



November 2008

innovation express

LATi Leading Advanced Technology & Innovation



New iHub provides space for innovation to grow

The region's reputation as a centre for innovation has been enhanced with the launch of a Healthcare and Bioscience iHub, designed to support innovation in the healthcare sector in the East Midlands.

The iHub, which operates from the £7.2 million BioCity facility in Nottingham, is a base for the Healthcare and Bioscience iNet that East Midlands Development Agency (emda) has established as the heart of an innovation network in the healthcare and bioscience sector. It provides office accommodation, meeting facilities and exhibition space to enable the iNet to progress the work it is doing to help businesses develop and grow.

The Healthcare and Bioscience iNet is a partnership of businesses, universities and public sector organisations from across the region, which are working together to exploit and develop innovative ideas.

It is one of four sector-specific industry networks being developed to support innovation and improve the competitiveness of businesses in the region. In addition to the Healthcare and Bioscience iNet, others have been established in Food & Drink and Sustainable Construction, and an iNet for Transport Equipment will become operational later this year. Over £20 million is being invested in the iNets, which have been developed by emda and East Midlands Innovation, the regional Science, Innovation and Industry Council.

"The iHub facility is an important milestone in the development of the Healthcare and Bioscience iNet, and will play a key role in ensuring that entrepreneurs can access the resources that they need to develop their businesses," says Steve Brown, emda's Deputy Chairman who champions enterprise and business support for the agency.

The Healthcare and Bioscience iNet is managed by Medilink East Midlands.

www.eminnovation.org.uk



Loughborough Enterprise Club (LEC) is a free networking and support organisation aimed at encouraging innovation and growth in the region. With free monthly events, LEC provides a regular forum in which you can meet and exchange ideas with other companies and individuals. New members are always welcome to join LEC free of charge. www.loughboroughenterpriseclub.co.uk

Helping SMEs protect against economic downturn

[A free online tool has been launched to help small and medium sized businesses check their resilience to economic downturn.](#)

The Self Assessment Business Diagnostic has been developed by LEC member PI Consulting, a business consulting and advisory firm. A five-minute online questionnaire examines how a company is performing in five key areas of business: Strategy and direction; Financial controls and use of management information; Strength of customers and markets; Operations and supply chain, and Employee engagement and motivation.

By analysing responses, the diagnostic awards a percentage score. Any business with a low score is regarded as poorly prepared and at high risk of not making it through any serious economic downturn.

The tool is completely confidential, although businesses can opt to send additional data for anonymous analysis and reporting.

Managing Director, Vincent Bryant said: "Economic downturn is a serious threat, but there is a huge opportunity for businesses to take a forward thinking approach to identify weaknesses and take steps to fix them, in case things get any tougher."

He continues: "PI Consulting has developed this free diagnostic tool for business leaders, to challenge strength in five key business areas, highlight hidden problems and prioritise the areas they must develop to improve profitability and avoid setbacks."

www.piconsulting.org.uk

Loughborough spin outs win prestigious innovation awards

[Two Loughborough University spin out companies have received prestigious new regional awards for innovation.](#)

The Lord Stafford Awards East Midlands were launched earlier this year to reward innovative partnerships between the region's universities and business community.

The 'Innovation Achieved' award was received by Dr Phil Hodgkins of spin out Progressive Sports Technologies for i.play, a solar-powered playground product that uses wireless gaming technology to encourage exercise that's challenging and fun.

Created as part of Phil's PhD research, the i.play concept was developed in partnership with leading British manufacturer, Playdale Playgrounds, who has already installed 30 units in municipal playgrounds across the UK; rejuvenating what had become a stagnant market. Walkers Crisps (PepsiCo) has also installed i.play as the premier feature for its 'Parks for Life' initiative. Over £750,000 revenue has been generated since i.play's launch in 2007, and circa £3 million of potential orders have been quoted to date.

The 'Innovation in Development' award was received by Dr Vincent Crabtree of Loughborough spin out Dialog Devices and Professor Kamlesh Khunti of the University of Leicester for Padd, a quick and painless test to assess Peripheral Arterial Disease (PAD) in primary care. PAD is a potentially fatal condition that affects over 90 million people worldwide. Vincent, an optical engineer from

Loughborough University, founded Dialog Devices in 2003 and is working with Professor Khunti's team to develop the technology and build on its success in clinical studies.

Both of the Loughborough spin outs received a cheque for £5000. A Wedgwood trophy was also awarded to each company and its university collaborator to commemorate the achievement.

Professor Shirley Pearce, Loughborough University Vice Chancellor said: "I'm delighted that the innovative achievements of two of our spin out companies have been recognised in the inaugural Lord Stafford Awards for the East Midlands. Padd and i.play are excellent examples of how collaborative partnerships can stimulate innovation and competitiveness in industry."



i.play - high tech playground equipment helping to revolutionise outdoor play

HOLLISphotography.com

Spin out announced as NHS showcase company

Dialog Devices, makers of Padd, the Peripheral Arterial Disease assessment device, has been announced as an exemplar of innovation and practicality.

The Department of Health has awarded a £400k Health Technology Devices Grant to aid the introduction of Padd to doctors' surgeries and other primary care units. This national multi-centre study is being led by Professor Kamlesh Khunti, an advisor to the National Screening Committee on Vascular Screening and Royal College of General Practitioners' Representative for the Quality and Outcomes Framework Review Panel for Cardiovascular disease.

Professor Khunti commented: "Currently many patients in primary care have subclinical cardiovascular disease. This device, if successful, would enable us to identify people at future risk of cardiovascular disease who would substantially benefit from preventative therapies."

Padd is a non-invasive application which allows for rapid and simple assessment of blood circulation in the lower limbs and feet. The test takes under five minutes and, because it requires minimal training, it can be operated at a primary care level, reducing the need for patients to travel to hospital and speeding a diagnosis of Peripheral Arterial Disease.

Dialog Devices Chief Executive Jody Brown said: "It is a notoriously long road to get new medical devices into use in

patients, but we have had terrific support from the Department of Health and the NHS, where the early diagnosis of Peripheral Arterial Disease will save time and resources, benefiting patients."

She continues: "Our success demonstrates the great potential of technology-based start ups to contribute to national economic prosperity, even in these difficult times."

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Dr Vincent Crabtree, Technical Director of Dialog Devices, was inspired to develop Padd after his grandfather died following a leg amputation from Peripheral Arterial Disease aged 55

Loughborough entrepreneur sponsors new start-up company

An experienced entrepreneur at Loughborough University is helping a promising young business to get off its feet, by sponsoring a new 'rent a desk' tenancy at Loughborough Innovation Centre.

Professor John Tyrer, a Loughborough University optical engineer who formed spin-out company Laser Optical Engineering in 1996, has developed several pioneering technologies using lasers and optical technology.

Inspired by his own experiences growing a successful business, John generously offered to sponsor a three-month 'rent a desk' tenancy at Loughborough Innovation Centre to help another ambitious new company access valuable business support.

"Having run a company for over ten years, I've learnt a lot along the way and have received some fantastic business advice and support," reflects John. "I hope that this sponsorship will give another company the chance to grow and gain access to some of the excellent business support services on offer at Loughborough Innovation Centre."

Darren Looby of creative start-up company, Innovengine, is extremely grateful for the sponsorship and the opportunity to access business mentoring: "I've wanted to start up a business of my own for years and now that I've taken the plunge, it's great to have the support of the Innovation Centre. Being sponsored by another business within the centre has given me a great boost of confidence."

Jo Derbyshire, Managing Director at Loughborough Innovation Centre, says: "The sponsorship has been very successful and we hope to roll out the scheme more widely. Some of our tenant companies have already expressed an interest in providing sponsorship to support other young companies."



LATI member showcase

The next LATI showcase will take place on 27 November, featuring presentations by three member companies:

Loughborough Surface Analysis Ltd – LATI Chairman, Mike Petty, will introduce his company – a specialist in surface chemical analysis, providing support to industrial researchers, process engineers and independent consultants. Its staff are experienced working with a wide range of industries and assisting with failure analysis, materials characterisation, contamination identification, process matching, quality control, reverse engineering, and research and development. www.lsaltd.co.uk

Xcam Ltd – specialises in providing custom CCD camera (digital camera) systems for science experiments and new applications. Over the years Xcam has developed a system which provides unique one-off prototype and experimental systems at relatively low cost and in short timescales. www.xcam.co.uk

Seamless Sensing – provides a range of innovative wireless products to enable enterprises to monitor and streamline their energy usage. Edward Mellor will talk about his experience and challenges of product development for a small start-up company. www.seamlessensing.com

Connect Midlands, The Phoenix Partners and Swindell & Pearson will also be exhibiting at the event. The showcase events give LATI members the opportunity to learn more about each others' businesses and make contacts with local support organisations.

"This will be our third showcase and the format is proving to be very popular," says Pauline Graham, LATI Manager. "We are always on the look out for other members who are interested in presenting or exhibiting at future showcase event."

If you are interested in taking part in a future showcase, contact Pauline, E: pauline@lati.co.uk

LATI visit: the 3M approach to innovation

A LATI visit to 3M Health Care in Loughborough will take place on the evening of 11 December, 6 – 9pm.

Dr Phil Kennedy, Senior Laboratory Manager, 3M UK & Ireland Region, will give a presentation on the topic of '3M's Approach to Innovation'. The presentation will be followed by networking and refreshments as a pre-Christmas celebration.

Please register in advance, E: info@lati.co.uk

Wireless energy monitoring promises to cut business costs and improve efficiency

Seamless Sensing will shortly be launching its pioneering range of wireless energy monitors, targeted towards reducing energy costs of commercial buildings and industrial machinery.

For a typical office, the combined lighting, heating ventilation and air conditioning (HVAC) make up more than 50 per cent of total energy usage, thus making them priority targets for efficiency improvements. Many businesses are aware of the problem, but are yet to discover how easily an energy efficiency strategy can be implemented, without comprising business operations.

Seamless Sensing provides a complete energy monitoring solution, offering wireless smart meters, which are installed very simply at minimal cost and start collecting live energy data immediately from lighting systems, HVAC and/or plant equipment.

A secure web-based Portal contains the necessary live data to enable businesses to manage and streamline their energy consumption. The system also enables users to obtain historical data and forecast future energy costs. It automatically generates alerts when there are sudden changes in energy usage, enabling problems to be pre-empted and resolved before they escalate.

The Seamless Sensing technology is currently being piloted with beta customers wanting to reduce their energy consumption and improve efficiency.

For more information contact Dr Edward Mellor, T: 01509 222917, E: enquiries@seamlessensing.com

LATI visit to AstraZeneca

LATI members are invited to visit AstraZeneca R&D Charnwood on 13 November for presentations and a guided tour, with an opportunity for questions and discussions along the route. The tour and discussions will cover the following areas:

- How AstraZeneca manufactures large quantities of the Active Pharmaceutical Ingredients for our medicines. Engineering scale-up aspects and chemical synthesis will be addressed, as well as manufacturing to quality standards like Good Manufacturing Practice
- An opportunity to visit technical laboratories, where state-of-the-art analysis and in-situ monitoring can be seen
- Carrying out business in an environmentally responsible manner, and promoting a safe and healthy workplace

This event provides an opportunity for networking and light refreshments will be served. Please register in advance, E: info@lati.co.uk

Exclusive case study project

LATI has announced a new customer case study production service, which will be available exclusively to LATI members during 2008 / 2009.

The idea behind the new scheme is to produce marketing material that will be useful and valuable to LATI members whilst involving university students in the process – giving them the opportunity to learn how to produce case studies.

Case studies are a powerful and versatile marketing tool. They can be used in press releases, as part of a customer information pack, in proposals and tenders, in presentations, and online. LATI members who don't have a live customer project can use the opportunity to create generic market-specific case studies, without reference to a specific customer.

Local marketing and communications practice, AARDMAAN, who produce customer case studies for high-tech companies such as Siemens, TAC, and Airetrak, will oversee the project.

Pauline Graham of LATI said: "This is a unique opportunity for our members to find out how valuable case studies can be to their business – at very little cost or risk. It also provides students with an opportunity to gain first-hand experience of the business world and learn practical skills which will come in handy in the workplace."

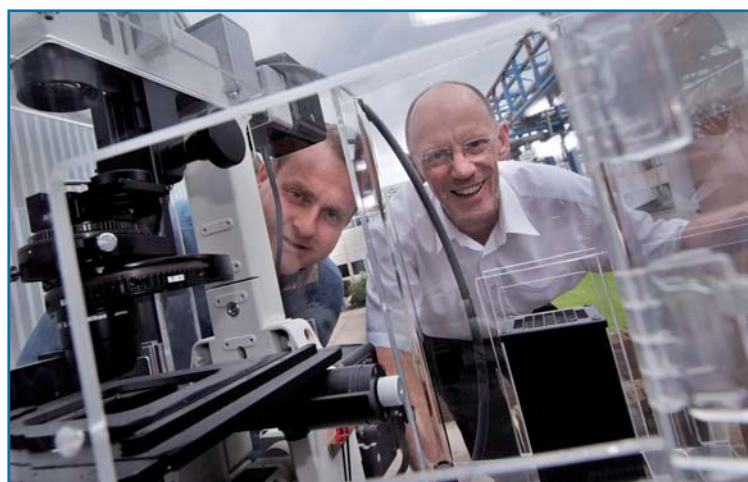
To take advantage of this offer, or for more information, E: pauline@lati.co.uk, or gillian.hunter@aardmaan.com

AstraZeneca donation adds focus to university department

Students at Loughborough University will find their work coming into better focus thanks to a donation from AstraZeneca R&D Charnwood.

The company's Discovery Bioscience department has donated a powerful microscope and two machines capable of analysing single cells to the local university.

Professor Chris Hewitt, Professor of Pharmaceutical Engineering at Loughborough University said: "This donation couldn't have come at a better time for us, as we have just taken on ten new PhD students. The equipment will help them with their analysis of cells."



Leading Advanced Technology & Innovation
Business networking for companies and individuals

Membership rates start at £25. To enquire about becoming a member of LATI, please contact Pauline Graham, LATI Manager, T: 01509 225833, E: info@lati.co.uk

www.lati.co.uk

LATI is supported by Leicester Shire Economic Partnership



University appointment to strengthen focus on enterprise

City entrepreneur, Graeme Radcliffe has been appointed a Visiting Professorship at Loughborough University, with a specific emphasis on the University's ambitious enterprise and innovation agenda.

Professor Radcliffe will be closely associated with the Department of Electronic and Electrical Engineering. He will also continue to serve on the University's Enterprise Projects Group, whose remit is to manage, track and invest in existing and new spin out assets and businesses, together with patents and intellectual property.

His commercial career spans nearly forty years, setting up his first company at the age of twenty which became the first internet news network of its kind and grew into a global entity, acquired in 1999 by United Business Media plc.

Graeme is Chairman of the Web Enterprise Network (WeN), which develops e-commerce platforms for both small and large companies, and launched PetScreen Limited four years ago with his business partner, Dr Kevin Slater. Based in BioCity, Nottingham, PetScreen has developed innovative blood-based diagnostic and wellness screens for cancers in dogs. This ground-breaking technology is the first to be made commercially available in the world, and some of the largest veterinary diagnostic companies and veterinary hospital groups are in negotiation to provide these tests to a global audience.



Graeme Radcliffe with Loughborough University Vice-Chancellor Professor Shirley Pearce

An influential and passionate advocate of regional enterprise, Graeme has held a number of public sector posts including Deputy Chairman of Business Support for emda, the East Midlands Development Agency, and Chairman of The Hive, Nottingham Trent University's flagship graduate and post graduate germination and incubation unit.

Commenting on his visiting professorship at Loughborough, Graeme said: "I am delighted to have this opportunity to deepen my involvement in the University's enterprise and innovation agenda. Providing mentoring, support and funding for both academic and graduate business ideas are initiatives that are close to my heart."

Enterprise Week 17 – 23 November 2008

Enterprise Week is an annual national celebration of enterprise, which aims to inspire a more enterprising culture and encourage people to unlock their enterprising talent.

The initiative promotes business start-up, social enterprise and launching new ideas in the workplace. Enterprise Week provides a fantastic opportunity to foster an enterprise culture within your organisation, launch a new initiative or scheme, and encourage your employees to think about ideas that have a very clear and tangible business benefit, such as the responsibility businesses have towards society and the local community.



SPARK Awards 2008

£5000 grants are on offer in the SPARK Awards 2008, aimed at building relationships between SMEs (small to medium sized enterprises) and Higher Education Institutes (HEIs).

The grants will be awarded to the relevant HEI to tackle a problem of direct relevance to the SME. The grants will not only help the SME to tackle a problem it is currently facing, but will also lead to longer-term relationships between the educational institutes and the business community.

The SPARK awards are organised by the Integrated Products Manufacturing Knowledge Transfer Network (KTN) and the Low Carbon and Fuel Cells Technology KTN, in conjunction with the Technology Strategy Board.

Applications are actively encouraged within the areas of design, development and manufacture of complex products with integrated electronic and mechanical function.

Further details and an application form can be found online. The deadline for applications is midnight on Friday 21 November.

Archery goes high-tech

Nottinghamshire based, Revcad Ltd has completed a research and development project to produce an exciting new high-tech product for the worldwide archery market.

The device is a special scope that fits on a bow and provides a targeting system similar to a gunscope on a gun. It enables the archer to aim directly at the target and achieve a hit with high accuracy, even though the arrow arches through a trajectory over the target distance.

It also provides a truly original application within the sport of 'bowfishing'. Hugely popular in the USA and other parts of the world, bowfishing is a form of hunting where fish are hunted from above the water surface using a bow. The archery scope is able to compensate for the effects of refraction light through the water surface, which makes the target appear in a different location to its real position, and enables the archer to accurately hit an underwater target down to considerable water depths.

The archery scope has a third application as a training device, helping archers to eliminate inconsistencies caused by stance, posture and other factors important to more traditional archery. The device itself is independent of these factors and can be used with the same level of accuracy uphill and downhill with automatic compensation derived from the onboard electronics, computer chip, software, optics and precision mechanisms.

The device has been prototyped and successfully field tested and the company is now seeking funds to make final minor improvements and push the archery scope into manufacture.

www.revcad.com

Hunt is on for the region's top female entrepreneurs

Nominations are invited from successful female entrepreneurs across the region for the coveted title of 'East Midlands Business Woman of the Year'.

The award will be presented as part of the East Midlands Women of Worth Awards 2009, run by emda, which aim to celebrate the achievements of entrepreneurial, forward-thinking business women from across the region and to recognise those women who play an important role in providing inspiration to other East Midlands women.

Last year's Business Woman of the Year was Rachael Chambers, who runs the Ferrers Gallery in Ashby de la Zouch and fg2 in Quorn, Leicestershire. Winning the award has had a tremendous impact on Rachael and her business: "Receiving the East Midlands Business Woman of the Year was a fantastically proud moment. It has boosted my confidence and the confidence of my customers. I received a great deal of press coverage after the event and this has helped to promote my businesses."

This year's judging panel, which includes former Dragon's Den investor Rachel Elnaugh, will be looking for a woman who has achieved outstanding success with her business, and is considered an inspiration to up-and-coming business women.

Commenting on the awards, Rachel Elnaugh said: "It is tremendous that the achievements of entrepreneurial business women are being recognised through these awards. There are many more women out there who have the potential to be successful in business and I hope that these awards will inspire them to consider starting up in business."

In addition to the Business Woman of the Year award, there are two further award categories: Young Business of the Year and Most Innovative Business.

The closing date for all entries is Monday 26 January 2009. Application forms and the full criteria for entry can be found on the emda website.

The winners will be presented at the Women in Business Conference on Thursday 5 March 2009 at Pride Park Stadium in Derby.

Diary Dates

Unless otherwise stated, all events are free of charge and take place at 4pm at Loughborough Innovation Centre.

4 November

Loughborough Enterprise Club:

R&D Licensing Contracts

Eversheds

The Happiness Test

Ishi Khan Jackson

13 November, 4 – 5.30pm

LATI visit to AstraZeneca R&D Charnwood

FREE to LATI members, £5 to non-members

27 November

LATI members showcase

9 December

Loughborough Enterprise Club:

Monica Health Care Limited – Case Study

Carl Barrett

Can your brand see you through a downturn in the economy?

Mike Skidmore

11 December, 6 – 9pm

LATI visit to 3M Health Care

Free to LATI members, £5 non-members

15 January 2009

LATI visit to Advanced Virtual Reality Centre

Free to LATI members, £5 non-members

29 January 2009

LATI members showcase

To reserve your place

LEC events

T: 01509 228714

E: events@loughboroughenterpriseclub.co.uk

LATI events

T: 01509 225833

E: info@lati.co.uk

Free patent and trademark clinics

European patent and trademark attorneys, Swindell and Pearson, are offering free patent and trademark clinics to LEC and LATI members, Loughborough science park companies, and Loughborough University academics.

The clinics are designed to help you understand the various options for formally protecting Intellectual Property (IP) and know-how arising from your research, and the likely costs and the risks that may be involved with different courses of action.

At the clinics, a qualified attorney or an experienced part-qualified attorney will be available to advise on general intellectual property issues. The confidential service is free of charge, with half an hour allocated to each case.

Swindell and Pearson has worked with Loughborough University for over five years across a number of IP projects, offering advice in all areas of technology for clients involved in a very wide range of industrial and commercial fields. Its team has extensive experience in drafting patent applications and in acting before the UK Intellectual Property Office, the European Patent Office and the Community Trademarks Office.

The free clinics are available at Loughborough Innovation Centre in the afternoon on the first Tuesday of each month. To book a place, contact T: 01509 228890, E: R.Parke@lboro.ac.uk

Bio-Entrepreneur School 2009

Thirty fully-funded places are on offer for the Bio-Entrepreneur School 2009, hosted by BioCity Nottingham, on 10 – 12 March 2009.

Bio/medical scientists and biotechnology developers who want to develop their entrepreneurial career and whose product or service could show commercial potential are invited to apply. Paid places are also available for researchers or managers in well-established businesses to help develop their entrepreneurial careers and prepare for innovation and growth.

www.bioentrepreneur.co.uk

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