

Cambridge Corporate Gateway 2009

A programme of customised meetings with leading University researchers and new technology companies in Cambridge, UK – providing you with an insight into the latest innovations and business opportunities

March 30 - 1 April 2009

www.cambridgenetwork.co.uk/corporategateway



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Cambridge: your world class business partner

Cambridge is synonymous with innovation. It is home to a University with a world-class record in scientific discovery and to the most vibrant cluster of high-tech and biotech companies in Europe. This unique mix of academic expertise and technology innovation, known as the 'Cambridge Phenomenon', is driving the development of breakthrough technologies and applications that are changing our world.

The University: for centuries, Cambridge has contributed to the development of our society. In Science, foundations laid by Newton and Darwin have fundamentally changed our understanding of the world. The discovery of DNA, the invention of the jet engine, the splitting of the atom and the founding of modern computing all took place in Cambridge.

The Business Cluster: Cambridge is the birthplace of exciting new companies such as ARM, Artimi, Akubio, Astex Technologies, Cambridge Display Technologies, Cambridge Silicon Radio, Plastic Logic, Purely Proteins and Xaar. It has also attracted many world-leading companies including BT, Genzyme, Kodak, Microsoft, Pfizer, Philips and Unilever, which have set up research facilities and contributed to the Cambridge Phenomenon.

Consisting of over 1,500 companies and employing more than 45,000 people, this cluster is involved in some of the most innovative areas of technology including nanoscience, post human genome biology, wireless communications, drug discovery and inkjet printing. With world-leading research institutes such as the Wellcome Trust Sanger Institute nearby, there is a significant interaction between the disciplines and organisations, which is catalysed by business networking organisations such as the Cambridge Network.

Your three steps to success in

1

Expert consultation before you arrive to match your needs to Cambridge opportunities

Once you are registered, we will contact you to:

- Understand your company's interests and business needs, and identify the resources we have in the Cambridge region that meet these needs
- Identify potential business / academic partners from which you can select the ones you want to meet based on their relevance to your business interests
- Design a two-day schedule of meetings with your shortlisted partners that best addresses your interests, and ensure that these partners are briefed on your interests.



Cambridge...

2

Tailored visits to introduce you to appropriate cluster/university partners

Once in Cambridge, a typical schedule will allow you to:

- Carry out exploratory meetings with cluster/university partners either one-to-one or in very small groups. Typical sessions last 45mins to one hour.
- Go deeper on a one-to-one basis with partners (often on their own premises) where the exploratory meetings show potential for agreeing specific actions.

We will arrange and facilitate these meetings. While not covered by confidentiality agreements, they will be structured to provide you with ample opportunity to identify and explore areas where you might build effective relationships.



3

Networking to link you with like-minded academic and business contacts

During your two-day visit to Cambridge you will have many opportunities to network and develop academic and business contacts over and above those you have specifically asked for:

- The Corporate Gateway Dinner at a Cambridge College
- An invitation to a Cambridge Network Open Meeting which typically attract 150 local organisations
- Lunchtime and breakfast events organised by member organisations.

These informal opportunities to meet with further stakeholders in the Cambridge phenomenon, and with fellow participants, will enable you to benefit from the same networking formula that has enabled many of our high-growth businesses to flourish.



Cambridge Corporate Gateway

This tested formula enables you to select and meet with high-technology entrepreneurs and University researchers whose work is relevant to your company. Customised to fit your needs, you will participate in a rewarding two-day programme of individually tailored meetings and networking events.

Benefits

By participating in the Cambridge Corporate Gateway you will:

- Work alongside participants from the world's best companies who share your passion for science-enabled innovation
- Find research and business partners that can identify new ways to address your real business needs
- Save time by using impartial facilitation services from the best-connected sources in the region
- Network with peers and partners that go beyond the 'usual suspects'
- Seed relationships to take forward in whatever manner you choose

Reach

The cluster that embodies the Cambridge Phenomenon extends well beyond the city of Cambridge. The map below shows the geographical scope of the community to which the Cambridge Corporate Gateway can introduce you.



Track record

Cambridge Corporate Gateway

In recent years, Cambridge Corporate Gateway attracted participants from four continents including: Air Products, Apple, Avantium, BHP Billiton, Boeing, Deutsche Telekom, DoCoMo & Samsung, Du Pont, Eastman Chemicals, Egg, Glaxo Smith Kline, Google, Infineon, Kodak, Osaka Oil and Gas, Qualcomm, Roche, Siemens, Schneider, Thales, Yorkshire Water, and WL Gore. Major deals were struck as a direct result of the relationships seeded. Here are some of the comments we received after running this programme:

"This event was a great introduction to Cambridge University and the Science Parks, and helped us to meet some of the key contacts in the Cambridge community." Kodak

"Through the Cambridge Corporate Gateway, Plastic Logic has been introduced to a number of potential partners from all over the world. Having first met BASF Ventures at the Corporate Gateway event, we are delighted that this particular relationship has blossomed into a multimillion dollar investment in our company." Stuart Evans, Plastic Logic CEO



"I found the Corporate Gateway to be an excellent method to get a concentrated exposure to the vibrant entrepreneurial and academic environments of Cambridge. The staff of the program were uniformly great, and went out of their way to make the event relevant to each participant and, overall, an effective few days for the delegates." Shannon Maher, Google

"Gore is in active business collaboration talks with a number of Cambridge based companies to which it was introduced by the Cambridge Corporate Gateway. These include, Cambridge Display Technology, Plastic Logic and Ranier Technologies." WL Gore

Booking information

The organisers: The event is organised jointly by the University of Cambridge's Research Services Division, which identifies funding opportunities and encourages collaboration with companies and sponsors seeking to build links with academic research, and Cambridge Network Limited, the network co-ordinator of the cluster of science and technology companies in the Cambridge region. Matching corporate interests to Cambridge partners is a core activity of both organisations.

Who should attend? Cambridge Corporate Gateway is intended for business leaders with responsibility for innovation and competitive advantage. While a deep understanding of science and technology is not required, an appreciation of how innovation can positively impact your business certainly is.

Dates: Cambridge Corporate Gateway is held twice a year, with one event held in April and a second in October. Details on the forthcoming dates can be found at the following web address: www.cambridgenetwork.co.uk/corporategateway

Costs: The cost for an individual participant is £1,050 + VAT. This covers:

- Creation of a customised two-day schedule for each participant
 - Informal lunches
 - Participation in lunchtime and evening networking events/dinners.
- The fee does not include accommodation in Cambridge or transfers to and from Cambridge.

How to register: To register to attend this event, please go to: www.cambridgenetwork.co.uk/corporategateway or email corporategateway@cambridgenetwork.co.uk to request a registration pack.

Further information: For further information, or to discuss your individual needs, please email corporategateway@cambridgenetwork.co.uk

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