers, partners and investors. She also works with larger organizations and multinationals to help them develop their digital strategies and peripheral vision.

She is a founder of Double Shot and Unthinkable Consulting. Previously, Sarah was MD of Wired Sussex, a media and technology networking and venture group, a founding Director of TIGA, the trade body for games developers and Head of Production at Maxim, a digital media agency.



ALPESH PATEL

Financial Services, Media and Cybersecurity

Alpesh is responsible for India, Malaysia, Singapore and Southern China for the GEP, dealing with the Financial Services, Media and Cybersecurity.

He is founder of an asset management company and a past member of the Advisory Board of ICICI's private banking division. He is a former columnist for the Financial Times, has authored 16 books and co-presented Bloomberg TV for three years. He is a former Visiting Fellow in Business, Oxford University and a Barrister.

Alpesh was appointed by the Foreign Secretary to the UK India Roundtable, is a Board Member of the UKIBC and co-founder of TiE-UK. When US Congressional intern for Hon Eliot Engel he worked on lobbying the White House on countries involved in international terrorism.



CHARLES SEELY

Digital Media, Environment, Financial Services, Software and Telecommunications

Founder of Esos Ventures. Board/advisory roles: Slooh (part of Google Sky), Echologics (NYSE:MWA), Falling Whistles. Shareholder: Qwiki, Slated, Bonobos, Kapture, Progress Financial. Advisory board MetroLeap Media for 2+ years (No.3 Global music site) until 2011 CBS acquisition. Previously, leadership team TCS, grew from \$5-30mm/sold for \$150mm, founded Brandfever, raising several million debt/equity & building one of the leading management teams in Europe, sourced/co-led \$380mm MBO Retail Decisions (RTD.L), led financial restructuring of Eureka Networks prior to InfoHighway merger cumulative \$100mm sales), & led restructuring of VNCI (part of Moneyline Telerate, Inc), prior to sale to Reuters for \$175mm.



TONY KYPREOS

Digital Media, Telecommunications and Electronic I.T. Hardware

Tony is a founding investor in Springboard Accelerator, shareholder/board member of Lingospot Inc, ScreenReach, P2iLabs, Minimonos, PlayMob, Arachnys, apiary.io and Spontly having been active for the last 10 years in investing and developing growth companies in Europe & USA. Tony was Group Managing Director of Bauer Digital for the €1.4bn M&A of EMAP plc and on the operational board of T-Mobile International and Deutsche Telekom's VC arm, TVentures.

His venture experience includes being co-founder of mobile entertainment company Mobilephonia, digital agency Bluewave (acquired in 2003) and member of the leadership team for the \$800m NASDAQ IPO of Agency.com.

MEET THE TEAM



JAMES GRAHAM

Clean technology, Renewable Energy and Environment

James is a serial entrepreneur with more than 14 years' experience in the fields of climate change and renewable energy. James has worked in Europe, North America and Asia. In 2003, James co-founded Camco, taking the business from concept through two rounds of financing and on to a listing on AIM.

At the end of 2009, James left Camco to build a portfolio of private business activities. His work has since included acting as both principal and intermediary in renewable energy project development (PV, wind and hydro) and innovations in low carbon supply chains and technologies.



SHEETAL WALSH

Environment and Software

Based in San Francisco, Sheetal began her career in the Middle East as Director of WestLB, and started the VC Relations business for Microsoft, as Director in the Silicon Valley and then EMEA. She is advisor to several tech companies, taking them global and often enhancing their social impact.

She is founder of Shanti Microfinance and on the Board of MetaCert which has a child friendly browser application. Sheetal has been Deal Maker since 2006. A Canadian and British Citizen, Sheetal completed her MSc at London School of Economics and undergraduate at University of Alberta.



ANDREW HUMPHRIES

Software, Digital Media and Environment

Andrew's role is to help entrepreneurs and new businesses find the best and most profitable opportunities fast in new markets. Andrew has held senior executive roles in Sales, Marketing and Product Management for some of the largest US and European IT manufacturers.

In 2000 he was part of an executive team that raised over \$42m, and went on to develop the world's largest and most successful alert and messaging solutions business for the financial industry. Since then he has co-founded two successful technology businesses.



ANDREW CORBETT-JONES

Digital Media, Healthcare/Medical devices, Software and Telecommunications

Andrew is our Dealmaker for Australia & New Zealand and is based in Sydney. He has extensive experience across a broad and diverse range of industries, including Web, broadcast media, technology commercialisation and healthcare. Andrew is behind the Melbourne-based Healthcare at Home Australia joint venture, and is also a major shareholder in a pioneering resource recovery company which has received strong support from the Australian government.

His current GEP focus is Europe's fastest-growing technology hub - Tech City in London - and in linking Australasian tech entrepreneurs to the many opportunities there to develop and grow a global business.

MEET THE TEAM



MARK PRIEST

Engineering, Energy and Physical Science

Mark has 25 years experience building technology businesses in the energy, engineering, medical and consumer markets. He started his career with BP and then subsequently worked in a range of corporate research and business development roles in the US and Europe before moving into management consulting.

Mark founded Harrogate Partners Ltd in 2006 which invests in early-stage ventures and provides development advice to start-ups, corporates, investors and governments and he mentors new teams for example at Cambridge Enterprise. Mark has a PhD in materials science and is passionate about connecting the best technologies and people to markets and customers.



ANTHONY SHEEHAN

Media, Hardware, Software and Telecommunications

Anthony works with start-ups from across Europe, Israel and the US. He has extensive experience in leadership positions with large global technology enterprises and VC funded start-ups. His primary areas of focus are mobile, internet, software and analytics.

During a 6-year tenure at Qualcomm, Anthony established multiple new lines of business in Europe and led global strategy for mobile marketing, advertising and personalisation technologies. He has also developed and led successful European market-entry sales and partnership strategies for US software start-ups including Urban Science and Packetvideo.



JUDITH MORETON

Aviation, Business and Commercialisation

Judith is an internationally recognised authority on business aviation, and is currently Founder and Managing Director of her own business Little Blue Private Jets Ltd.

Judith has held several senior aviation roles and was previously General Manager UK at Virgin Express. Judith later moved to Bombardier Flexjet (Europe) as Head of European Operations, and was soon Managing Director with responsibility for business management and operations across Europe. When the company re-branded as Bombardier Skyjet International, Judith's area of responsibility expanded to include Europe, the Middle East and Asia Pacific. After Judith formed Skyjet she grew the business from a turnover of US\$16m in 2002 to US\$90m by 2008.



ANMOL NAYYAR

Financial Services, Telecommunications, Software, Environment and Automotive

Anmol Nayyar has more than ten years of global business experience and is currently based in New Delhi. He founded IndEU Capital, an international private equity firm and is the India founding partner for Bryan, Garnier & Co, a leading European investment bank. He has advised some of the world's leading corporations including Apax, ICICI, Airtel and Goldman Sachs. He is a board member of several companies, a charter member of TiE and the Deputy Chairman of the UK-India Business Angels Network.

MEET THE TEAM



JOHN STOKES

Digital Media, Electronic Process Engineering, Financial Services and Telecommunications

Montreal-based John Stokes has more than 15 years of experience, both as a founder and an investor in start-ups and growth companies. Prior to arriving in Montreal in 2007, John spent 10 years in Asia Pacific where he was an active angel investor and entrepreneur principally in the mobile, media, Internet and financial services sectors.

John is a co-founder of Montreal Start Up and Real Ventures. An accomplished strategist, marketer and sales professional, John is also active as a mentor at accelerator programs such as Seedcamp, Techstars, FounderFuel, Springboard and Oxygen.



GIDEON SHMUEL

Telecommunications and Software

Gideon is based in Tel Aviv, Israel. For the past 18 years Gideon has been involved in growing technology companies, running and establishing the business activities and operations of companies (in various countries), in the Telecoms and Enterprise Software markets. Gideon is also currently engaged with a technology venture in the field of Revenue Assurance and Customer Experience Management to the Telecoms Market.

Whilst living in London Gideon established and managed a number of technology businesses, including foreign owned enterprises and large publicly listed organisations, using the UK as a springboard for their international expansion.

FOCUSING EXPERTISE

Which sectors does the GEP have expertise in?

Our goal is to discover the next billion dollar technology superstars and we have already helped some of the world's most innovative early-stage companies, across a broad range of sectors, move here.

To qualify for GEP support, you must be an overseas-based entrepreneur or technology business and be willing to relocate to the UK.

We will help you understand the many advantages that the UK, as a global hub, has to offer your business.

We also welcome investors who are interested in investment opportunities or access to GEP's proprietary deal-flow.



DON'T JUST TAKE OUR WORD FOR IT! ...LISTEN TO WHAT OUR CLIENTS SAY ABOUT US

NUTMEG (UNITED STATES)



In 2010, Nutmeg founder and CEO, Nick Hungerford, was living in Silicon Valley and studying for his MBA at Stanford University. In the back of his mind was a dream that it should be possible for everyone to receive 24/7 access to top quality investment advice and portfolio management, regardless of who they were or how much money they had to invest.

Nick's business provides an easy-to-use, internet-based money manager service, able to handle investments of £100 or £100 million. In November 2010, he attended a GEP networking event in London which convinced him that the UK was the only place to headquarter this venture.

"The GEP networking event was the greatest touchdown I could have hoped for, the positivity and energy in the room, the quality of talent and ideas and the smooth flow of the day made it really useful and added to my enthusiasm to start our business in the UK."

*Nick Hungerford,
Founder and CEO of Nutmeg*

METALECTRIQUE (FRANCE)

Metalectrique has developed a new generation of battery technology which promises to overcome the key barriers to the widespread adoption of electric vehicles – battery cost and range.

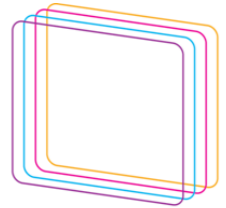
The company's low-cost metal-air battery can be introduced quickly because it doesn't rely on having a charging infrastructure. It extends vehicle range by several multiples and as a result, offers huge potential for accelerating the deployment of long range, affordable, electric vehicles around the world.

Metalectrique was founded by France-based British engineer, Trevor Jackson. Following proof-of-concept R&D in France, Trevor decided to establish the company's global headquarters in the UK.



"Having a GEP dealmaker working alongside me to make key, global connections has been invaluable, their endorsement has increased the profile of my venture and their introductions have helped me to build its value through alliances with key strategic partners."

Trevor Jackson, Metalectrique



videoplaza
Monetizing online video

“The GEP enabled us to make a smooth transition to the UK. We see the UK as the ideal jumping off point to drive our global expansion. With our HQ in London, we now have offices in Stockholm, Paris, Berlin, Madrid and Singapore, and work with a global client base.”

Sorosh Tavakoli, Founder and CEO of Videoplaza.

VIDEOPLAZA (SWEDEN)

Videoplaza empowers broadcasters, publishers and advertising networks to maximise their advertising revenues from the New IP-delivered TV. The company's ad management platform is used to monetise video experiences across PCs, mobile devices, tablets, game consoles, IPTV and Smart TVs.

Set up in Sweden in 2007, Videoplaza quickly became one of the country's fastest growing technology start-ups. Following a swift expansion in the Nordics, the company realised that it needed to be operational in a market where there was a larger addressable opportunity, to scale into other markets and have access to great talent.

The UK offered all these things, as well as providing transport links to the rest of Europe and the globe. The GEP helped Videoplaza with introductions to talent, potential investors and technology partners in its field.

adslot[™]
Automate. Control. Optimise.

ADSLLOT (AUSTRALIA)

Where there is a finite resource, and a number of different customers who each want to buy some but not all of it, a “combinational” auction can be used to help allocate these lots or packages whilst still obtaining the best possible price for the seller.

Set up in Melbourne, Australia, in 2007, Adslot has developed sophisticated marketplace technology to apply the mathematics behind this theory to help businesses increase their revenue, improve sales process efficiency and reduce the costs of sales. When the company was considering moving to the UK, the GEP was on-hand to advise on market strategy and provide access to its networks. Adslot is now based in London and well down the path to global success.

“On several occasions I spoke to GEP dealmakers to discuss our strategy and seek information about relocating to the UK. Although the decision was ours, it was hugely beneficial to seek their experiences, knowledge and networks to make our landing in London softer.”

Anthony Du Preez, Founder of Adslot



“The GEP has not only boosted my confidence in my business but more importantly, in myself. With the invaluable support of my dealmaker, I have honed my business and leadership skills to grow my company in the UK. With the GEP/UK support behind me, I am determined not only to be successful in the UK but also globally.”

Jennifer Sheridan, Founder and CEO of Togeva

TOGEVA (CANADA)

Imagine if you could use your smartphone or tablet to watch a movie and draw on top of it, together with friends or colleagues in other locations, in real-time. This is now possible, thanks to a unique platform developed by Canada-based start up company, Togeva.

Company founder and CEO, Jennifer Sheridan, wanted to locate her business in an area that would help her grow and with the help of the GEP, decided to base Togeva in Tech City. This set the company in a lively urban area with a high business growth rate, a number of edgy technology design and development businesses, and a cosmopolitan atmosphere.

The GEP helped Jennifer to develop her business and marketing strategy for the company. Crucially, the mentoring and support from a GEP dealmaker has helped the company to develop and accelerate its growth potential.



WAVANA (AUSTRALIA)

Using the underground to get around Central London, Australian Lance Stewart noticed that if he picked the right carriage to travel in, he could avoid the crowds at his destination station and get out more quickly. This gave him the idea to create 'Tube Exits', an iPhone app that tells users which carriage to use for the quickest exit.

'Tube Exits' was a phenomenal success and Lance saw an opportunity to design, develop and commercialise innovative smartphone solutions for business clients. Whilst he and his partners were considering where to base their new company, Wavana, the GEP got in touch to offer its support.

“Our dealmaker has personal experience as an entrepreneur, dealing with the same issues that we were facing. From day one, he had boundless enthusiasm for what we were doing. He helped us with formulating the direction of our business, introduced us to people in the industry and gave us credibility. As a small company with limited resources, this support was amazing.”

Lance Stewart, Wavana

The GEP was able to provide access to networks of industry contacts and business mentoring to accelerate their plans. As a result of this Lance and his partners decided to base Wavana in London, to make the most of the global connectivity and rapidly-growing technology sector in the capital.



BRAVE NEW TALENT (INDIA)

BraveNewTalent's online tool allows jobseekers and employers to come together and interact in an online environment. This means that employers are able to hire from a community of people rather than having to rely on recruitment agencies and advertising on job boards. Their use of social media creates communities for employers who are then able to see and engage with the people that wish to work for them before they apply.

This exciting new concept in recruitment is the brainchild of Lucian Tarnowski, previously honoured as Europe's youngest Young Global Leader (YGL) by the World Economic Forum. Having decided to launch the business in the UK, the GEP was able to offer a wide range of support and introductions to key networks which eventually helped the company raise over £1M worth of funding.

Tarnowski launched his company in 2008 and now has 10 full-time staff working from a base in London's Soho and in India. They are well placed to grow and having attracted the attention of major companies including Allen & Overy, Deloitte and many more, the future is very bright for this young company.

"The GEP team gave me a great deal of help and support in the early-stages of setting up," says Lucian. "They helped me with introductions to important networks and to recognise that London is the perfect choice for us. It gives us access to major global companies, investment banks, accountancy firms and the like."

Lucian Tarnowski, Brave New Talent

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