

**Innovate UK**  
Technology Strategy Board



Science & Technology  
Facilities Council

# Harwell Space Launchpad II Investment Readiness Programme

2015

# What did we set out to do?

Provide an Investment Readiness Programme that was a mixture of assessment, workshops and one to one mentoring. This was a streamlined programme in order to optimise on the entrepreneurs time and to get them ready for investment in the shortest period possible. The companies are and will continue to be invited to a series of investor events to optimise on their exposure to investors to help receive their match funding.

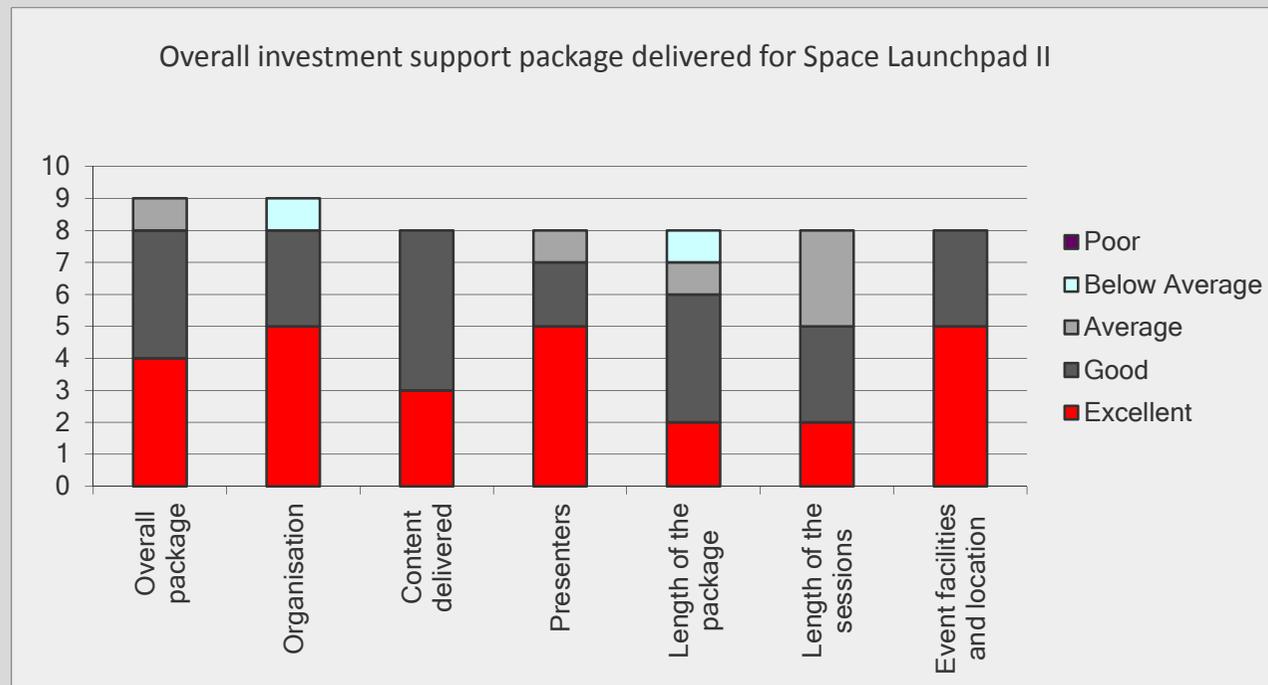
Desired outputs from participating in the Investment Readiness Programme:

- The companies receive match funding.
- Establish a sound business case and investment proposition.
- Incorporate the companies into the Space Cluster for long term support and success.

# What was achieved for the companies?

## Wait and See

The benefits from the programme will be realised in the coming months as companies go for investment and investors carry out their due diligence. However the response and feedback from the companies was fantastic! Here are some of the highlights...



# What went well?

*'Each session presented a 'lightbulb' moment'*

*'I feel we are in a much stronger position to attract investment now, and we are talking to potential Angels'*

The combination of one to one and workshops was very welcomed by the entrepreneurs.

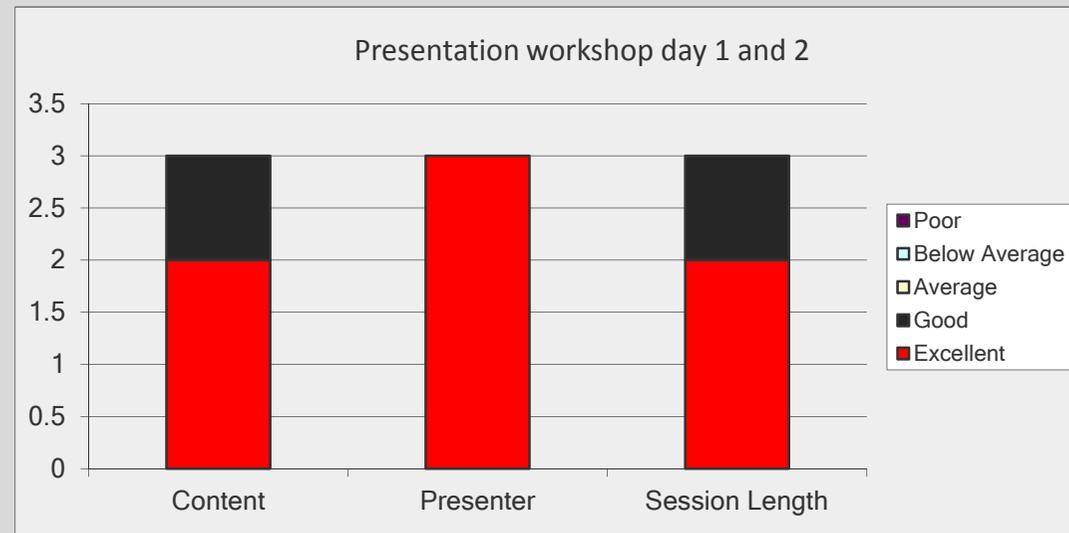
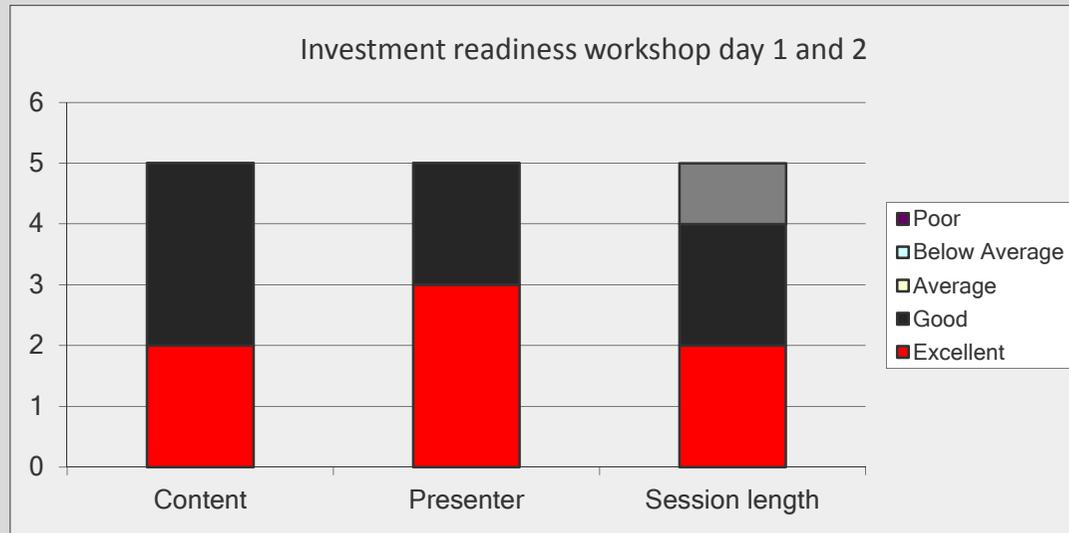
The workshops provided a high level discussions and the opportunity to share best practice. This was very evident in the cohort that went to all elements of the programme, who were all very supportive of each other.

The one to ones allowed for greater tailoring and to hone down on individual problems and provide unique feedback. They were well received, which was supported by the high credibility of the assessors.

Did you utilise the one to one sessions?	
Answer Options	Response Percent
Yes	88.9%
No	11.1%

Did you utilise the workshops on offer?	
Answer Options	Response Percent
Yes	62.5%
No	37.5%

# What went well?



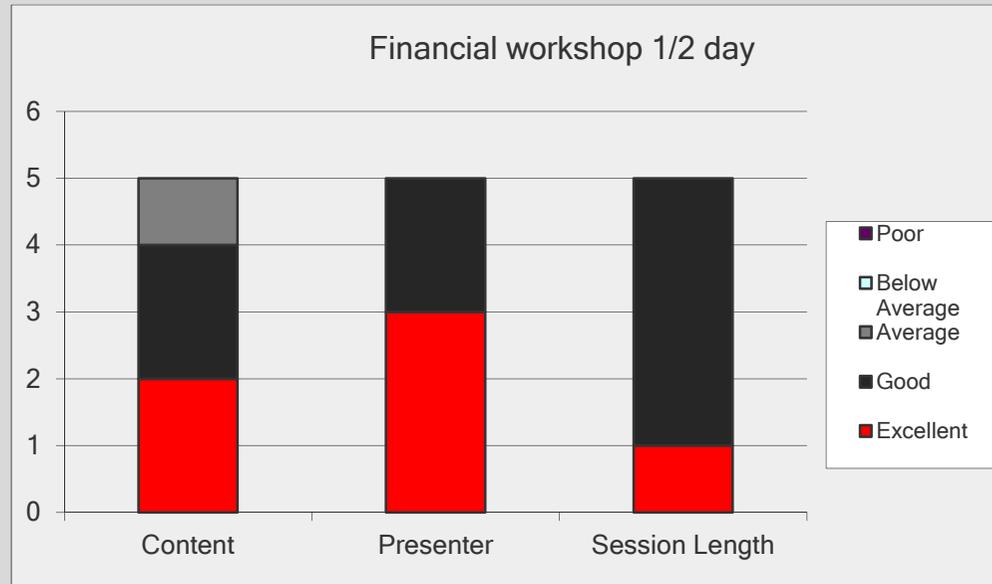
*'Very good, it changed my approach to presenting'*

*'Life changing... I have had people come up to me at lunch and congratulate me on the quality of my talk'*

The workshops helped build a stronger cohort of companies supporting each other.

The workshops were delivered by highly credible entrepreneurs and investors, who shared their experiences.

# What went well?



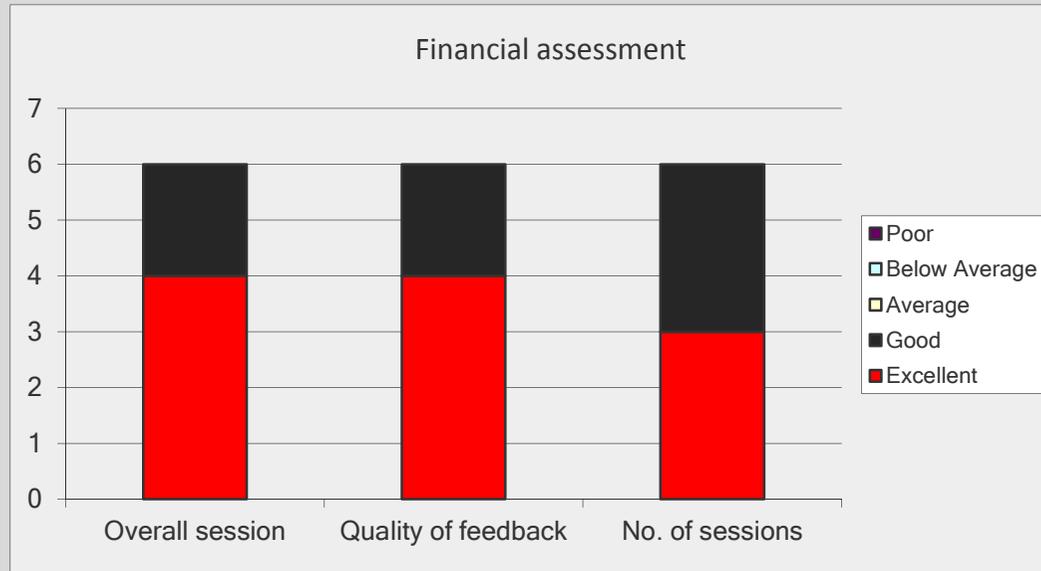
*'Well constructed - well presented - highly informative'*

*'Excellent, but I was struggling to take in all the information in half a day.'*

*'Valuable insight on how to prepare an elevator pitch, financials, business and operational plans for investors' presentation.'*

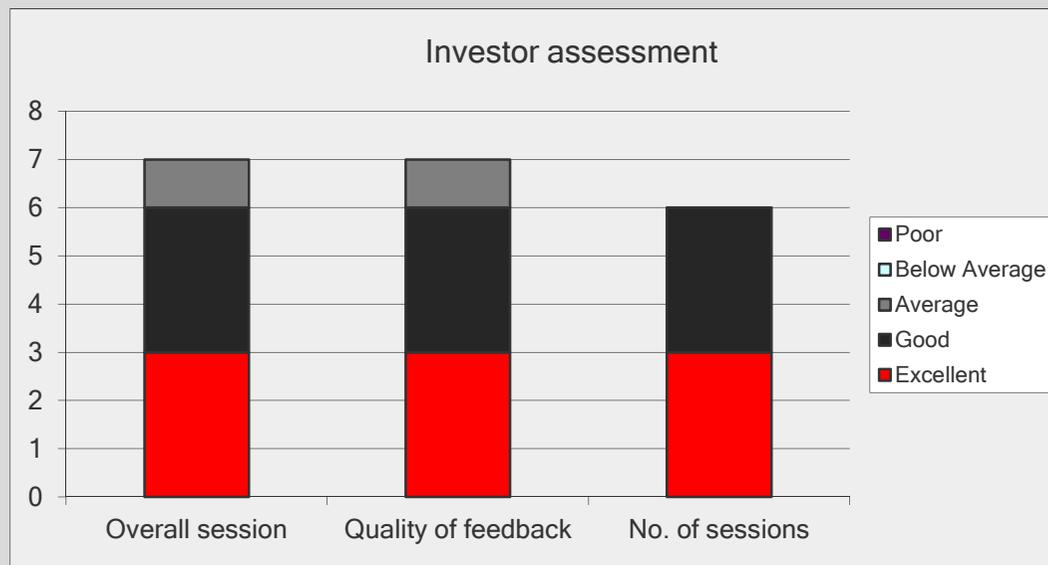
The Financial workshop opened up some great discussions between the cohort and was of course a highly popular subject.

# What went well?



The programme was designed to optimise on time by providing the core foundations when going for investment.

The use of one to one meetings helped create a tailored programme and hone down on individual needs.



By providing meetings at the beginning and the end of the programme it enabled progress to be measured.

# What went well?

*'It was good having a before and after one-to-one session. It helped in preparing me for the workshops, and assessing my progress after the workshops.'*

*'Very useful to discuss concepts with an investor.'*

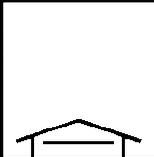
The improvement in the companies was assessed by an experienced investor, who evaluated the change in companies from the start to end of the programme. This was over a duration of one month, but it would be good to track its effect over a longer period.

The companies proposition was evaluated based on the problem (why?), the solution (what?), size of target market (who?), route to market (how?), the business plan, team, financials and exit options.

All companies showed an improvement, with an average gain in performance of 32%. Some improved more than others, especially as some of the investor propositions questioned the fundamental business models, which will take longer to apply the changes.

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