

Technium

Dr Steve Davies
Technium Director



O syniadau mawr i fusnes mawr
From big ideas to big business

What is Technium?

- Technium is a network of innovation centres across Wales nurturing young technology businesses and provides the relevant knowledge, support and physical facilities to help them succeed.

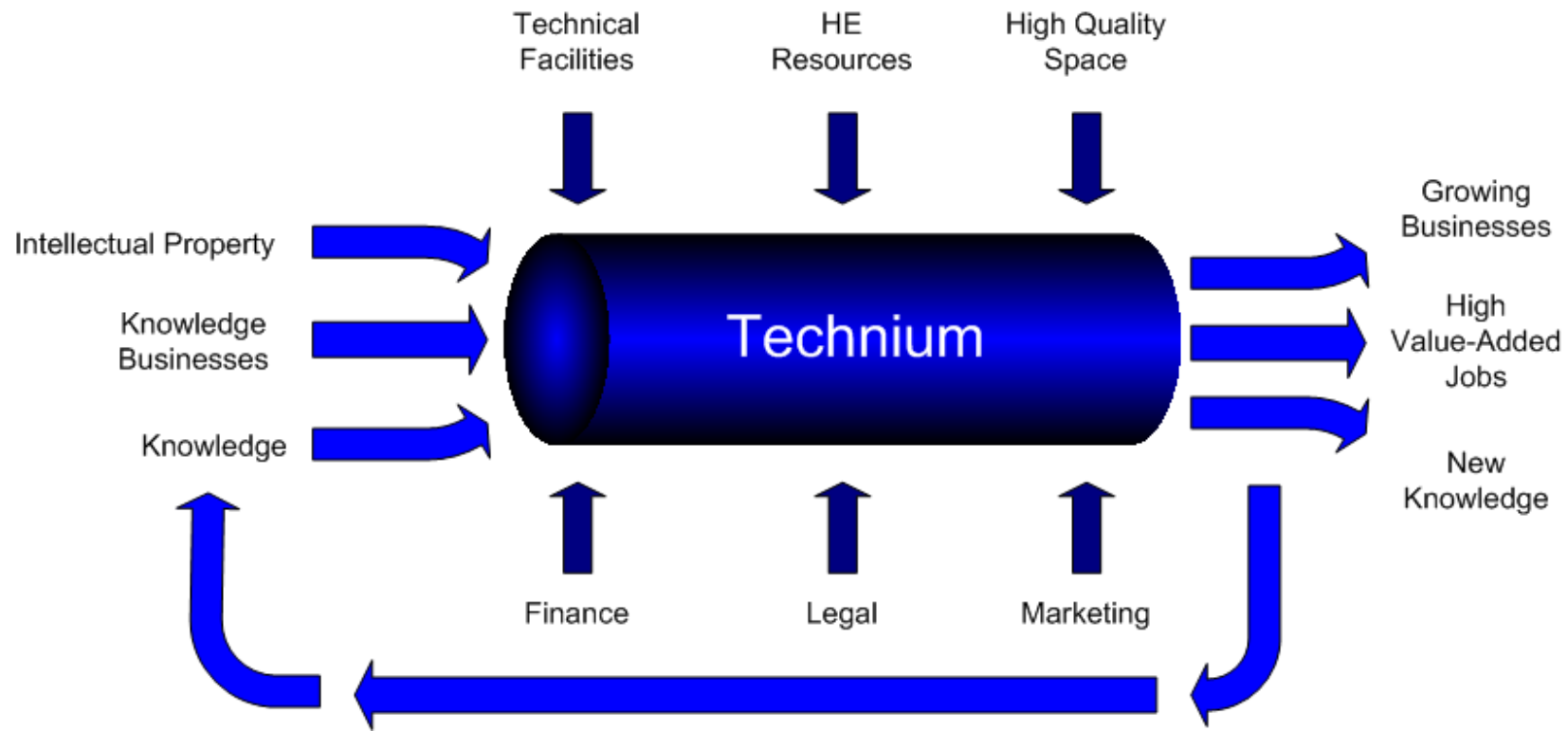


What is Technium?

- A Welsh Assembly Government initiative (Department for Economics and Transport).
- A partnership between the Welsh Assembly Government, other parts of the Welsh Public Sector, Academia and the Private Sector.
- A Business Development Project aimed at creating a sustainable engine for economic development in Wales.



The Technium Model



Technium®



Who is Technium suitable for?

- University spin-outs.
- Welsh start-up businesses.
- Inward investors (global, SME, micro companies).
- Government research.
- Licence, royalty or equity partnerships.



Eligibility Criteria

- Innovative, high growth companies
- Based in a high-tech or knowledge-based sector
- Exploiting IPR
- Engaged in Research & Development
- Have / wish to develop academic links
- Have a capable management team in place
- Sustainable financial status
- Have a credible business/marketing plan
- Possess an exit strategy from Technium



What does Technium offer?

- Business Support – via public & private sector partners.
- Technology Support.
- Direct links to local academia and Centres of Research Excellence.
- State-of-the-art buildings with reception service, meeting rooms & networking areas.
- Specialist research laboratories & equipment.
- High speed data access via virtual private network.





Technium®





Technium Swansea
(building 1)



Technium Swansea
(building 2)



Technium Digital



Technium
Sustainable
Technologies



Technium
Performance
Engineering



Technium
Digital@Sony





Technium
Aberystwyth



Technium OpTIC



Technium CAST



Technium
Pembrokeshire



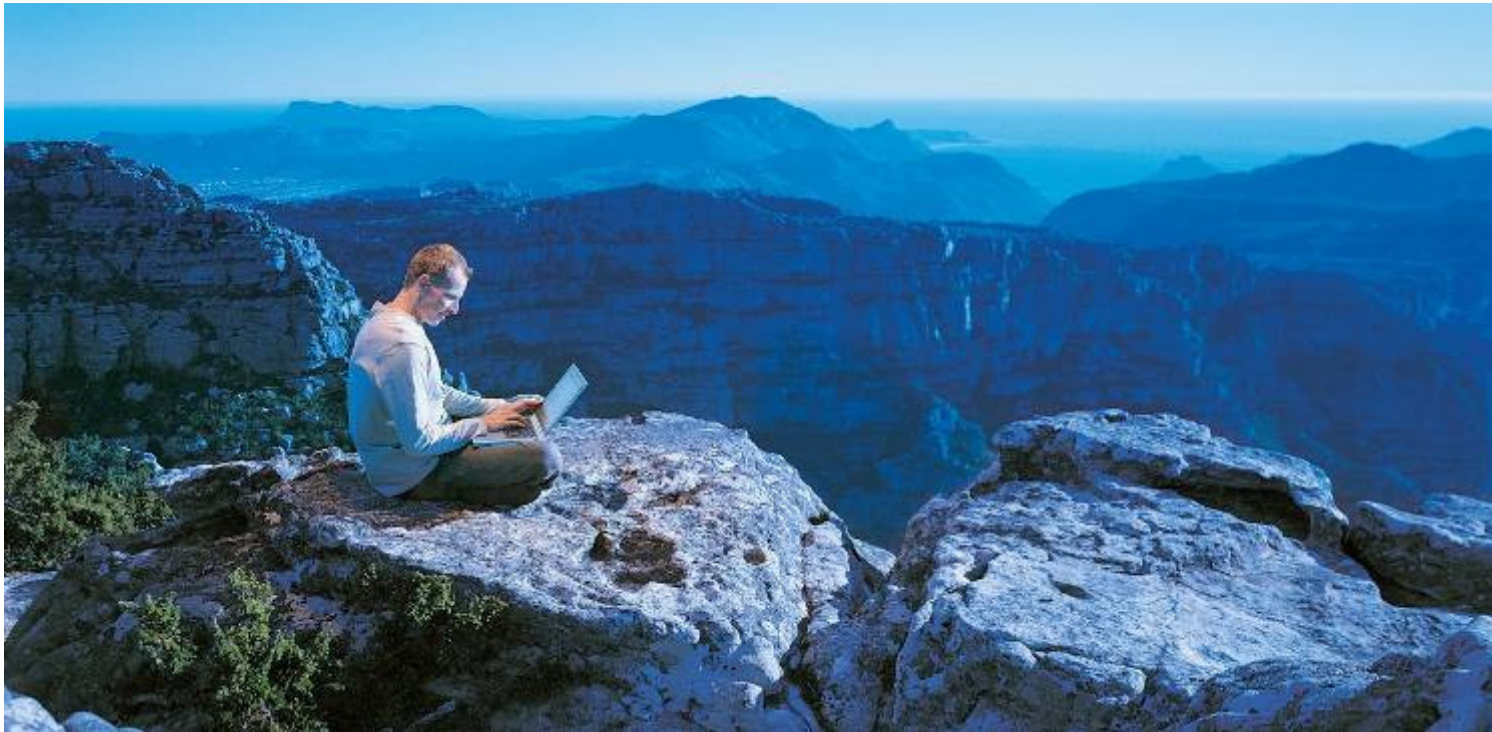
Technium
Springboard





Technium[®]

Challenge



Technium Challenge

- Established in 2003 as an annual UK-based business planning competition designed to support early stage technology companies.
- In 2006 the competition was piloted internationally to support technology companies looking to enter the UK marketplace (pilot countries: Australia, New Zealand, France, China, S Africa).



International Support Package

- Guidance on developing an Executive Summary (as required).
- Local support for developing an International Business Plan.
- Telephone & email support from UK-based professional firms.
- Comprehensive manual provided by Technium on setting up a business in Wales/UK.
- 5-day 'Learning Journey' to Wales for finalists (flight costs included).



Learning Journey

- Return business class flight to Wales, UK.
- Introductions to Technium companies & other Welsh businesses.
- Introductions to local Universities to discuss R&D support requirements.
- Meetings with advisors on a range of topics e.g. funding, technical and general business support available.
- Presentation to the final judging panel.
- Attendance at the prestigious Technium Challenge black tie dinner.
- Press coverage.



Winner's Prize

- 12 months free rent within a Technium centre
- 'International Touchdown' support package including:-
 - Registering a UK business address
 - Free market, customers & competitor analysis
 - Guidance on UK legal & tax matters
 - Assistance with grant applications
 - Other advice (e.g.HR/recruitment etc)
- Welcome to Wales package
- £2,000 towards market research project



Technium Challenge 2008

Winner from China:

- ChongQing TianHai – medical devices company from China



Wales China relations

The partnership between Chongqing and Wales was recommended by Premier Wen Jiabao during his visit to Wales (as Vice Premier with responsibility for the Western Provinces) in 2000.

A Memorandum of Understanding (MOU) between the Chongqing Municipal Government and the Welsh Assembly Government , agreeing to collaboration and co-operation in a number of areas, was signed during the visit to Chongqing by First Minister for Wales Rhodri Morgan in March 2006.

A Memorandum of Understanding (MOU) was signed in March 2009 between the Chongqing Science and Technology Commission and the Technology and Innovation Division of the Welsh Assembly Government for co-operation and collaboration in the fields of science, technology, innovation and research.



Wales China relations

- ChongQing TianHai, China winners of 2008 TCI competition, now have an office in Cardiff.
- Technium has many relationships with Chinese companies and regions including an MoU with Fudan Science Park.
- The Confucius Institute – for the development of Chinese Language and Cultural Studies
- The China Britain Business Council (CBBC) opened its first office in Wales in February 2009.
- Technium-based RAP International working closely with Petrochina's petrochemical complex at Dushanzi.



Proposed Soft Landing Programme

The Technium Soft Landing programme will support Chinese companies that are interested in either establishing a European base in Wales or developing an International Research and Development (R&D) Collaboration (through a new project, partnership, joint venture or launching a dedicated research centre).



Why Technium?

- Technium offers hands-on support and physical office space as well as an introductory programme designed to each company's individual need.
- The Technium team is able to offer companies new to the UK market a tailor-made itinerary which will introduce your company to potential buyers, distributors, R&D links, funders, business support contacts as well as accompanying you to a choice of Technium incubators around Wales.



Proposed Programme

- Logistical support covering airport pick-up and all business travel in Wales.
- Accommodation arrangements and cost.
- Support for market research in Wales and development of a full itinerary for the duration of the visit, including appropriate contacts sourced, meetings arranged and required follow-up.
- Links will be arranged with appropriate and relevant organisations within the region.
- Free temporary office space (15 m², up to 4 weeks) and office facilities (desktop, internet connection, local phone calls).
- Advice on: feasibility study, how to realise a business plan, funding opportunities, company formation in the UK, recruitment, access to grants, cultural advices.



Proposed Programme

- Access to unique Research Centres and Academic Institutions.
- Dedicated sector specific partner sourcing.
- Access to a network of 11 office locations located around Wales – each office is able to provide your business with touchdown desk space, access to ICT connectivity and equipment, meeting rooms, funding advice and basic administration services.
- Access to team of business advisors (a wide variety of Technium stakeholders).
- Welcome to Wales package delivered by the Welsh Assembly Government.
- Sector specific support within key industry sectors such as biotechnology, wireless, photonics, digital media, ICT, environmental technologies, advanced materials and transport technologies.



Proposed Programme

For companies in a position to establish an office in the UK, Technium will offer:

- Free company registration
- One year free rent in a Technium centre
- Free business support
- Free membership to the China-Britain Business Council(Welsh office in Cardiff bay)



Thank you

For further information:

www.technium.co.uk

www.technium.co.uk/challengeinternational

Technium Director:

Steve Davies: steve.davies@technium.co.uk

Chongqing contact:

Qingyun Ma: qingyun.ma@fco.gov.uk



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