

My Business Innovation Journey

Southeast business leaders tell their stories of how they captured a market opportunity and how the national and regional business support frameworks catalysed the process.



Leveraging Innovate UK Business Growth



Evan Jones

Chief Executive Officer
Complete Cyber Ltd



Dani Haddad

Sales and Marketing Director
Agrigum International

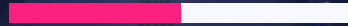




Complete Cyber

“We excel in transforming the cybersecurity landscape for businesses. Our expertise lies in addressing the most complex cybersecurity challenges that organisations face in today's rapidly evolving digital world”

Innovate UK Journey





Complete Cyber



IT Security

- Securing Cloud and On-Prem Environments
- Security Testing (Penetration & Vulnerability Assessments)
- Security Monitoring Services
- Phishing & eLearning Platform



Operational Security

- Risk & Audit Assessments
- Security Testing
- Security Training & Awareness
- Mobile Posture Evaluation





Innovate UK FOAK

- **Specific to the Railway (fund for Railway projects, Vault IoT was funded by Innovate UK**
- **Quarterly monitoring is provided, with Gates set for Pass/Fail status**
- **Grant supports development of own Intellectual property and Commercialisation with potential Clients**
- **Business Support for Commercialisation is also offered**





Concept Product Idea

Our goal to solve simple Cyber evaluations was to provide automatus support for Clients in the OT domains



Innovate UK Funding

Specific to our Operating industry we discovered Innovate UK Funding opportunities. Note, look for Innovate Transfer Managers for advice & support



Innovate UK Investment Support

Access and enrolled into Innovate UK training for getting investment 'ready' for seeking further Private scaling investment for company growth



First of a Kind Grant

Successfully cohort for the FOAK Innovate Grant ~ circa £400K to build Vault IoT a portable mobile security inspection device

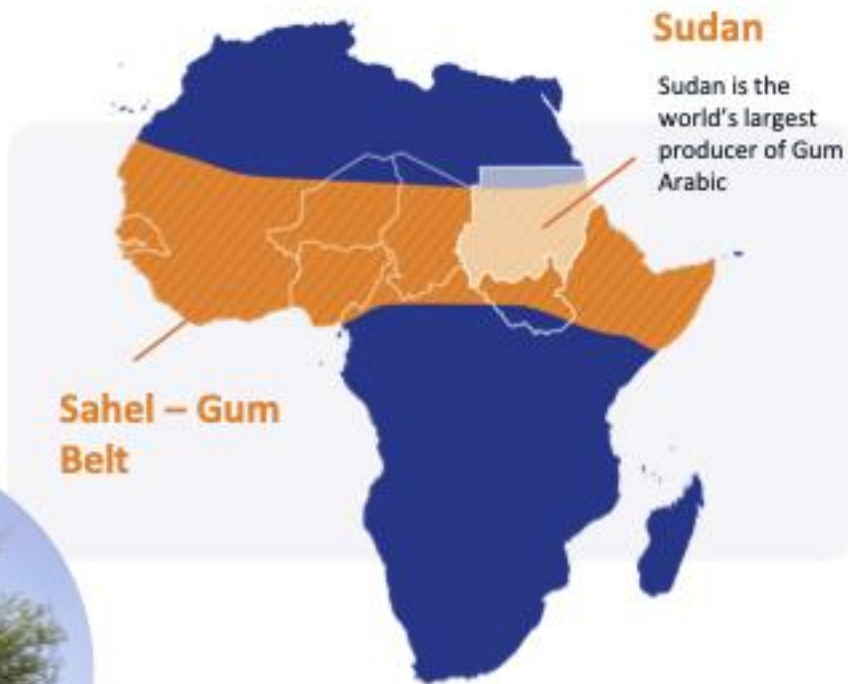


Gum Arabic

What is Gum Arabic & Where does it come from ?



Acacia Senegal Tree



Raw Gum Arabic



Kibbled Gum Arabic



Spray Dried Gum Arabic



A RANGE OF USES

Gum Arabic enjoys a remarkable diversity of applications mainly due to many of its desirable physico-chemical properties.

- Emulsifier
- Encapsulation Agent
- Surface Finishing Agent
- Soluble Fibre Source
- Film Forming Agent
- Stabiliser/Thickener



HOW WE MET...

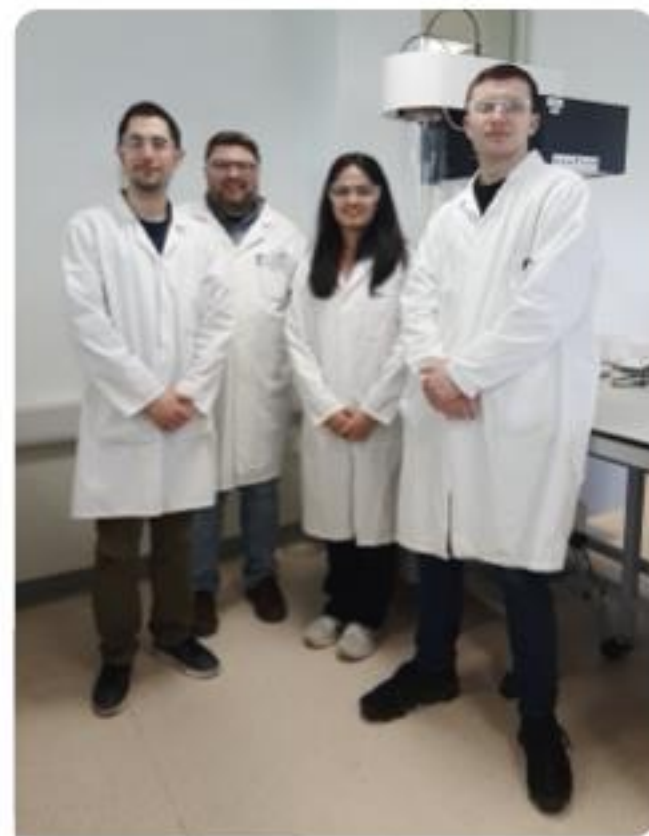


HOW IT'S GOING

GUM ARABIC **REDEFINED**



AGRIGUM®
SCIENCE



Leveraging the Growth Hub Buckinghamshire Business First



Angela Spang

Founder and Owner

JUNE Medical



James Hakesley

CEO

Cube





JUNEMEDICAL

SIMPLIFYING COMPLEXITY

Angela Spang

linktr.ee/angelaspang

WOMEN
OWNED



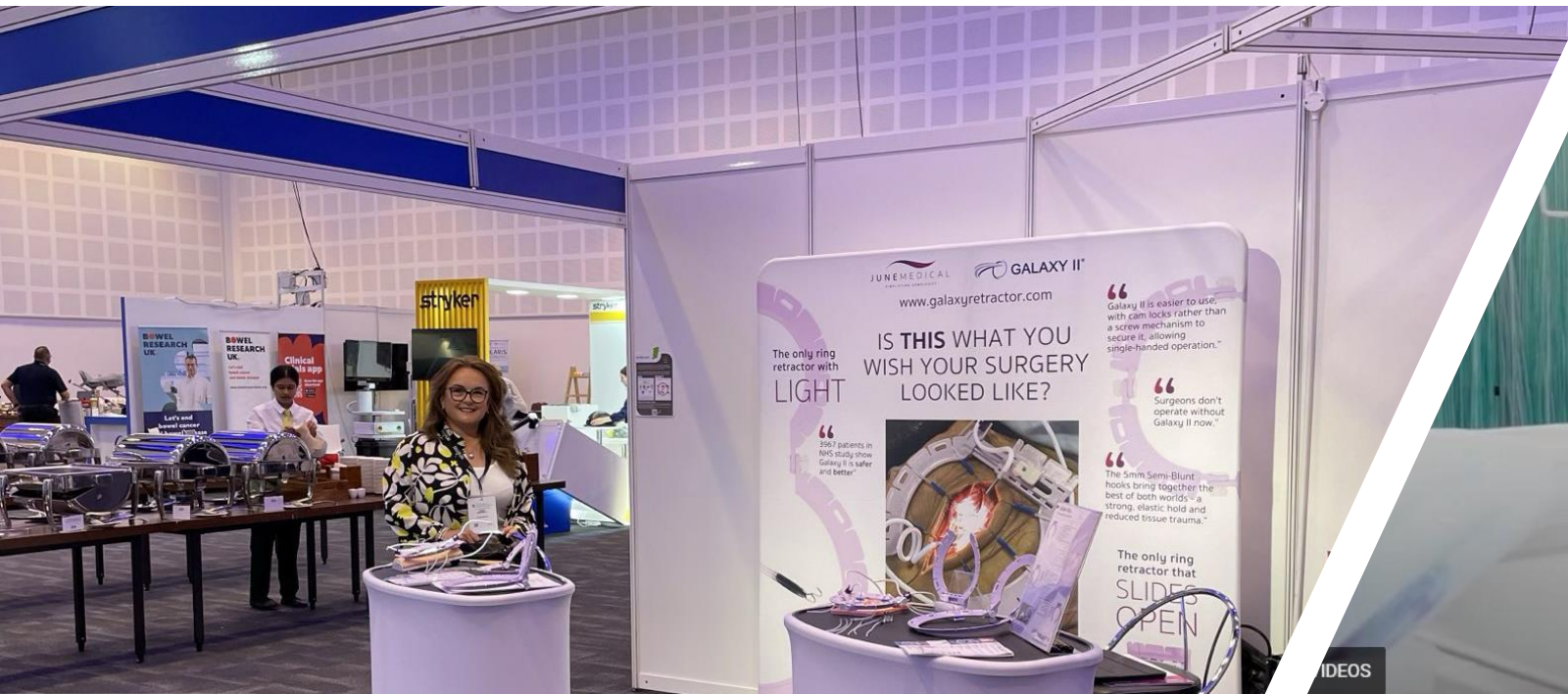
GALAXY II®

SELF-RETAINING SURGICAL RETRACTOR

Most Advanced Self-Retaining Surgical Retractor of 2022



FOLLOW US:  









2021



JUNEMEDICAL

SIMPLIFYING COMPLEXITY

Angela Spang

linktr.ee/angelaspang



CREATE YOUR REALITY

The future of content as
we know it.

 CUBE™

CUBE
STUDIO

CUBE 



WHAT WE DO



**VIRTUAL
PRODUCTION
STUDIO**



**PRODUCTION
SERVICES**



**VIRTUAL ART
DEPARTMENT**



**POP UP
STUDIO**



**TURNKEY
STUDIO
SOLUTIONS**

TRUSTED BY



OUR GROWTH JOURNEY WITH BBF



**CUBE VIDEO
2015**



**JOINED
GROWTH
PROGRAM**



**GRANT
SUPPORT**



**LAUNCHED
CUBE STUDIO
2023**



AWARDS



CONTACT

GET IN TOUCH.

James Hakesley
CEO
james@cube.studio

Leveraging Innovate UK Business Connect



Kym Jarvis

Director

Viridian Consultants



Erica Yang

Founder

Chilton Computing



Viridian Consultants Ltd Viridian, ViridiScope and InnovateUK

The Company – A Micro SME

Founded in 2001 to provide consultancy services, training & chemical analysis in Nuclear, Chemical, Mining, Forensics & Homeland Security

Operates in UK & Canada

The Business

Develops innovative new approaches to materials characterisation for nuclear decommissioning

Management

CEO - Professor Jarvis – Co-Founder. She has 33 years experience in chemical & isotopic analysis & the application of lasers. Formerly Head of Government Research Facility

Director - Professor Parry – Co-Founder. She has over 40 years experience in radiometric characterisation. Formerly Director of Research Services at the Research Nuclear Reactor, Imperial College, London.

Viridian-tc.co.uk enquiries@viridian-tc.co.uk



ViridiScope: the laser sampler for nuclear sites

Fast Remote Sampling of a wide range of materials using ground crawling & wall climbing robots

Analysis within minutes of sampling saving months

Radiometric, isotopic, chemical and asbestos information all from the same sample

Reduced radiation dose to operator

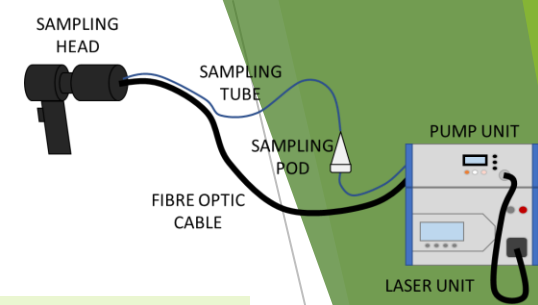
Sampling at height, in voids, pipes & duct-work

No dust , cross-contamination or mess to clean up

**Safer, Cleaner & Faster
than is currently possible**



Working with InnovateUK



- ▶ Feasibility Study, R&D Project, SBRI First of a Kind Deployment, SMART Grant
- ▶ Duration 1-3 years, value £56K to £1.2M
- ▶ Ten applications over 9 years. Nine successful Total Value **£1.75M**
- ▶ Added value Coaching, IP Audit, Mentoring, Access to Dept of International Trade. Oh and some awards

 - ▶ EDF Energy Blue Lab Award
 - ▶ Ministers Award, Nuclear Decommissioning Authority
 - ▶ Women in Innovation Award





Viridian Consultants Ltd
Viridian, ViridiScope and InnovateUK

Viridian-tc.co.uk
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Chilton Computing: our innovation journey

Innovate Local South East Event
BNU, High Wycombe

Dr Erica Yang

CEO, Chilton Computing, UK

17 September 2024



www.CaringOS.com



Simplifying Self-Care for People Living with Long-Term Conditions

AI assistants and technology for
Digital Notes | Care Observations | Healthcare Reports

Our journey overview

- Start off with Telecare, our first Innovate application
 - Got connected with
 - Ray Chegwin, KTN lead in nuclear, via a SBRI project in NDA challenge
 - Eileen Modal, Business Connect (South East)
 - And many others, advisors, investors, like-minded entrepreneurs ...
 - Finding our “market fit”
 - Successful with various SBRI competitions (feasibilities) in different sectors
 - Finding our “product-market fit”
 - Digital healthcare with IoTs, AI and AR
 - Finding our place on a global stage
 - Leading an innovate funded a Eureka cluster project (4.6m euros), collaborating globally
 - Involve actively in European R&D biddings
 - Explore oversea markets
-
- Match-making
Review and discuss of our ideas
Introductions to partners
Funding for exploring partnerships overseas

Collaborating globally

- The Eureka CELTIC-Next collaboration has opened up possibilities that were not envisaged initially
 - 1-2-1 direct business partnerships
 - Joint shows in exhibitions
 - Long-term strategic alignments
- Collaborations can lead to more opportunities → concrete and sizable funding for your project ideas!
- Always have an open and collaborative mindset, think how best to bring people/organisations together → that creates opportunities for your company too!

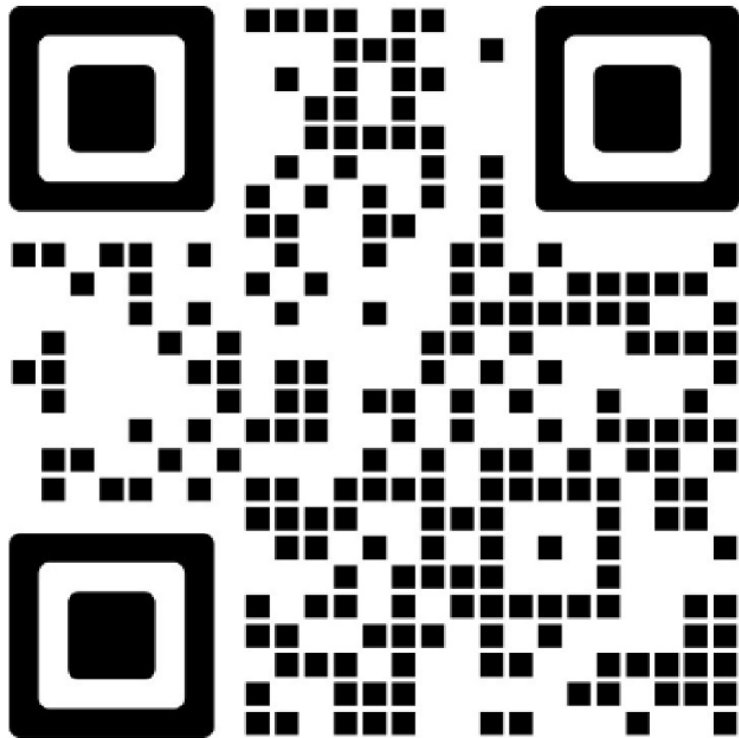
InnovateUK support

- EEN connections to find global partners
- Global Business Innovation Programme
- Funding to join proposer workshops
- Being part of our team: looking out for potential partners, regular catch-ups

Connect with me - Dr Erica Yang

Erica Yang

Chilton Computing | AI for Digital Twins



Talk to us – Here, at the event!

- Learn more about our business
 - Remote healthcare monitoring
 - AR/XR and its applications in healthcare
- Opportunities to work with us
 - Healthcare professionals who are interested in working in R&D projects

**Healthcare Partners
wanted!**

Leveraging the Catapult Network



Tom Hodgson

Analytics Leader

Credit Nature



Sushma Shankar

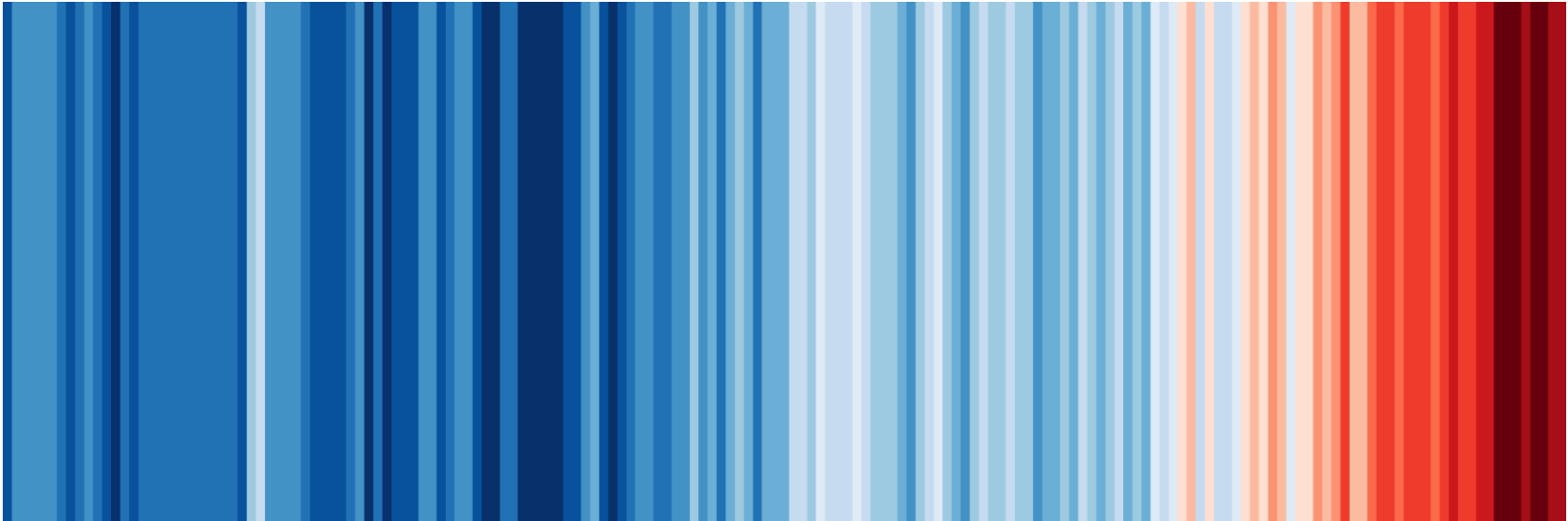
Founder

Deep Planet



Making Nature Restoration Investable

Thomas Hodgson, PhD



Global BioStripes: findingnature.org.uk - Data: LPI 2022. Living Planet Index <http://stats.livingplanetindex.org/>

- How might we close the biodiversity finance gap?
- How can we measure biodiversity?
- How might we enable landowners to create more biodiverse areas?
- How might we enable people to invest in nature?

An aerial photograph of a lush green forest with a winding river or stream cutting through it. The water is a vibrant turquoise color, and the surrounding land is covered in dense green vegetation. The overall scene is bright and natural.

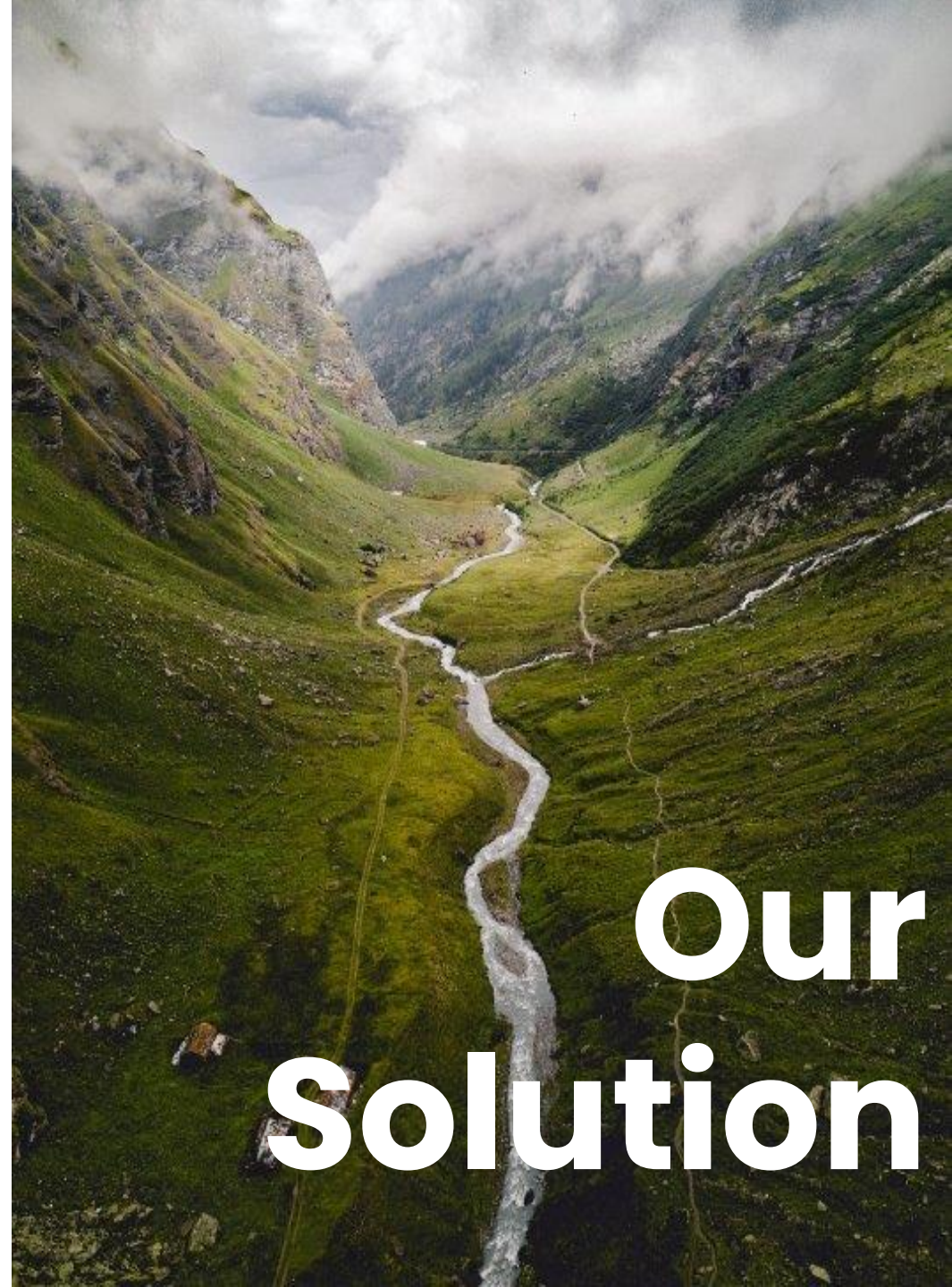
**Our
Challenge**

- Initial idea funded by InnovateUK SBRI grant in 2020
- Spun out of Ecosulis in November 2022
- Accepted onto the CivTech 8 Accelerator
- External accreditation of metrics by Accounting for Nature
- Pre-commercial Agreement with the Scottish Government in 2023



Our
Journey

- Ecosystem baselining & monitoring with the world's first third-party accredited Ecosystem Condition Metric
- Transparent data reporting through the CreditNature Platform allows corporates to evidence nature positive activity
- Ecosystem Restoration Code
- Biodiversity Footprint Calculator



**Our
Solution**

Thank you!



Dr Thomas Hodgson
Data & Analytics Lead



[creditnature.com](https://www.creditnature.com)



Edmund Pragnell
Nature Finance Lead





deepplanet

AI for Sustainable
Agriculture

Sushma Shankar
Co founder, Deep
Planet



Intro to Deep Planet

Harness AI / Machine Learning for the Benefit of the Planet

Help Growers and Sustainability teams, Winemakers and Operations teams, and Industry association personnel to improve vineyard management, efficiency and sustainability at scale

Our VineSignal and SoilSignal SaaS product helps to:

- Improve soil health and sustainability – nutrients and carbon
- Improve harvest logistics and efficiency
- Detect diseases and risks to vine health
- Monitor soil moisture and reduce water input



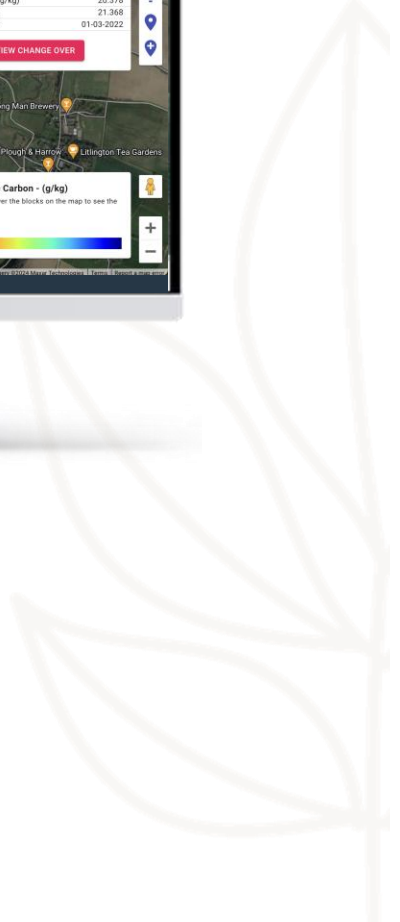
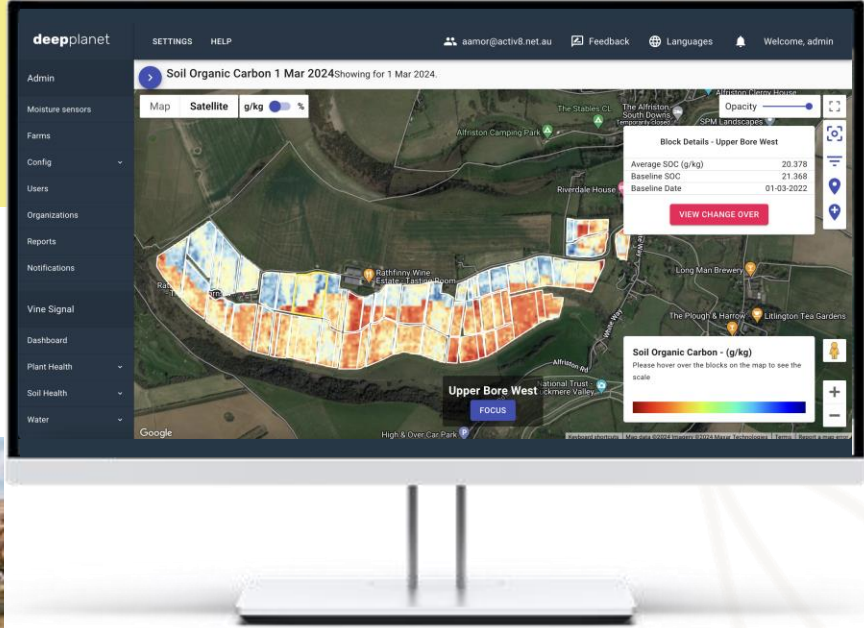
Science and Technology Facilities Council



Innovate UK



Opportunity



Innovate UK Business Connect

- Innovate UK Grant Applications
- Access to new funding and grants – Agri tech grants, UFO
- Opportunity to explore new markets - Innovate UK Ignite Labs
- Access to new partners
- Fundraising support





deepplanet

AI for Sustainable
Agriculture

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ai

 deep-planet

