

#LBF2024



4th - 15th November 2024

hello@leicesterbusinessfestival.com  
0116 464 5995

# Welcome

**Your business: growth, scale and exit**

**13 November 2024**

[www.leicesterbusinessfestival.com](http://www.leicesterbusinessfestival.com)



**Mark Robinson**  
LBV Board Director  
Director at Creative62  
[mark@creative62.com](mailto:mark@creative62.com)



**Anjuu Trevedi MBE**  
LBV Board Director  
Head of Knowledge Exchange and Innovation at DMU  
Senior Partnerships Development Manager NSCC at  
Twycross Zoo  
[Anjuu.trevedi@dmu.ac.uk](mailto:Anjuu.trevedi@dmu.ac.uk)

# LBV (Leicestershire Business Voice)

Leicestershire Business Voice (LBV) proudly champions the diverse business community in Leicestershire.

As a premier advocacy membership group, we support businesses across various sectors and sizes, encouraging collaboration, innovation, and sustainable growth while promoting the region as a leading business hub.

- **A non-profit maximising membership group**
- **Run by the Members for the Members**
- **10 Board Directors - volunteer their time, experience and expertise for the benefit of business sector and local community, work with key decision makers to stimulate debate, raise areas of concern and shape policy affecting local businesses.**

## LBV Board Directors



Robin Pointon  
Chair



Mukesh Bulsara  
Vice Chair



Neil McGhee  
Director



Roger Merchant  
Director



Jane Cowley  
Director



Iain McKenzie  
Director



Sandra Wiggins  
Director



Anju Trevedi MBE  
Director



Mark Robinson  
Director



Sean Jarvis  
Director

# LBV (Leicestershire Business Voice)

## Core Membership Benefits:

- ❑ **Collective Voice:** As one of the exclusive businesses, members contribute to a powerful collective voice that provides feedback to key city and county stakeholders.
- ❑ **Access to Exclusive Information:** business critical information about the local business landscape, government updates, and economic developments.
- ❑ **Collaborative Knowledge Exchange:** a collaborative group sharing best practices and facilitating knowledge transfer between businesses across sectors.
- ❑ **Exclusive Calendar of Events:** Free entry to a calendar of events, offering networking, learning opportunities, and direct access to influential local figures.
- ❑ **Recognition and Status:** leading and informing conversations within the Leicestershire business community.

Not a member?  
scan to join....



# Welcome De Montfort University (DMU)

**Anjuu Trevedi** MBE

Head of Knowledge Exchange and Innovation

# Did you know...



# How we do this ...



## Share Knowledge, Advance Science and Technologies via

- Academic Consultancy
- Contract Research
- Collaborative Research
- Training via CPD/CE short courses
- IP licensing
- Specialist equipment and facilities hire
- Workshops, symposiums, events, meetings
- Student/graduate placements, internships, year outs
- Academic spin out businesses/joint ventures
- Graduate start ups created

## Secure Funding where possible: e.g. KTP from Innovate UK, DASA, UKSPF (RIBS project)

# Let's Talk and Collaborate!

[knowledgeexchange@dmu.ac.uk](mailto:knowledgeexchange@dmu.ac.uk)



# Agenda

- 10:15**    **Welcome and Introduction**  
with Mark Robinson and Anjuu Trevedi
- 10:25**    **DASA Presentation**  
by Jas Shanker, Innovation Partner - East Midlands, DASA
- 10:35**    **DASA Case Study**  
by Mark Dumville, CEO, GMV
- 10:45**    **Innovate UK Business Connect Presentation**  
by Kamran Hussein, Knowledge Transfer Advisor at Innovate UK Business Connect, Harsh Shah, Data Analytics Manager, East Midlands Chamber, Professor David Rae, De Montfort University
- 11:05**    **Business Exist Planning**  
by Gavin Bates, Smart Business Recovery
- 11:05**    **DMU's Trading Floor**  
by Matthew Potter, Lecturer in Accounting and Finance at De Montfort University
- 11:55**    **Breakout Sessions**  
Group 1 - DASA/Innovate UK - Trading Floor  
Group 2 - Exit (Smart Business Recovery) - Ground floor of The Yard
- 12:30**    **Lunch and Networking**

# Jas Shanker

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**Innovation Partner – East Midlands  
DASA**



Defence and Security  
Accelerator



Leicestershire  
Business  
Voice

# DASA Overview

## Leicester Business Voice

13<sup>th</sup> November 2024

**Jas Shanker**

**Innovation Partner – East  
Midlands**



@DASAccelerator



Defence and Security Accelerator



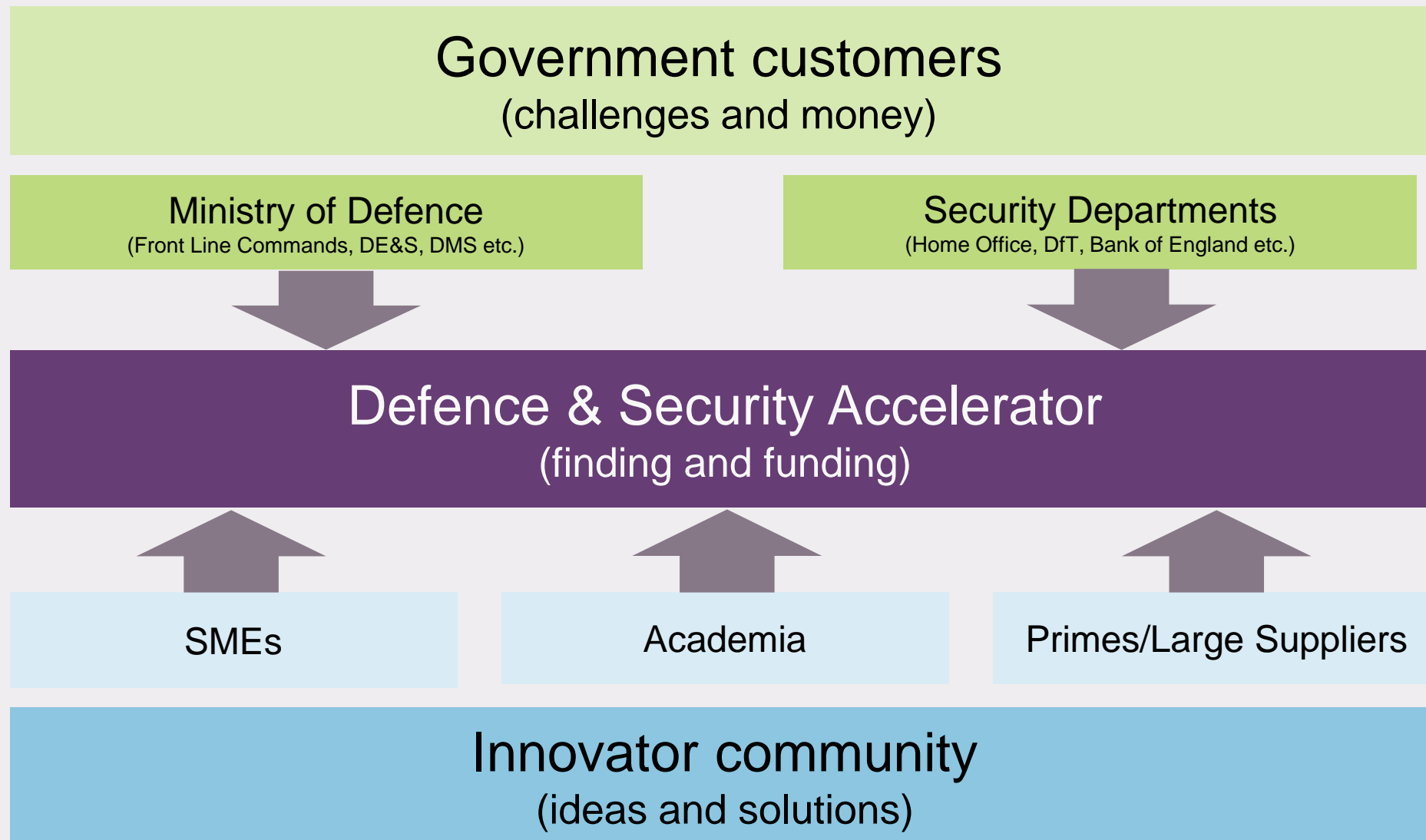


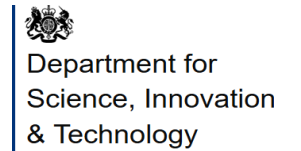
# Our Mission

ABOUT US

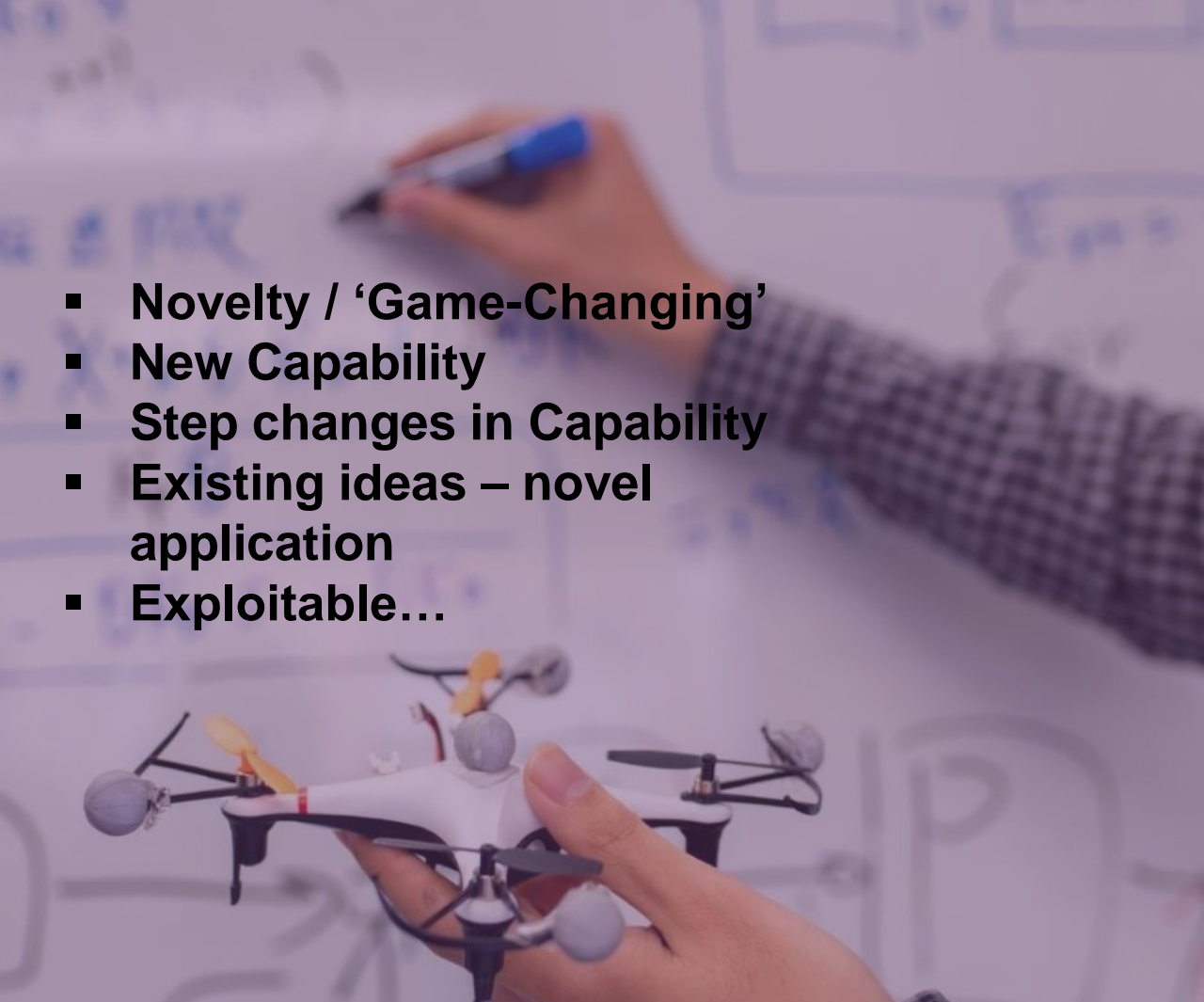
We **find** and fund exploitable innovation to support UK defence and security quickly and effectively, and support UK prosperity.

# How do we work?





# Our Customers

- 
- **Novelty / ‘Game-Changing’**
  - **New Capability**
  - **Step changes in Capability**
  - **Existing ideas – novel application**
  - **Exploitable...**

# Our Scope

DASA is **open to anyone with a good idea**, we support innovators based in the UK or overseas.

We are interested in:

- Any size organisation
- Any type of science and technology, non-technology ideas, products or services:
  - Air, Land, Sea (Subsea), Space and Cyber
  - Long and broad list of subjects
- A broad range of maturity levels
  - TRL 1-6 Product Development
  - TRL 7-9 Business Development

**DASA is set up to accelerate innovative ideas towards impact and help businesses succeed.**

- **Innovation Partners** provide advice and guidance...including bid writing
- **Intellectual Property** stays with the innovator
- **Quick**, simple contracting process – **mini steps...outlines**
- Project Managers and Technical Partners to support delivery of the projects
- Post-funding support to help SMEs pull ideas through to impact
- **100% funding** through Open call and Themed Competitions



# Innovators



## Opportunities...

- ❑ Open Call (**Customer Push**)
  - Typically, 4-5 cycles per year, open all year round
  - ~£250k, not fixed (yet)
  - To TRL6
  - Multi cycle Innovation Focus Areas
- ❑ Themed Calls (**Customer Pull**)
  - Targeted customer ask against problem set
  - Funding and project duration varies, depending on customer ask
  - TRL typically 2 to 6
  - 10-15 calls per year
- ❑ Business Growth Services
  - Defence Innovation Loans (SMEs)
  - £100k – 1million
  - Below market interest rate



# Funding calls



## Opportunities – Now and in the ‘pipeline’

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### Open Now

- Open Call Cycle 3 closes 19<sup>th</sup> Nov
- IFA042 – Test & Evaluation, Cycle 3
- Themed Competitions
  - Innovation in Support of Operations
  - Advanced Electronics and Electromechanical
  - Pyramid – Avionics & Missions Systems
- Defence Innovation Loans, Cycle 3 closing 10<sup>th</sup> Dec. Cycle’s 4 and 5 planned to March 2025

### Pipeline

- Novel approaches for providing CBRN dermal protection
- Future-Proofing Biosecurity by Strengthening the UK’s Microbial Forensic Capability
  - Challenge 1: Novel computational analysis tools for genomic data,
  - Challenge 2: Approaches for the identification and / or computational analysis of other omic signatures
- Defence Technology Exploitation Programme

# Meet the Team

Our Innovation Partners help innovators throughout the UK and abroad understand opportunities across the defence and security community.

How to contact us:

- Visit [www.gov.uk/dasa](http://www.gov.uk/dasa) and click 'Get in touch with DASA'
- Submit an 'Contact DASA' form
- Attend regional outreach events
- Follow us on social media



Andrew Peaty  
West Midlands



Clare Green  
Yorkshire and  
Humber



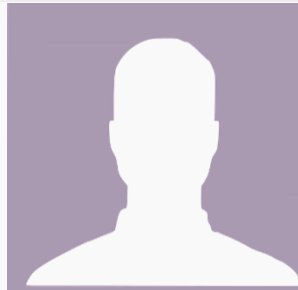
Jas Shanker  
East Midlands



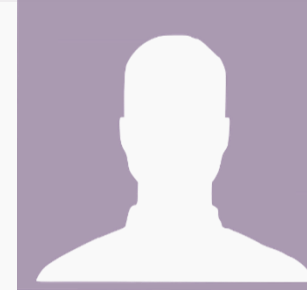
Duncan Sime  
North West



Mike Madden  
South West



Anna Taylor  
North East



Mark Helicker  
South East



Ralph Wilkins  
London



Vicki Savage  
East of England



Tom Adamson  
Wales



Deb Carr  
Scotland



Vacant  
International



# Contact us



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01980 950000 option 3



[www.gov.uk/dasa](http://www.gov.uk/dasa)



@DASAccelerator



Defence and Security Accelerator

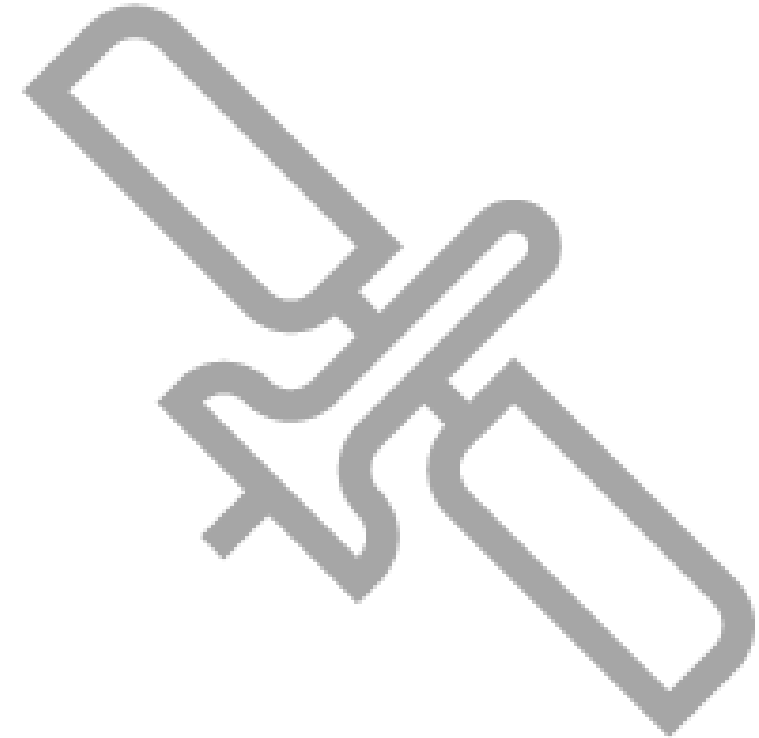
# Mark Dumville

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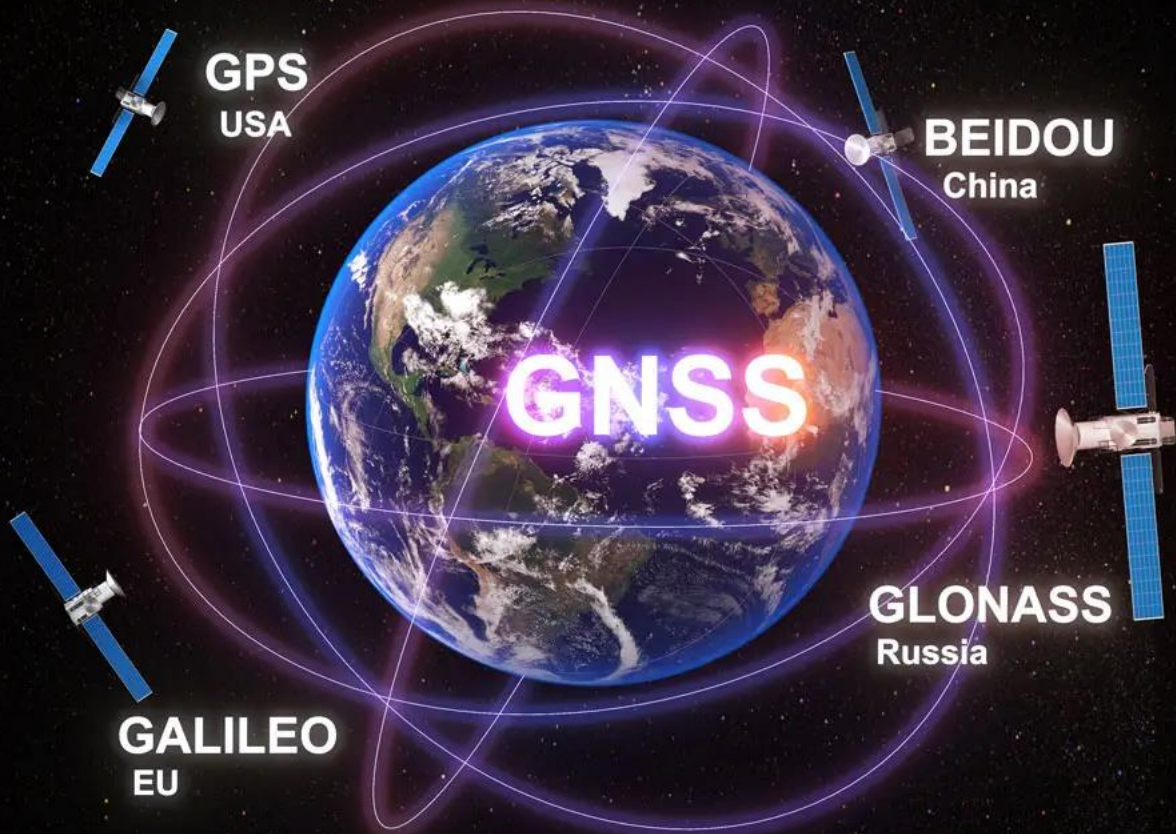
CEO  
GMV

# Working with DASA

Leicester, 13 November 2024



# GNSS (Global Navigation Satellite Systems)



# £100B/year

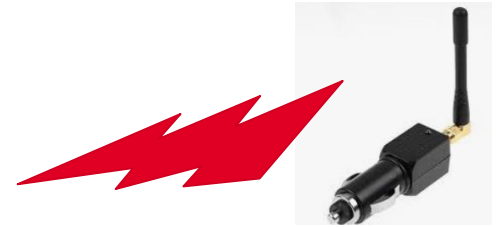
[https://www.euspa.europa.eu/sites/default/files/external/publications/euspa\\_market\\_report\\_2024.pdf](https://www.euspa.europa.eu/sites/default/files/external/publications/euspa_market_report_2024.pdf)



# £1.7B/day

<https://londoneconomics.co.uk/wp-content/uploads/2017/10/LE-IUK-Economic-impact-to-UK-of-a-disruption-to-GNSS-SHOWCASE-PUBLISH-S2C190517.pdf>

# Introducing "DETECTOR"



- **Customers**

- government agencies, frequency regulators, infrastructure operators (road/toll, ports, airports, air navigation service providers, utilities)

- **Locations**

- Wide picture: investigation of what is happening at regional/national level
- Local/Individual picture: resilience of my systems and operations

- **Capabilities**

- Levels of interference, types of interference, impact on equipment
- Threat environment – evaluation and evolution, statistics, waveform types
- Static deployments in customers' own countries where jammers 'came to' the sensor



### Planes are under attack from GPS jamming – can we find a fix?

GPS jamming and spoofing has begun to affect transatlantic flights. Now the race is on to develop alternative ways of navigating.

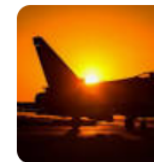
15 Jul 2024



### Enemies jamming RAF planes' GPS systems over Cyprus

Source of jamming thought to be from Syrian territory, but could have been conducted by spies on ground in Cyprus.

19 Mar 2021



### Russia accused of jamming GPS navigation

Russia is causing disruption to satellite navigation systems affecting thousands of civilian flights, experts say.

2 May 2024



### Thousands of flights to and from Europe affected by suspected Russian jamming

Flights in and out of Britain are among thousands that have been affected by suspected Russian jamming of GPS systems.

22 Apr 2024



### N. Korea continues GPS jamming attack for 4th day

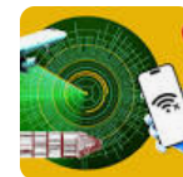
North Korea attempted to jam GPS signals near the western sea border for the fourth consecutive day Saturday, according to the South's military.

1 Jun 2024

### Low GPS warfare is playing havoc with civilian life

Military activity blamed for surge in jamming and spoofing incidents affecting smartphones, planes and ships.

12 May 2024



### DR Congo accuses Rwanda of jamming air space and putting flights at risk

The Democratic Republic of Congo has accused the Rwandan army of jamming satellite navigation systems affecting civilian flights in the conflict-hit east of...

30 Jul 2024



### Jordanians say problems caused by Israeli GPS jamming have worsened

Users of location-based apps in Jordan say glitches they had been experiencing for weeks have been worse since the days before Iran attacked Israel.

18 Apr 2024



### Russian technology in Syria 'jamming' Israeli airports

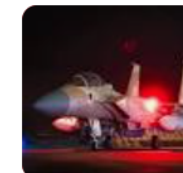
Israeli officials suggested that Russian operation in Syria could be causing GPS interference for commercial aircraft in Israel.

22 Sept 2023



### Israel used GPS spoofing against Iran: Did US do it to India in Kargil war?

Israeli intelligence reportedly jammed the country's GPS navigation system signals to confuse Tehran's missile targeting teams.



### Qantas pilots told to fly through radio interference reportedly coming from Chinese warships

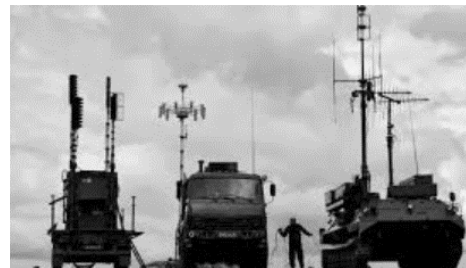
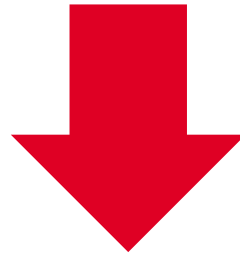
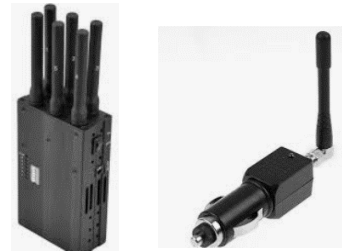
Standing orders to crew follow problems reported in Pacific region involving alleged GPS jamming, but airline says there are no safety...

# DASA Project: Defence & Security Use cases

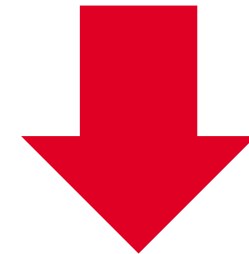
## Concept of Operations

1. Ruggedisation
2. Enhanced sensing
3. Deployment scenarios
4. Security (comms, storage)
5. Edge processing
6. Connectivity and networking
7. Geolocation and tracking
8. Classification (AI/ML)

## THREAT



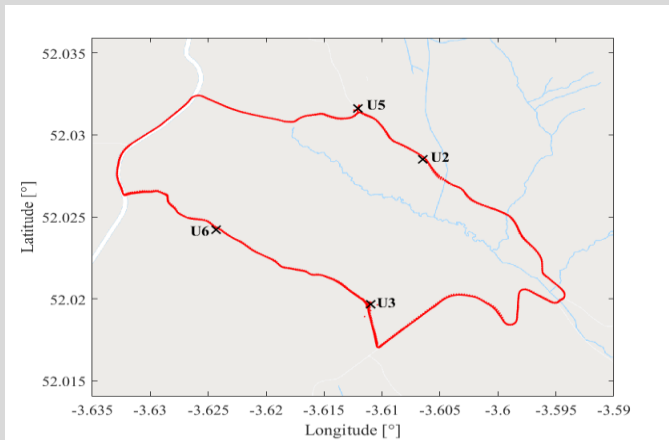
## DETECTOR



# DASA Project: DSTL Jammer Test Facilities

## ▪ Real-world environment

- Demonstrated functionality and performance against D&S Use Cases
- Demonstrated operation with live signals in controlled scenario with “ground truth”
- Exercised system with different “threats”, power, etc.
- Verification of new functionality
- Captured valuable test data for further development and enhancements



# Our Journey with DASA...

- **New functionalities based on D&S Use Cases**
- **Enhanced system architecture in response to the Use Cases**
  - Stand-alone mode
  - Networked sensors
  - Real-time responsive operation
  - Improved security
- **Reduced Size/Weight/Power/Cost (SWAP-C)**
  - Fixed installation and vehicular applications
- **New “threat” recognition**
  - emitter identification and patterns of activity
- **New emitter localisation for “threat” tracking, intelligence and response**
  
- **In-field demonstration and evaluation in real-world environment**



News story

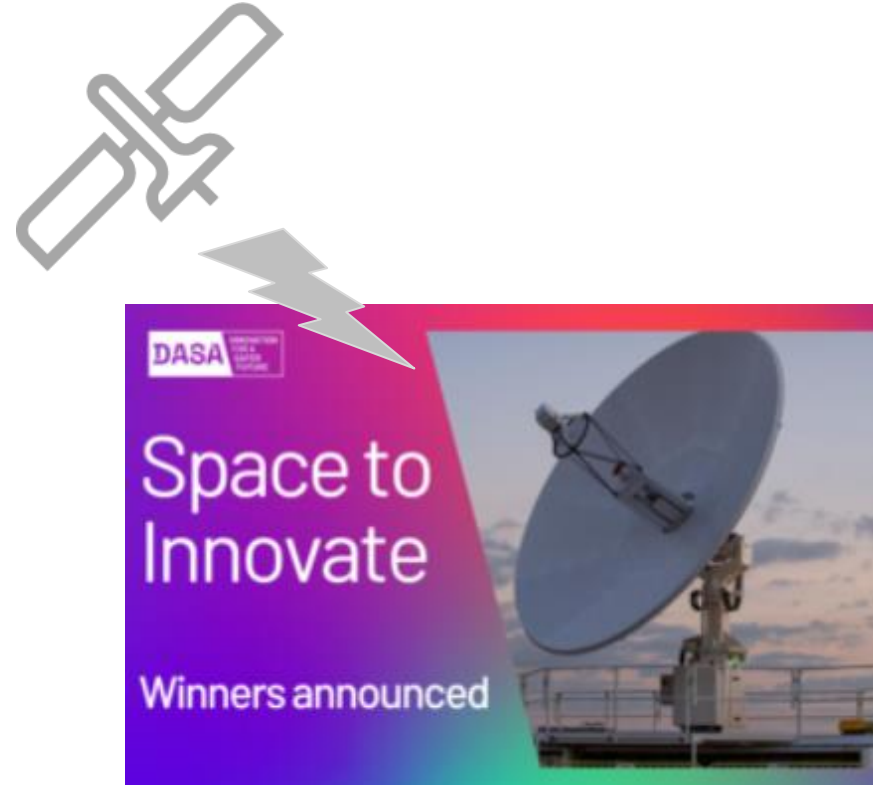
## DASA funding boosts 6 innovative future space technologies

Stellar success: Secured as part of the Space to Innovate Campaign – Charlie Drop, six organizations have received funding to advance technologies that improve the UK's capacity for safe operations in space.

From: [Defence and Security Accelerator](#)

Published 13 August 2024

# Our Journey continues...



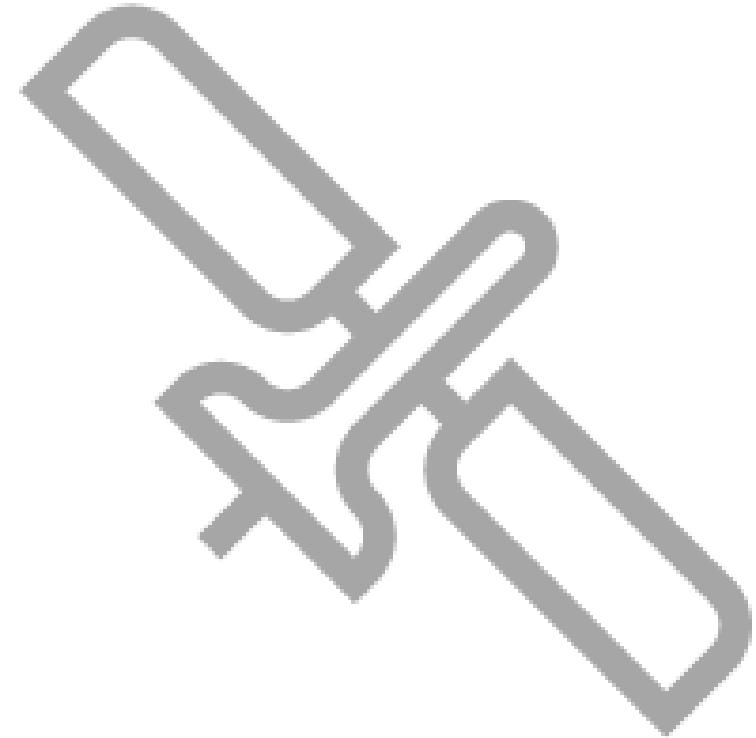
### Nottingham Scientific Ltd - GMV NSL Limited

This project aims to develop an automated system for the identification of unattributed radio transmission and for the prediction of the orbit of their source.

**Thank you**

**Thank you**

Mark.Dumville@gmv.com



# Kamran Hussein

Knowledge Transfer Advisor  
Innovate UK Business Connect

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**Harsh Shah**

Data Analytics Manager  
East Midlands Chamber

**&**

**Professor David Rae**

Leicester Castle Business School  
De Montfort University

# Knowledge Transfer Partnerships

13<sup>th</sup> November 24

*Kamran Hussein: Knowledge Transfer Adviser  
Leicestershire and Northamptonshire*

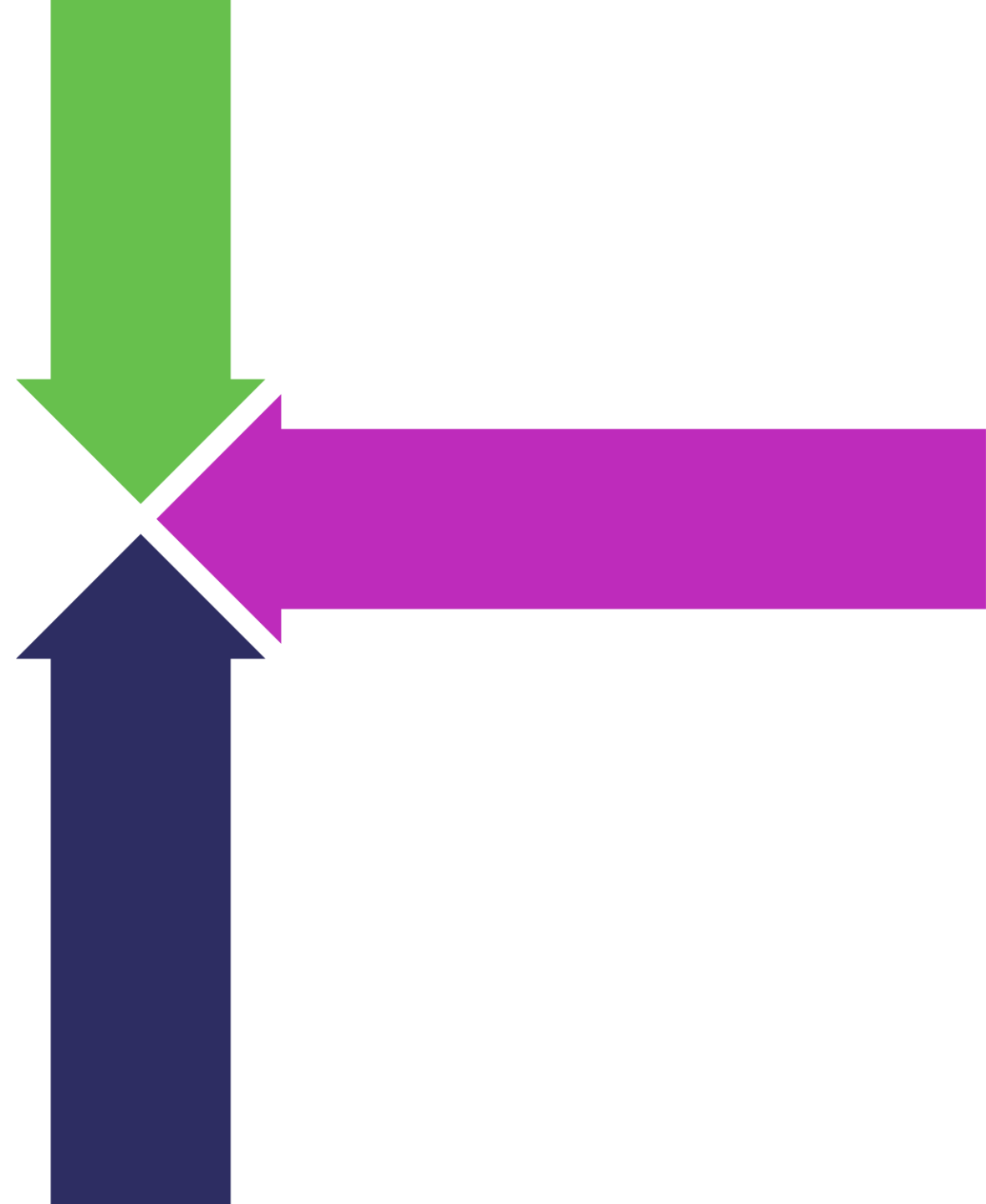
[Kamran.Hussein@iukbc.org.uk](mailto:Kamran.Hussein@iukbc.org.uk)

*Professor David Rae: Academic Supervisor  
De Montfort University*

[David.rae@dmu.ac.uk](mailto:David.rae@dmu.ac.uk)

*Harsh Shah: KTP Associate  
East Midlands Chamber*

[Harsh.shah@emc-dnl.co.uk](mailto:Harsh.shah@emc-dnl.co.uk)







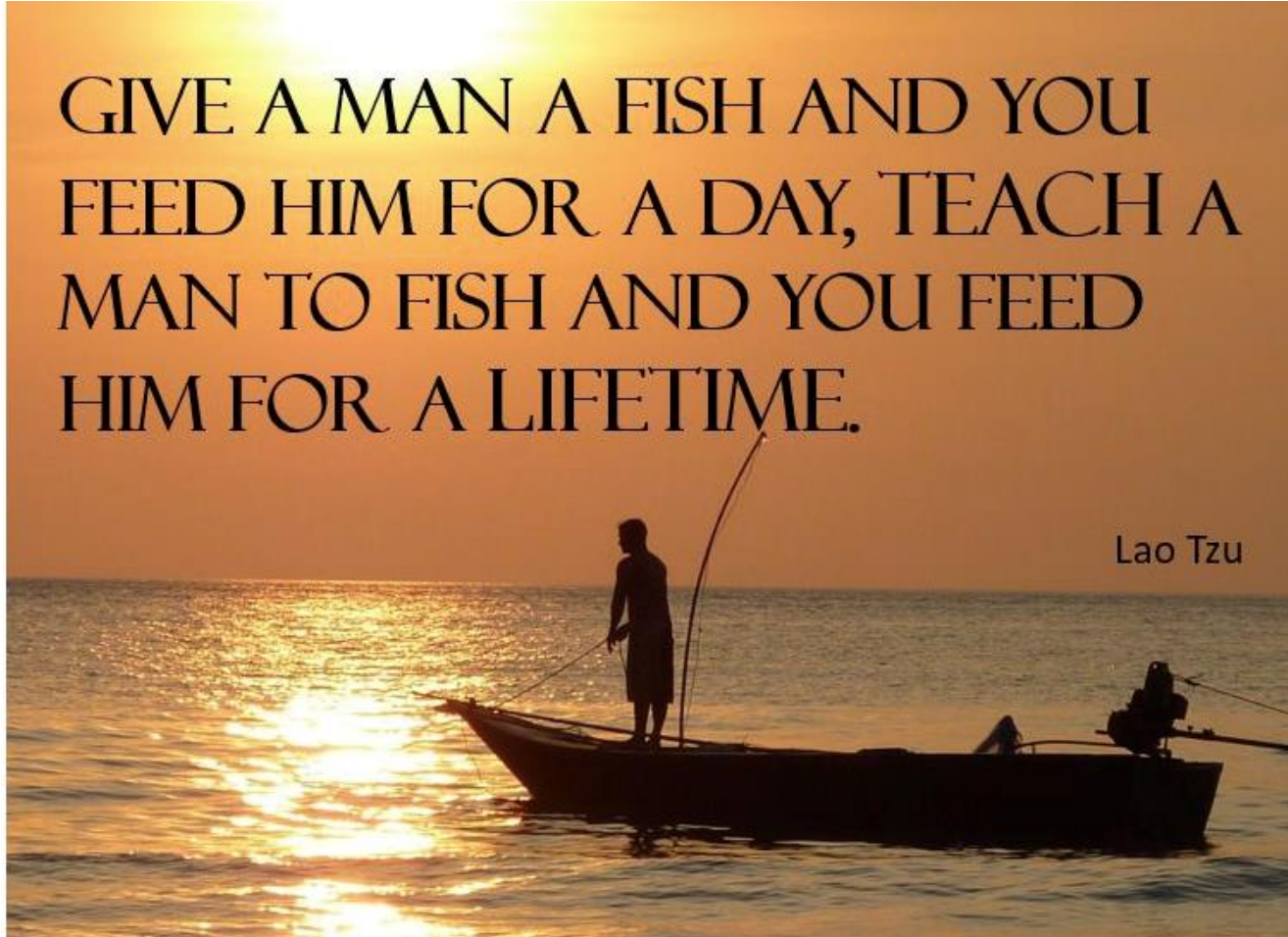
Innovate  
UK

Knowledge  
Transfer  
Partnerships

## Building Innovation Momentum

GIVE A MAN A FISH AND YOU  
FEED HIM FOR A DAY, TEACH A  
MAN TO FISH AND YOU FEED  
HIM FOR A LIFETIME.

Lao Tzu



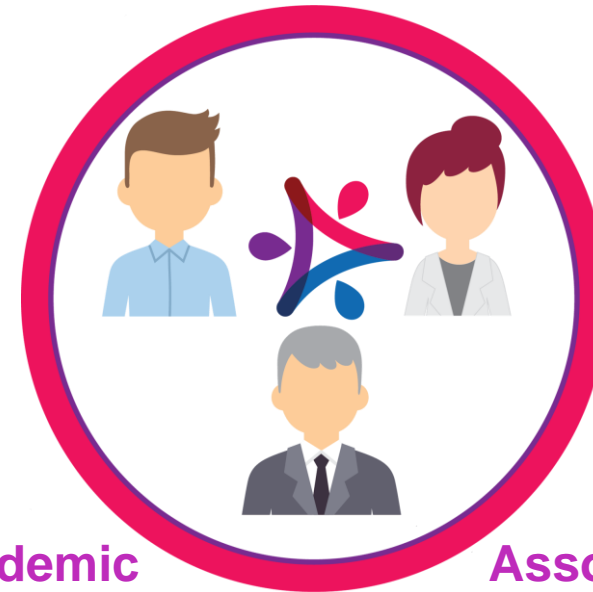
# Knowledge Transfer Partnerships (KTP)

A **three-way partnership** that provides

- **expertise** for innovation momentum
- **funding** for innovation affordability
- **resource** for transformational change

Delivering change for positive economic, societal, commercial and environmental **IMPACT!**

**Business**  
Strategic plans for growth



**Academic**  
Expert Knowledge

**Associate**  
Project Manager



## KTP Project Features



Business  
partnership  
with academic  
team



Applied  
research  
4 legacy  
capabilities



Projects  
12 – 36  
Months



Associate  
Full-time on  
the Project  
(@ Business)



Academic  
time  
10%



Strategic  
business  
project



Most  
Business  
Any Size  
UK Locations



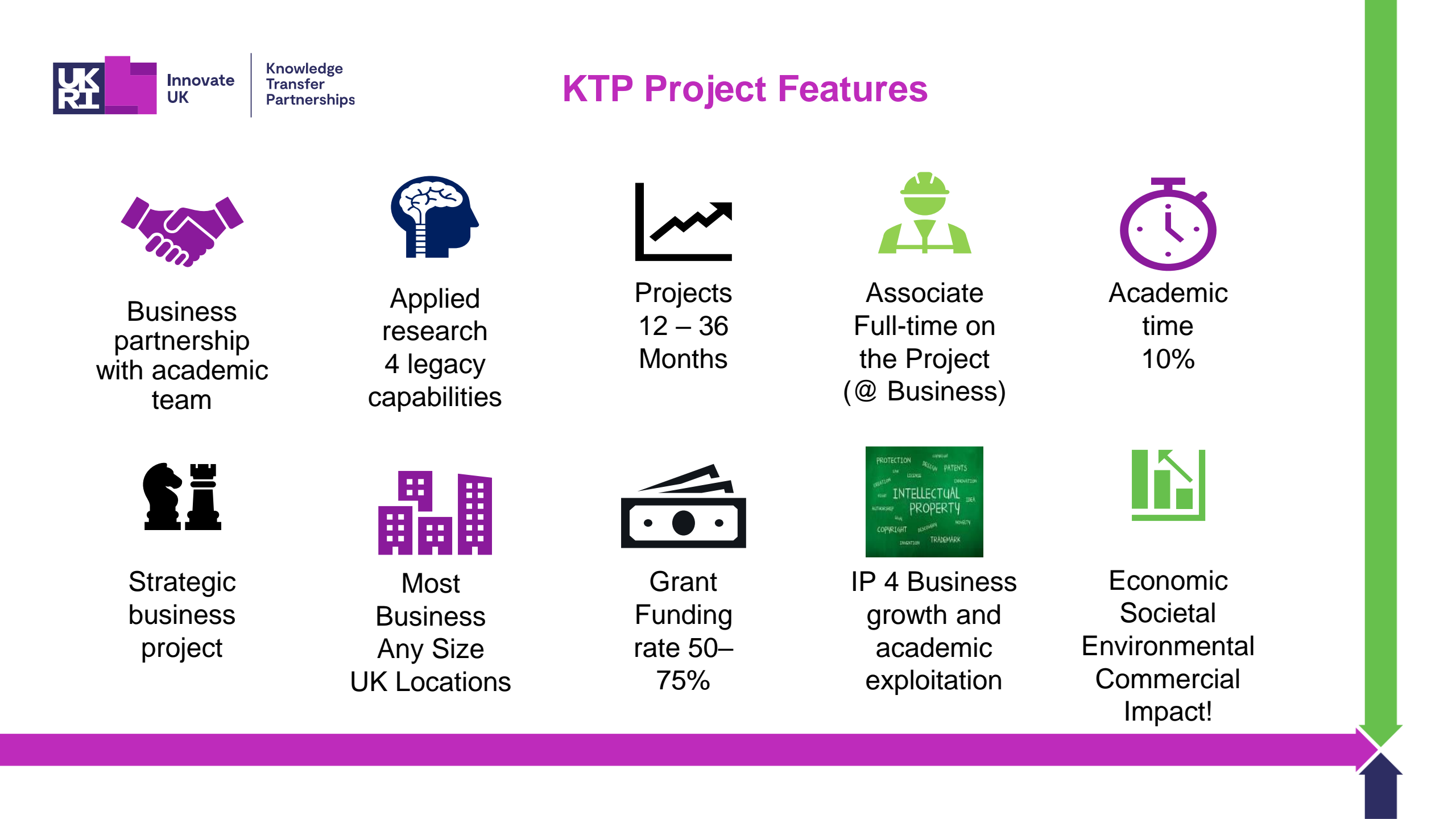
Grant  
Funding  
rate 50–  
75%



IP 4 Business  
growth and  
academic  
exploitation



Economic  
Societal  
Environmental  
Commercial  
Impact!





Innovate  
UK

Knowledge  
Transfer  
Partnerships

# KTP Competitions



**6 calls per  
year**



**Broad  
spectrum of  
ideas and  
sectors**



**University  
Support to  
apply  
85% Success**



**IUKBC  
Advisers  
Pre-  
submission  
support**



**IUKBC  
Advisers  
Post-award  
monitoring &  
support**



# Growth, Scale and Exit – How KTPs can help by learning from the EMC

Professor David Rae – Leicester Castle Business School

- Business needs & opportunities don't align neatly with academic units. The KTP team will select & combine the best expertise to meet your requirements
- Projects evolve during their life - we are agile in responding to changing factors: Market, technology, economy, environment, regulation etc.
- We deploy the most useful frameworks, technologies & skills to aid innovation & implementation for your business
- We help our business partners track the short, medium & longer-term commercial & wider Impact

**Case study article:** [‘Insight unlocked’: Applying a collective intelligence approach to engage employers in informing local skills improvement planning](#)

[David.rae@dmu.ac.uk](mailto:David.rae@dmu.ac.uk)



Leicestershire Innovation Awards 2024:  
DMU and East Midlands Chamber KTP success!

Knowledge  
Transfer  
Partnerships

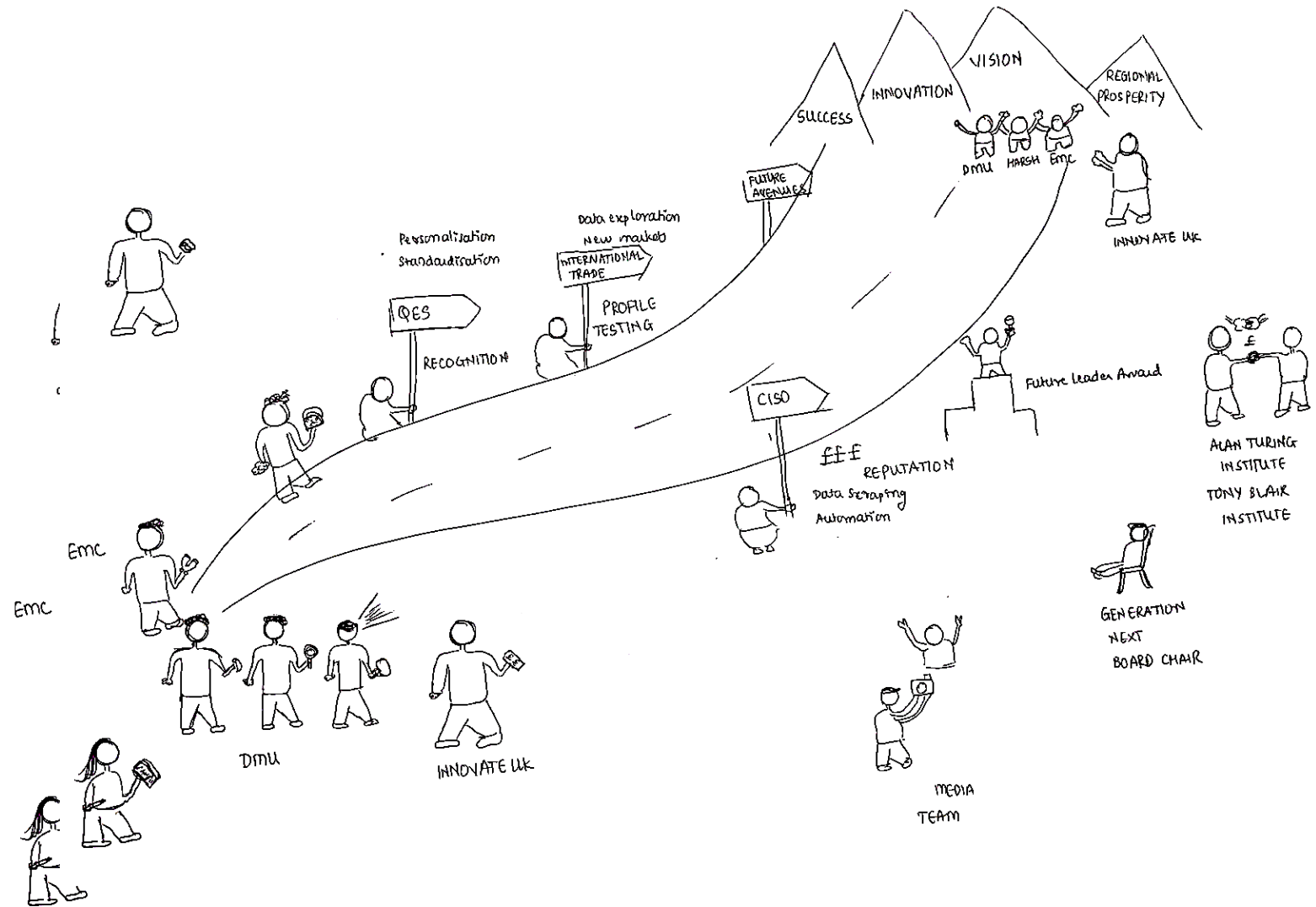
KNOWLEDGE TRANSFER PARTNERSHIPS  
CERTIFICATE OF EXCELLENCE



Innovate UK

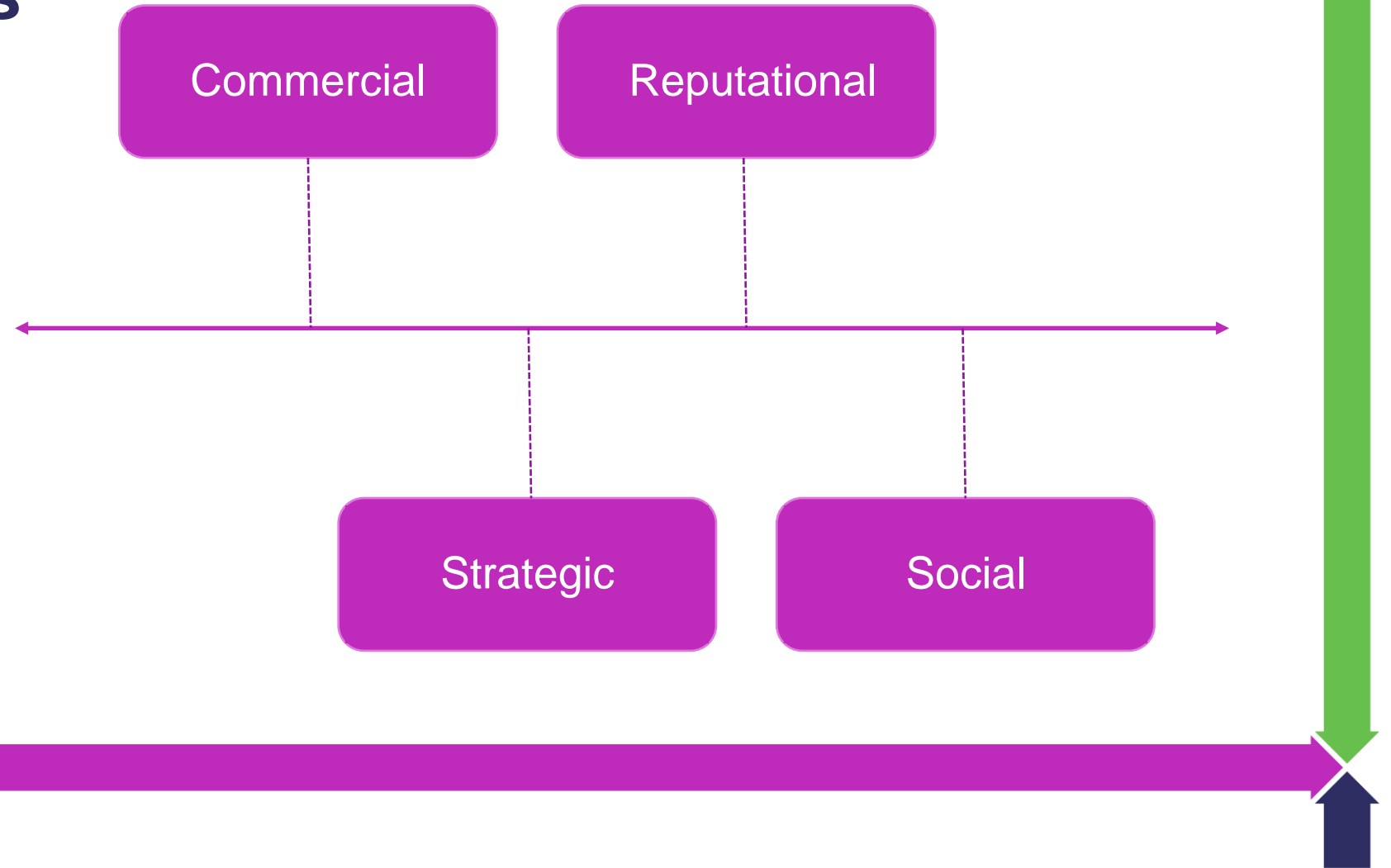
Knowledge Transfer Partnerships

# My Personal Journey



# Value to Business

- Development of new strategy
- Our new offerings to position as leading data analytics organization
- Automation, scalability and cross-functional support





Innovate  
UK

Knowledge  
Transfer  
Partnerships

# Questions



KTP Information:

[www.ktp-uk.org](http://www.ktp-uk.org)

[www.youtube.com/watch?v=Mzc59lniMzk](https://www.youtube.com/watch?v=Mzc59lniMzk) (short introductory video)

Innovate UK Business Connect: [iukbc.org.uk](http://iukbc.org.uk)

Innovate UK funding competitions: <https://apply-for-innovation-funding.service.gov.uk/competition/search>



# Gavin Bates

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**Director & Insolvency Practitioner**  
**Smart Business Recovery**



# Business Exits

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Gavin Bates

# Gavin Bates

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- Chartered Certified Accountant
- Insolvency Practitioner
- Over 30 years of experience helping businesses with their exit plans

# First The Good News

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- We were expecting big changes in the Budget
- Business Asset Disposal Relief stays, although the rates are changing
- However, they are still better than other alternatives

# Types of Business Exits

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- Asset Sale
- Share Sale – Buy-in or Buy-Outs
- Mergers
- Passing on to Family Members
- Employee Ownership Trust (EOT)
- Listing
- Solvent Wind Down / Liquidation

# Consider your potential buyers

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- Competitors
- Suppliers
- Customers
- Foreign Investor
- Management Team

# Can your business run without you?

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- Do you have a management team?
- Do you have structures in place?

# Issues to consider 1

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- Know your reasons for selling
  - Is the plan to retire
  - Do you want to move on to a new venture
  - Has the Business reached its limits with your skills and knowledge
  - Will the sale provide the financial resources you need moving forward?
  - Any buyer will be interested in your reasons for selling



# Issues to Consider 2

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- You will need a team of professionals around you.
  - Business Broker or Corporate Finance Team
  - Solicitor
  - Accountant
  - Bank

# Issues to Consider 3

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- Business Valuations
  - My personal view is that directors will have a view of what they think the business is worth or in truth what they would like to achieve.
  - However without a professional valuation how do you really know
  - The truth, even with a valuation, you will only know when you receive offers.
  - Therefore you have to consider what is the minimum you will accept

# Issues to Consider 4

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- Timing
  - In an ideal world, you want to sell when the profits are high, consistent, and the market is healthy.
  - Business will look at least the last 3 years so you may need to plan your exit in the longer term to achieve this.

# Issues to Consider 5

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- Understand the risk in your business
  - Have you done a SWOT analysis
  - Look at contracts, leases, employee contracts
  - Are you at risk of technology changes?

# Issue to Consider 6

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- Prepare for the due diligence process
  - The purchaser will want to check **everything**
  - Do you have a fixed assets register?
  - Patents, trademarks etc
  - What licences should you have?
  - CRM systems
  - Leases, Finance agreements and other contracts

# Consider Sale Terms

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- Deferred Payments
- Security terms
- Warranties

# Always have a plan B

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- Be aware that purchase will look for any reason to lower the price
- This may even happen at the last minute as you are about to sell
- Do you have a back-up plan?

# Contact Details

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- Gavin Bates
  - Smart Business Recovery Limited
  - [gavin@smartbusinessrecovery.co.uk](mailto:gavin@smartbusinessrecovery.co.uk)
  - 0116 2325117





# Matthew Potter

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**Lecturer in Accounting and Finance**  
**De Montfort University**



**P R O U D T O B E T R A D I N G F L O O R**

# The Trading Floor

Presented by Matthew Potter  
Leicester Business Festival  
13<sup>th</sup> November 2024

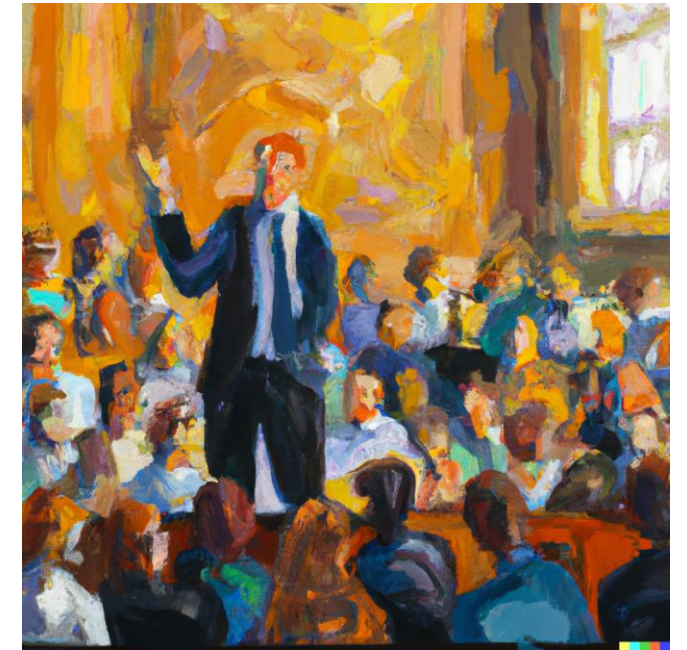


# Introduction



**Explore the Trading Floor**  
**Impact on student experience**

**Matthew Potter - Lecturer in Accounting & Finance**  
**Co-Project Lead for the creation of the Trading Floor**



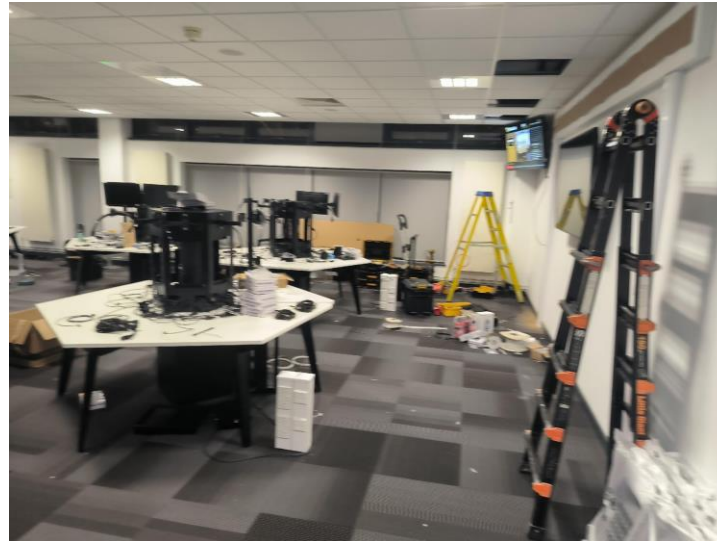
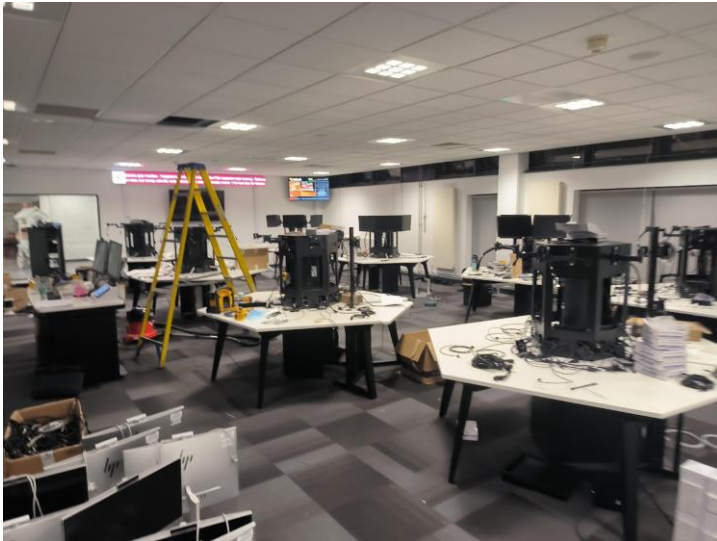
# The Vision Behind the Trading Floor



**Business & Law strategy to become the top modern business school in the UK**

To provide a great learning experience for our students

Our work-ready students are the Finance Leaders of the future



**PROUD TO BE MORE**

# Opened January 2024



**One of the largest university trading floors in the UK!**



# Key Features



## 48 Terminals connected to Bloomberg and LSEG Workspace



- 2 New 86" teaching screens
- 6 Repeater screens
- 2 Large Ticker Screens
- 4 Live news screens



**PROUD TO BE MORE**

## Critical Thinking

Developing the ability to analyze and evaluate information effectively



## Entrepreneurial Mindset

Building a mindset geared towards innovation and entrepreneurship



## Soft Skills Development

Enhancing decision-making, leadership, and teamwork abilities



## Practical Skills

Acquiring essential skills like portfolio management and financial analysis



# Learning & Teaching





# Local Businesses



**Talent pipeline: Hire work-ready graduates with practical experience**

# Global and Forward-Looking

**Exposure to global markets**

**ESG integration in financial decisions**

**Preparing for future challenges**



# The Future of Business Education and Collaboration



Continuous evolution of the trading floor and curriculum to keep pace with industry changes

Inviting businesses to partner in shaping the future of business education

Opportunities for internships, guest lectures, and long-term collaboration

Hire the space for CPD training and or team building awaydays

# The Trading Floor Recap

Benefits for  
students,  
businesses, and  
the community



# Thank You!

Get in touch:  
[matthew.potter@dmu.ac.uk](mailto:matthew.potter@dmu.ac.uk)

PROUD TO BE MORE

# Breakout sessions

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Group 1:- DASA/Innovate UK - Ground floor of The Yard

Group 2:- Business Exit (Smart Business Recovery) -  
Trading Floor

# THANK YOU

## A big thank you to:



### □ Our amazing speakers

- Jas Shanker
- Mark Dumville
- Kamran Hussein
- Harsh Shah
- Gavin Bates
- Matthew Potter

### □ De Montfort University for hosting

### □ YOU for your ongoing support for LBV

Presentation slides and useful links available at [www.lbv.co.uk/events](http://www.lbv.co.uk/events)

# And Finally...

## Recruiting new LBV chair

Do you want to:

- Make a positive difference to individuals and organisations in Leicester and Leicestershire?
- Be a voice on the local issues that concern local business?
- Encourage stronger relationships with key decision-makers and stakeholders?
- Engage and link with key stakeholders in the city and county as well as organisations in the wider business community?

**If interested, please speak with Anjuu, Mark or  
email [voice@lbv.co.uk](mailto:voice@lbv.co.uk)**



# Thank you. Have a great day!



**Mark Robinson**  
LBV Board Director  
Director at Creative62  
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**Anjuu Trevedi** MBE  
LBV Director,  
Head of Knowledge Exchange and Innovation  
DMU & Senior Partnerships Development Manager  
NSCC, Twycross  
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Not a member?  
scan to join....

