

# EXIST

Exeter Initiative for Science & Technology

## insight

A focus on science,  
technology, & innovation  
for the business community

SEPT 18 **ISSUE 07**

### CYBER SECURITY

*A DAY IN THE LIFE WITH ROZ  
WOODWARD, SECURIOUS*

### STUDENTS, START UPS & BUSINESS SUCCESS

*WITH JOE PEARCE, SETSQUARED*

### A DAY IN THE LIFE:

*DR VICKI GOLD, BIOCHEMIST AND ELECTRON  
CRYO-MICROSCOPY SPECIALIST*

### ASSESSING THE RECRUITMENT MARKET

*CATHEDRAL APPOINTMENT'S LYNSEY  
SKINNER SHARES HER INSIGHTS INTO  
IT RECRUITMENT*



**Exeter Chamber**  
of Commerce & Industry

### STEMM NEWS

THOMPSON JENNER BACKS EXIST • EXETER COLLEGE TOPS UK FOR STEMM • GRADUATE ENTREPRENEUR'S FUND REACHES £13K • EXETER COLLEGE OPENS £3 MILLION ADVANCED ENGINEERING CENTRE • GLOBAL AUTOMOTIVE TECHNOLOGY FIRM CHOOSES EXETER SCIENCE PARK • FUTURE OF THE WORKPLACE STUDY • VENTUREFEST SOUTH WEST CONSULTATION • SKILLS STRATEGY SURVEY

# ABOUT EXIST AND INSIGHT

The Exeter Initiative for Science and Technology (ExIST) is a sub-group of Exeter Chamber of Commerce and Industry. The group was founded in June 2011 by a group of business leaders in Exeter and the sub-region. The group aims to optimise interaction between science and technology businesses trading in the area, to increase awareness of Exeter as a centre for science and technology, to build relationships between education at all levels and business, and to encourage investment in the STEM industries in the region.

ExIST Insight is the newest project from the group and aims to raise recognition of the STEM organisations and its community within Exeter and the local region. The quarterly newsletter enables us to share information within the network and for external promotion to encourage increased visibility of Exeter as a science city.

Find out more  
[www.existexeter.co.uk](http://www.existexeter.co.uk)

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## ISSUE 07

### WELCOME TO ISSUE 7 OF EXIST INSIGHT

In this issue we look at some of the cutting-edge organisations and initiatives leading Exeter's drive to champion science and technology.

On page 4 we meet Roz Woodward, who describes her work in supporting Exeter organisations to manage cyber security, protecting their business and customers. On page 10 Joe Pearce talks about the path from student to STEM business start-up and beyond. On page 8, Dr Vicki Gold talks about her role and research at the Living Systems Institute at the University of Exeter. You can find out more about recruitment in STEM, with an article from Lynsey Skinner, head of IT recruitment at Cathedral Appointments on page 6.

We are really proud that ExIST has reached its seventh year. Have a look at the back cover for some key stats on what we have achieved - all with the support of many Exeter based organisations, the local, wider business community and Exeter Chamber of Commerce.

Our next event will focus on plastics and the vital need to find innovative solutions to address the devastating effect that single-use plastics are having on our environment. The event is scheduled for 1 November at Sandy Park. Please keep an eye



Robert Mcllwraith

on our website, [www.existexeter.co.uk](http://www.existexeter.co.uk), for speaker details in due course.

We would also like to thank our current sponsors, which you can see referenced below, joined by our latest new sponsor, Thompson Jenner, for their generous support.

For more STEM news and events, please do visit our website at

[www.existexeter.co.uk](http://www.existexeter.co.uk)

Robert Mcllwraith.

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Robert McIlwraith ExIST, Jon Westley Thompson Jenner LLP, and Paul Sheppard, ExIST

## THOMPSON JENNER LLP BACKS EXIST

Leading independent city Chartered Accountants and Business Advisers, Thompson Jenner LLP, has made a two-year deal to support the Exeter Initiative for Science and Technology (ExIST), joining a group of prestigious organisations that fund the group's work to support the growth of Exeter's science and technology sector.

Jon Westley, partner at Thompson Jenner LLP, said: "We are delighted to support ExIST and the group's aim to help businesses and organisations with science and technology at their heart to grow and flourish in Exeter. This is an important sector for us and we are looking forward to playing an active part in the group and involving some of our own technology sector clients as our partnership develops."

Robert McIlwraith, chair of ExIST said: "We are proud Thompson Jenner has chosen to sponsor ExIST. Without our sponsors it would be impossible to run our quarterly events and produce Insight, Exeter's own publication dedicated to science and technology, and we are grateful to all our sponsors for their continued support."

[www.existexeter.co.uk](http://www.existexeter.co.uk)

## EXETER COLLEGE TOPS UK FOR STEM

Exeter College has been named national STEM FE College of the Year and has received a prestigious award celebrating excellence in teaching in STEM.

Leading the way nationally, in the teaching of science, technology, engineering, and mathematics, Exeter College has received the Further Education College of the Year ENTHUSE Celebration Award from STEM Learning. Held at The Royal Society in London, we were joined by dignitaries at the highly prestigious awards dinner to share our stories about the impact we are making on young people and adults' STEM education.

Winners were announced in seven categories at the now long-standing event.

John Laramy, Exeter College Principal and Chief Executive, said: "As a college we have invested heavily in STEM over the last few years, by opening a dedicated £9m Centre for Maths & Science. We also have a new £3m extension to our Technology Centre, partly funded by from the Heart of the South West LEP's Growth Deal funding, so that we can deliver programmes in advanced robotics, rapid prototyping, and virtual welding."

"Our investments have, when combined with great teachers, excellent students, and outstanding employers, resulted in Award Winning STEM provision. I am, therefore, delighted that, following regional recognition, we have now been recognised as the top college in our country for STEM."

[www.exeter-coll.ac.uk](http://www.exeter-coll.ac.uk)

## GLOBAL AUTOMOTIVE TECHNOLOGY FIRM CHOOSES EXETER SCIENCE PARK TO GROW

Global software as a service developer, Eight Technology (with its Dealerweb Showroom and React platforms) is the first company to have signed to move into the 'grow-on' buildings at Exeter Science Park to accommodate its expanding team.

Working in, and at, all levels of the automotive industry, Dealerweb works extensively with major motor manufacturers and over 1,500 dealerships internationally in providing innovative enquiry management systems.

The company has recently enjoyed rapid growth and knew Exeter Science Park would be the ideal location for its growing workforce.

Martin Hill, Managing Director of Dealerweb, said: "With our extensive industry experience and the work of our expert software specialists, Dealerweb is fast becoming the favoured supplier of automotive retail sales software solutions both in the UK and increasingly in international markets. As such, our team is expanding and out-growing our current office space in Exeter.

Continued investment into some of the best people in the industry has been one of the keys to our success, and we are excited to offer our current employees the many benefits that the Science Park has to offer. As a specialist technology firm, Exeter Science Park is an ideal location for us to be alongside like-minded, fast-growth companies and within a business community that can help us to grow and thrive."

[www.dealerweb.org](http://www.dealerweb.org)

[www.exetersciencepark.co.uk](http://www.exetersciencepark.co.uk)



# A DAY IN THE LIFE:

ROZ WOODWARD, SECURIOUS AND SOUTH WEST CYBER SECURITY CLUSTER



**WE MEET WITH ROZ WOODWARD TO LEARN ABOUT SECURIOUS, A CYBER SECURITY COMPLIANCE COMPANY BASED AT EXETER SCIENCE PARK AND THE SOUTH WEST CYBER SECURITY CLUSTER (SWCSC), A NOT-FOR-PROFIT COLLABORATION RAISING CYBER SECURITY AWARENESS AND BEST PRACTICE IN THE SOUTH WEST.**

Roz a director of Securious, is a qualified accountant (FCCA), and is an ISO 27001 Lead Implementer and GDPR Practitioner. Her background also includes roles as Chief Financial Officer of an innovative mortgage broker and European Director of Finance for a pioneering mortgage lender.

Roz is a key steering group member of the SWCSC. The group enables professionals to work alongside the police to raise awareness of cyber security threats through events, independent step by step advice on its website, and encouraging professionals to share knowledge and best practice.

## **Tell us more about Securious**

Securious exists to help organisations understand where they may be vulnerable in terms of cyber and data security, and to provide clear steps and processes to help them mitigate these risks. For example, any business that takes payments by credit card is at risk and Securious are proud to be a Payment Card Industry Qualified Security Assessor Company (PCI QSAC), one of only 370 worldwide and the first Cyber Essentials Certification body in the South West. This means we can assess and advise on the systems in place to ensure compliance at the appropriate level. We are also ISO 27001 implementers, the International Standard for information security, and are members of the BSI Associate Consultant programme.

Helping clients demonstrate that they are taking cyber security seriously is central to the service we provide. This process helps clients confidently demonstrate to their stakeholders that the organisation is compliant with cyber security standards such as PCI DSS, the Government backed Cyber Essentials Scheme, and ISO 27001. It also demonstrates that appropriate controls are in place to meet the requirements of GDPR.

In this role we provide an independent overview working in partnership with organisations as their cyber security team. We also help them review and test their systems, and those of their third parties, through processes such as vulnerability scanning and penetration testing.

**Providing qualified industry specialists and developing talent in the South West is a key part of our strategy.** We are at the forefront of developing a leading-edge cyber security sector in the region, speaking regularly at events and with the media, as well as nurturing and encouraging young talent.

### Tell us about your average day

My normal start at 6am is an early run, off road, with our dogs, followed by a 45-minute commute into the Science Park in Exeter, which is when I have time to think.

We focus on results, rather than on chargeable time, so I will spend time with clients, helping them to identify risks, showing them how to embed the necessary controls, and explaining everything from a non-technical point of view.

I am from an auditing background and one of the highlights of my work is learning about other businesses. You can learn a great deal by asking questions, and then listening, and seeing clients realise for themselves risks that they were completely oblivious to and then see them starting to take control of their own information security.

### What do you wish other people knew about your work?

I wish more people understood how we can work most effectively and cost-efficiently as an internal resource for their business, helping them ensure information security is at the heart of their business operations and strategy, rather than waiting until something awful has happened and using us to mop up the mess. I also wish people could see how passionate we all are as a team about getting the results clients need within the time scales they need it. We genuinely all get involved with every client at some level.

### What changes have you seen as tech has advanced?

Businesses are becoming more agile, and the opportunities to achieve accelerated growth are huge now. So far, many organisations, including large brands, have not built security as an important part of their growth plans. However, those organisations that are able to demonstrate a commitment to cyber security and best practice are now seeing significant benefits with increased trust in their business and brand, moving cyber security from a necessary evil to a market enabler.

### How do you see the business developing in the next 5 years?

We have some very exciting projects in the pipeline including helping clients to automate and track their various cyber security compliance requirements and building our cyber security operations centre which will enable clients to monitor their networks against threats 24/7. There will increasingly be a requirement for qualified professionals, and we see Securious continuing to focus on developing local talent and being an employer of choice in our industry.

### Why did you choose to base your business in Exeter?

Exeter has a real vibrancy with a lot of dynamic, entrepreneurial businesses starting to make waves on national and international levels. The City and its business community provide an environment where new businesses are supported and encouraged: we have a strong community spirit and celebrate the successes of each other and our City.

It goes without saying that we live in the most beautiful part of the country and from the first time I came here with my father in 1981 to visit the places he grew to love when he was evacuated here during the war, there was only ever one place I wanted to live and work.

[www.securious.co.uk](http://www.securious.co.uk)

The SWCSC publish a number of helpful guides if your business is facing a cyber security threat. See the 'URGENT HELP' tab on [www.southwestcsc.org](http://www.southwestcsc.org)



# LYNSEY SKINNER

## ASSESSING THE STEMM RECRUITMENT MARKET



**LYNSEY SKINNER IS IT RECRUITMENT MANAGER AT CATHEDRAL APPOINTMENTS, A RECRUITMENT CONSULTANCY BASED IN THE HEART OF EXETER, PROVIDING RECRUITMENT SOLUTIONS FOR BUSINESSES AND INDIVIDUALS IN DEVON, CORNWALL, DORSET, AND SOMERSET.**

For many, the South West does not spring to mind as a hub of innovation and technology. Perhaps London, Manchester, or Birmingham would come in higher on the list. However, for the readers of this, we probably don't need to tell you all is not what it seems. Over the last two years, Exeter and the South West has firmly put itself on the map as one of the growing tech hubs of the UK. Since I took over the IT/Tech division of Cathedral Appointments two years ago, I have witnessed the IT

job market thrive, with the number of permanent jobs created soaring each month.

What has ignited the rapid growth of a sector that hardly existed a decade ago? The relocation of the Met Office to Exeter was a pivotal moment for the South West. With a heavy focus on innovation and technology, this provided a platform for other companies to relocate Headquarters and set up a site in the South West. Since then Exeter College has opened its Centre for Advanced Industrial Automation (something members of ExIST were able to experience first-hand), the Science Park has established its roots in Exeter, and a number of both new and existing businesses have set up operations in the South West.

**According to Tech South West report ([www.techsouthwest.org.uk](http://www.techsouthwest.org.uk)), there are now more than 10,900 technology companies across the eight SW counties – this emerging market is employing 135,713 people. This has resulted in a huge demand for digital and tech talent in the market with TechNation citing a 47% increase in jobs since 2014.**

This does bring its challenges however – the availability of IT candidates in the South West can vary dramatically depending on skillset. Due to the demographics of the South West population, we are experiencing an excess number of candidates in senior project management, business analysis, or IT management positions. This is usually made up of high-level candidates who have chosen to move back to the South West after a career in London, or simply those looking for a better quality of life. The challenges for businesses requiring candidates in these positions is that the job title never offers the full picture – usually, experience in a specific industry is needed.

On the flip side, we are experiencing a skill shortage of IT support professionals, particularly for first line/helpdesk roles. This may be because those at the beginning of their career are heading to London, where (in previous years) opportunity has been most ripe. Consequently, this has inflated salaries for IT support roles in the South West. As for developers, the lack of candidates in this field is proving difficult for businesses as they have to explore other options or 'think outside the box' to attract that illusive experienced developer.



**£271 M**

**DIGITAL TECH BUSINESS  
TURNOVER (2017)**

**£101 K**



**DIGITAL TECH TURNOVER  
BY EMPLOYER (2017)**

**£351 M**

**GVA (2017)**

**2,690**

**JOBS IN DIGITAL TECH (2017)**

**(PEOPLE WORKING IN DIGITAL  
TECH INDUSTRIES)**

**10,240**

**DIGITAL TECH JOBS (2017)**

**(PEOPLE WORKING IN  
DIGITAL TECH OCCUPATIONS,  
IRRESPECTIVE OF THE INDUSTRY)**

Source: Tech Nation 2018

## What are the challenges for the future?

Encouraging and attracting top talent will be the largest challenge to the continued growth of technology market in Devon, Cornwall and Somerset. I am regularly asked for advice from clients who genuinely care about retaining their top talent and, of course, attracting fresh talent. There are several factors at play – our biggest

piece of advice is that salary alone will not keep staff happy. Increasingly, we are gaining feedback from candidates who want increased responsibility, opportunities for progression, a flexible working environment, and the chance to work with cutting-edge technology.

I see these challenges continuing for the foreseeable future. From a recruitment perspective, we are having to work hard to proactively attract

candidates using a huge variety of search and selection methods. Over the past twelve months nearly 50% of our tech placements were relocators found by proactive techniques including headhunting. Gone are the days of filling a role purely by advert!

[www.cathedralappointments.co.uk](http://www.cathedralappointments.co.uk)

# STEMM NEWS

## Exeter City Council seek business views on skills

As part of the work Exeter City Council is undertaking to develop a new Skills Strategy for the city, the Council would like to hear from businesses about their priorities and the challenges faced in relation to the skills of their workforce.

To take the ten minute survey, please visit [www.exeter.gov.uk/skillssurvey](http://www.exeter.gov.uk/skillssurvey)

## Future of the Workplace study launches in Exeter

Businesses are being invited to get involved with 'Future of the Workplace' to aid understanding of the best ways of improving workspaces in and around Exeter.

Backed by Exeter City Council and Exeter Chamber of Commerce, the initiative is looking at best practice around productivity and well-being of employees.

Organisations in and around Exeter can complete a survey at [bit.ly/FoftheW](http://bit.ly/FoftheW) which will gather insight into workspaces and work initiatives covering physical space, technology,

and well-being. Findings will form part of a report to the City Council, MP Ben Bradshaw, and local organisations and businesses.

Exeter-based work transformation specialists Space helped kick-start the initiative.

Tim Wadsworth, Director of Space, said: "Future of the Workspace will highlight some of the City's fantastic workspaces and provide guidance backed by data on what is conducive to creating happy, motivated, and productive teams and great working environments."

Anonymised data feeds into the overall report, whilst companies receive a personalised report setting out their information against the local average 'benchmark' on different indicators.

Organisations including Corkscrew, Cosmic, Crowdcube, Devon County Council, Exeter Chamber, Exeter City Council, Expedite, Humanscale, OTB Eveling, Office Labs, Oxygen House, Stephens Scown LLP, the University of Exeter, Wild Hart, and The Workplace Wellness Company met earlier this year to help shape the initiative.

The initiative has also seen the launch of the Space Awards ([www.spaceawards.co.uk](http://www.spaceawards.co.uk)) to recognise great workspaces.

## Venturefest South West consultation

Following the hugely successful event in 2016, the organisers of Venturefest South West are exploring options for an event in early 2019. The 2016 event was a showcase of the cutting-edge innovation and entrepreneurship coming out of Devon, Cornwall, and Somerset. The event brought over 600 entrepreneurs and businesses together with innovators and academics to fuse business ideas with novel research and opportunities for funding.

The day saw nearly 80 speakers share their collective knowledge, with market leaders sharing their sector insight plus success stories from trailblazing entrepreneurs. Venturefest South West celebrated the region's most exciting innovators and facilitated new interactions, collaboration, and investment.

Organisers are looking for business leaders, academics, investors, and anyone with an interest in this event to get in touch so that they can be included in the consultation.

If you would like to take part in this consultation, please contact Lisa Vanstone at One Voice Media: [lisa@onevoicemedia.co.uk](mailto:lisa@onevoicemedia.co.uk)



# A DAY IN THE LIFE:

DR VICKI GOLD, BIOCHEMIST AND ELECTRON CRYO-MICROSCOPY SPECIALIST



**DR VICKI GOLD IS A SENIOR LECTURER AT THE LIVING SYSTEMS INSTITUTE AT THE UNIVERSITY OF EXETER. VICKI IS A BIOCHEMIST AND ELECTRON CRYO-MICROSCOPY SPECIALIST INTERESTED IN PROTEIN TRANSPORT ACROSS CELL MEMBRANES. VICKI'S RESEARCH IS FOCUSSED ON THREE MAIN TOPICS: PROTEIN IMPORT INTO MITOCHONDRIA, BACTERIAL MOTILITY DRIVEN BY TYPE IV PILI, AND VIRAL INFECTION OF BACTERIA.**

**We meet Vicki to learn more about this specialist field.**

## **What's your research background, and what attracted you to move to Exeter?**

The opening of the interdisciplinary Living Systems Institute at the University of Exeter in 2017 attracted me to move back to the UK from Germany. I was given the exciting and challenging opportunity to set up a **brand new in-house electron cryo-microscopy (CryoEM) lab from scratch, the first of its kind in the region.** I am also from Devon originally, and never thought that I could work in such a specialised field in the place where I would most like to live – the opportunity was just too good to miss!

## **What are your main tasks each day?**

My daily tasks are very varied. In my first year in Exeter, I have been completely engrossed in the set-up of the new lab, applying for funding and recruiting the staff to join my team. Now that this phase has passed, I am able to spend more time on experiments, writing papers and further grant applications, and discussing project ideas and results with my group – the most exciting part! I also

teach Biosciences to undergraduates, supervise students, and have various management and committee type roles.

## **What is CryoEM, and how does it support your research?**

CryoEM, or electron cryo-microscopy, is an imaging method that enables visualisation of a sample (in our case biological material) at a resolution where we can see individual proteins and determine their “atomic” structure. The 2017 Nobel Prize in Chemistry was awarded to three scientists who developed cryoEM for high-resolution structural determination. We employ an electron microscope operated at cryogenic temperatures, which unlike conventional room temperature electron microscopy, means that samples are kept frozen and hydrated, without the need for any fixatives or stains that would otherwise obstruct molecular detail. Our in-house 120 kV cryo-microscope is at the cornerstone of our research. It is used to automatically collect high-throughput data of our samples of cells or isolated proteins.





## How is the cryo-EM funded?

Our in-house microscope is funded and run by the University of Exeter, but it acts as a feeder facility for the GW4 Regional Facility for CryoEM in Bristol, of which we are also a major part. The timing here was extremely fortuitous - colleagues in Bristol and we here in Exeter were both awarded large Wellcome Trust CryoEM equipment grants and through the GW4 Alliance (with co-investment from Bath and Cardiff), we were able to jointly purchase a 200 kV cryo-microscope with the latest generation of camera (called a direct electron detector), that enables even higher resolution imaging. In practice, this means that preliminary data collection, sample screening, and data processing is performed conveniently in-house, and if necessary,

higher resolution data can be collected at our joint regional facility.

## What are the eventual societal benefits of your research?

As I work on a number of different topics, the benefits of my research are wide-ranging. For example, our work on mitochondria will lead to a greater understanding of mitochondrial diseases associated with protein transport. Work on bacteria is geared more towards understanding how microbes move within our environment and exchange genetic information, a key factor in the build-up of antibiotic resistance and development of pathogenicity.

## What is your favourite aspect of the job?

The excitement that stems from getting results that really help our understanding of fascinating and intricate biological systems.

What would you say to someone interested in a career in bio-sciences?

If you love biology, it is a rewarding, interesting, and varied job that keeps you mentally stimulated and challenged. Some work experience in a lab environment would be a good idea to find out if it is the right career for you.

[www.exeter.ac.uk/livingsystems](http://www.exeter.ac.uk/livingsystems)

# STEMM NEWS

## Gradate Entrepreneurs Fund reaches £13,000

A University of Exeter crowdfunding campaign to help student entrepreneurs stay in the City after graduation, has now reached more than £13,000 thanks to donations from a number of sponsors.

Exeter's GEM (Graduate Entrepreneur Maintenance) Fund will cover student entrepreneurs' living costs, idea development, and marketing. There will also be a new incubation space at the University's Innovation Centre to offer graduate entrepreneurs work space, advice, support, skills training, and technical facilities.

Thanks to a donation of £5,000 from Exeter based property company, Eagle One, the campaign has reached its

minimum target. This will be matched with a further £1,000 by Santander Universities.

Paul Goodes, group managing director at Eagle One explained: "What drew me to the campaign was the fact that Exeter was at the core of it. Exeter has a vibrant heart and through business, innovation and collaboration it can continue to thrive. We cannot allow great students to drift off, we need to keep them and their great ideas and enthusiasm. Exeter will only excel if everything about it continues to develop.

"I like idea of Eagle One's sponsorship being £5,000 now but this is potentially creating a £500,000 business longer term."

The crowdfunding campaign will close in September 2018.

[www.exeter.hubub.net/p/graduateentrepreneurfund](http://www.exeter.hubub.net/p/graduateentrepreneurfund)

## Sidmouth Science Festival returns with high profile scientists

Speakers at this year's Sidmouth Science Festival include the BBC OneShow's Marty Jopson, Prof Iain Stewart (BBC4 presenter), and Dr Suzie Imber (Winner of BBC2 Astronauts), as well as Prof Graeme Stephens FRS from the NASA Centre for Climate Sciences. The 2018 Festival runs from Thursday 27th September until Sunday 14th October with events for all ages and all abilities, many of which are free of charge.

David Bramley, Chair of the organising team said: "The Sidmouth Science Festival offers hours of entertaining and thought-provoking events including talks and workshops. Learn about fossils, stars, energy, light, weather, the Enigma machine, brains, well-being, and much more. Race a jet car. Get involved in a technology workshop. Visit the gallery of schools' art, a brewery, and a wastewater works. There is so much to see, do, and learn this year: we welcome all to attend."

The exciting programme for this year's Sidmouth Science Festival is now available online.

[www.sidmouthsciencefestival.org](http://www.sidmouthsciencefestival.org)

# SETSQUARED EXETER

WE MEET JOE PEARCE TO TALK STUDENTS, START-UPS, AND BUSINESS SUCCESS



**JOE PEARCE IS HEAD OF BUSINESS SUPPORT AT THE UNIVERSITY OF EXETER AND REPRESENTS SETSQUARED, A PARTNERSHIP BETWEEN FIVE UNIVERSITIES ACROSS THE SOUTH OF ENGLAND.**

Working at the University of Exeter for about 15 years, Joe's role has always focused on supporting regional SMEs, initially in developing student and graduate placements and then establishing Knowledge Transfer Partnerships. Prior to joining the University he built up experience in owning and running small businesses, having been commercial manager of a process engineering business and director of a funding consultancy. Joe now heads up the SETsquared Exeter activities including the Business Acceleration support now based at Exeter Science Park, and formerly operating out of the Innovation Centre.

SETsquared, formed in 2003, was originally a collaboration between

Bath, Bristol, Southampton and Surrey Universities with Exeter joining the group in 2011. The SETsquared partnership was ranked as the World's Top Business Incubator – Managed by a University by UBI Global in February 2018, having supported over 3,500 hi-tech start-ups to develop and raising more than £1.5bn of investment.

SETsquared has three main areas of activity: student enterprise, research collaboration and business acceleration, providing a suite of programmes (ICURe, Entrepreneurship, Business Acceleration, Scale-Up, Open Innovation and Investment) which assist companies from the early research stage through to start-up and on to growth.

For Joe, a key focus has been student entrepreneurship, having developed a number of initiatives designed to facilitate entrepreneurialism and support start-up business. "We want to encourage students to consider running their own businesses from the outset, as an attractive and viable alternative to seeking employment upon graduation. Our works sets out to ensure that first year students know about SETsquared and throughout their courses there are a multiple opportunities to develop their knowledge and understanding of business, whatever discipline they are studying."

This autumn the University of Exeter is launching its first curricular entrepreneurship programmes – including modules open to all students to take towards their degrees. The courses will give students an understanding of entrepreneurial skills and competencies through a wealth of case studies and classroom-based learning.

Students taking this module are encouraged to join the SETsquared Exeter 'Think, Try, Do' programme which offers the opportunity to plan and launch their own businesses in a safe and supported environment. Joe said: "In the last academic year the team ran events, workshops and 1-1 meetings which attracted more than 1,100 students. In the previous 2 years we supported the launch of 18 student led businesses, 10 of which continue to trade, and between them have raised over £1M in private investment. Some participants have gone on to run very successful businesses, such as ModMyPi and Kompas. However, at this early stage, failure, as much as success, is a big part of the learning curve."

In addition, the University is developing both space for student entrepreneurs at the Innovation Centre and funding opportunities through the new Graduate Entrepreneur Maintenance (GEM) Fund, which aims to help recent graduates stay in the region to launch their businesses. (link)

Across the SETsquared group, it is estimated that 9,000 jobs have been created since the launch of the partnership, with a vision for a further 14,200 jobs over the next decade.

Taking a business-centric approach is paramount to Joe's work and in a wider context to the development of the region. Joe says: "The development of the Exeter Science Park and the strategic partnership between the Science Park and SETsquared Exeter is critical to support STEMM business in the area. The Science Park provides a vehicle to deliver regional growth in hi-tech, research collaborative companies."

The Science Park is currently home to 22 SETsquared clients, with the number set to grow as further buildings are completed.

Joe says: "Our ambition is to keep the talent we grow, by nurturing students, encouraging collaboration between our world-class researchers and supporting businesses from start-up to scale-up and beyond. This is central to the region's economic success."

### The SETsquared Exeter Team



**SAM MICKLEBURGH,**  
**expert in residence**

Sam has a background in large corporate business, as well as launching a number of successful start-up companies herself. Her experience spans working for BP, BA and Thompson Reuters and playing a pivotal role in the turnaround of Axminster Carpets, as well as launching start-ups in fashion

and retail. At SETsquared Exeter Sam offers one-to-one support for clients on growth strategy and is adept at connecting clients to the wealth of knowledge and expertise available.



**EMILY DAVIES,**  
**student start-up manager**

Emily is the SETsquared student start-up manager, focusing specifically on Student Enterprise projects. Emily is responsible for programming and delivering workshops, events and providing one-to-one support to nurture and encourage enterprise and entrepreneurship.

### TO READ MORE ABOUT SETsquared Exeter

visit: [www.exeter.ac.uk/business/innovation/setsquared/](http://www.exeter.ac.uk/business/innovation/setsquared/)

### CASE STUDY: KOMPAS

KOMPAS was formed in Munich in 2015, by co-founders Tom Charman and Olivia Higgs, while completing a year abroad as part of their degree at Exeter. After returning from Germany, Think; Try; Do supported them in fine-tuning the early stage business with its minimum viable product and now employs 10 full-time employees with an expected turnover of £250,000 for 2018. Tom presented at the SETsquared Investment Showcase in 2017, and the company has successfully raised a significant round of investment in recent months. Tom was involved with SETsquared right the way through his degree and said: "SETsquared Exeter and Think; Try; Do has not only helped KOMPAS, but it's helped me develop as an entrepreneur during my time at university." KOMPAS currently has offices in the U.K. and U.S.

## STEMM NEWS

### Official Opening of state-of-the art £3 million Exeter College 'Advanced Engineering Centre'

The formal opening of a state-of-the art £3 million 'Advanced Engineering Centre' - at Exeter College - a UK leading centre of excellence for robotics and virtual welding - has taken place.

The next generation of leaders in engineering are being inspired at the centre, a 780 square metre extension to the Exeter College Technology Centre on the edge of Exeter.

The Centre is meeting the growing demand locally, regionally and nationally for teaching in engineering,



John Laramy, Principal of Exeter College, Christine Ourmieres-Widener, Chief Executive of Flybe, and Steve Hindley, Chairman of Heart of the SW LEP at official opening.

robotics, automated manufacturing, and rapid prototyping. The College is offering a range of programmes covering these subjects starting this September 2018 for school leavers.

The Centre is partly funded from the Heart of the South West LEP's Growth Deal funding.

The facility features the largest virtual welding training facility in Europe, with virtual and conventional welding equipment. The Centre features eight new, manufacturing-quality robots. There are also five 3D printers that enable rapid prototyping and manufacturing.

Exeter College has worked very closely with industry partners Kuka, Axminster Tools, and Arconic to equip the Centre with the very latest technology - demonstrating the College's strong links and collaboration with industrial partners.

[www.exeter-coll.ac.uk](http://www.exeter-coll.ac.uk)



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## UPCOMING EVENTS

### TECH EXETER CONFERENCE 2018

Friday 7th September

Exeter Business School

[www.conference.techexeter.uk/](http://www.conference.techexeter.uk/)

### SIDMOUTH SCIENCE FESTIVAL

Friday 28th September to Sunday 14th

October 2018 inclusive

[www.sidmouthsciencefestival.org](http://www.sidmouthsciencefestival.org)

### SOAPBOX SCIENCE AT EXETER

Saturday 22nd September

Princesshay Square, Exeter

[www.exeter.ac.uk/research/events/](http://www.exeter.ac.uk/research/events/soapbox/)

[soapbox/](http://soapbox/)

### EXIST QUARTERLY EVENT

**RESPONSIBLE USE OF PLASTICS**

Thursday 1st November

Sandy Park

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