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WELCOME

Professor Sir Timothy O'Shea  
Departing Chair

It has been a great honour to lead SIE, which, for the last 17 years has punched above its weight and helped create real long-term impact in Scotland.

The role of SIE has evolved as the enterprise ecosystem has developed, but our central focus remains; providing world-leading enterprise support and helping Scotland's students grow.

Today SIE provides truly national services, complementing and enhancing enterprise education and local support in Universities and Colleges across Scotland, with a range of opportunities for students; from helping them develop enterprise and innovative skills that will help them after graduation, to specific advice and support for an existing idea they want to develop.

As you will see, our 2016-17 programme was particularly successful. Entries to our enterprise ideas competition rose by an impressive 25%, a record-breaking number of students, over 8000, attended SIE enterprise workshops, and finally SIE alumni, students who have entered our competitions and worked with our advisors, received over £6.5 million in additional investment.

Professor Richard A. Williams  
Chair

In taking on stewardship of SIE, my role is to safeguard the outstanding legacy of SIE and keep us pushing higher, while at the same time ensuring that we provide best value for money and truly empower local educators and their students.

To that end, SIE ended 2016-17 with a thorough evaluation of our services and structure to ensure that we are best supporting our areas of strength and client needs, and giving us a renewed sense of purpose.

It is my intention that SIE will continue to grow, continue to strengthen enterprise education and support, and help Scotland’s graduates continue to make significant impact in the wider world.

I look forward to working with you all.
As Scotland continues to show the rest of the world how it’s done with our excellent graduates, it’s important to recognise that we can’t be complacent. If we continue to make an impact with our young people, we need to provide the support, development and opportunities that they need to thrive.

This is where SIE comes in and I’m very proud of our success over the last year where we made some impressive new records.

One particular area of strength was our education programme, which works closely with Innovation Centres, charities and others in the community to create excellent opportunities for students to innovate and share best practice with institutions. This year we piloted a new ‘smart’ programme which you’ll be able to read about here and which, following its success, became the new Scottish Innovative Student Award programme which we are running across 2017-18. We’ve also included testimonials from projects in a number of institutions.

The students who participate in these opportunities develop the skills to help empower them after graduation and really create an impact, whether it’s creating their own business or social enterprise, or joining an existing company. Creative, innovative businesses and employees mean a healthy and robust economy.

We’re grateful for the continued support from the CANDO community, educators and our funders in helping us achieve our vision for Scotland.

Thank you!

Fiona Godsman
Chief Executive
SIE - WHAT WE DO

Building innovation capability amongst Scotland’s students

SIE’s mission is to develop innovative and entrepreneurial graduates who contribute to Scotland’s future prosperity. To achieve this, we expose students to best practice innovation and commercial concepts whilst they are still in an academic environment and this gives them the skills and confidence they need – whether they choose to go into employment or set up their own venture, or indeed to flex between the two. Graduate career paths are now many and varied and the need to build innovative and entrepreneurial thinking to help them navigate the future is widely-recognised by policymakers and companies alike.

Over the past five years, SIE’s education programme has fostered strong relationships with lecturers across Scotland’s universities and more recently in the college sector; relationships which have allowed us to design and deliver experiential learning programmes as part of the curriculum and gain an in-depth understanding of what works for different disciplines and levels. Our learning is applied and covers the early stages of innovation, from creativity and idea generation through to prototyping and understanding business models.

Beyond the curriculum, SIE offers students a range of opportunities to enhance their innovative capabilities, from industry-focused workshops through to competitions and early stage business advice.

As with all learning and behaviour change, there is no one aspect that can be singled out: it is the ability of these to weave together and build over time that makes the difference.

This review features some of the highlights from our activities in the 2016-17 academic year as well as some examples of our collaborations with partner organisations.
ENTERPRISE COMPETITIONS

SIE’s national enterprise competitions help catalyse innovation and get students engaged with entrepreneurship. In 2016-17, nearly 900 students entered SIE competitions and took the first steps on their entrepreneurial journey.

SIE’s competitions are an excellent opportunity for students to explore an early stage idea and are often a springboard to further success. Two main competitions ran in 2016-17; Get Enterprising and Fresh Ideas.

Get Enterprising encouraged students to consider any idea that tackles a challenge they face in day to day life. It was judged by their local SIE Intern, who selected a winner on their own campus and intended to help get students thinking about enterprise early in the academic year.

Fresh Ideas is SIE’s flagship competition and designed for students with more developed ideas which are still at an early stage. It is very well established in the entrepreneurial landscape and widely recognised as an important catalyst for students at this stage, developing them and encouraging them to continue with their local support services on campus and UK level opportunities.

This year, Fresh Ideas included special awards, recognising ideas which fit areas highlighted as Scottish Government priorities.

The monthly winners and highly commended entries from Fresh Ideas were invited to participate in an exclusive Exploration Day at Edinburgh University’s John McIntyre Conference Centre. This was an opportunity to work intensively on their ideas and prepare for the next stage of the competition with the help of SIE Advisors and invited speakers.

Following Exploration Day, the finalists pitched to a panel of judges at SIE HQ in Glasgow, with the winners announced at our Awards Evening in March. The awards were presented on stage by competition sponsor, RBS.

Over the years, we have seen many entrants to SIE competitions go on to great success. For many of the students taking their first step this year, it is only the beginning!

“It is important to encourage and foster entrepreneurship in our young people to equip them with the skills to go on to become great business people, either working within larger organisations or leading their own teams.”

Fiona Godsman, CEO
Competition winners

Special Awards winners
Health & Wellbeing
Lisa Main | Robert Gordon University

Creative Industries
Lorn Jean Cowie | University of Edinburgh

Food & Drink
Allistair Taylor (Team) | Robert Gordon University

Environment
Muhamad Adib Rosli | University of Edinburgh

Fresh Ideas winners (each receiving £1000!)

Zachary Baynham-Herd | University of Edinburgh
Idea - The world’s first peer-peer conservation platform connecting those willing to donate to conservation, with those working specifically on individual conservation projects.

Sydney Chasin | Edinburgh Napier University graduate
Idea - A healthy snack food company specialising in a healthy, eco-friendly alternative to popcorn.

Roy Hotrabhvanon | University of Edinburgh graduate
Idea - A new wearable monitoring system to help sports coaches monitor the status of their teams in real time.

Sam Rogers | University of Strathclyde graduate
Idea - Portable power products for adventurers to help support renewable energy solutions in developing counties.

Catherine Truel | Glasgow Caledonian University
Idea - Aelligent: Supporting global trade by providing an online interactive platform connecting importers and exporters.

Thanks to our competition judges!
Graeme Cleland | The BIG Partnership
Janice Cuningham | RBS
David Murray | Mark & Clerks LLP
Julie Nixon | Morton Fraser

Fiona Godsman and Janice Cuningham from RBS (competition sponsors) with our competition winners (L-R) Fiona Inglis, Roy Hotrabhvanon, Lorn Jean Cowie, Sydney Chasin, Sam Rogers, Allistair Taylor, Catherine Truel, Zachary Baynham-Herd, and Muhamad Adib Rosli.
Our Innovation and Enterprise Programme is designed to inspire, empower and motivate students to develop an enterprising mindset and to ignite their confidence and capacity to be innovative thinkers.

There is focus on finding solutions to real life problems, with the aim not only to encourage the students to think about starting up their own ventures but also provide them with the tools to spot future trends and successfully tackle real business challenges by implementing innovative thinking into existing business models to drive organizations forward.

The Programme continued growing throughout the academic year, with our team of educators delivering 300+ varied workshops and reaching the ground breaking number of 8000+ students. Workshops were delivered across all Scottish Universities as well as constantly growing number of colleges, where our education team works in close partnership with academic staff to ensure the workshops’ effectiveness and integration of the learning experience within the curriculum.

**Academic Training**

Throughout the past academic year the education team delivered CPD sessions to academic staff across Scotland’s HEIs and FEIs enhancing their teaching of innovation and other related subjects. After achieving significant success with the sessions the education team is working to expand the academic training and make it accessible to more institutions.

**Thank you for your input and inspiration to my students!”**

*Edinburgh Napier University*

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**Three stages of the programme**

**Phase 1**

Why do I need or want to be able to come up with new ideas?
- Scanning the environment
- Calibrating the future

**Phase 2**

What do I want these ideas to be? What impact do I want them to have?
- Idea generation
- Design thinking
- Disruptive thinking
- Future foresight

**Phase 3**

How do I pursue these ideas towards implementation?
- Prototyping
- Customer mapping
- Team and network building
- Funding
- Business models

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*Thank you for a most brilliant, educational workshop. You really have changed my whole perspective on not just being a leader in the university sector, but in my future career as well.”*

*University of Aberdeen*
Future Ready

The Innovation and Enterprise Programme educators developed a toolkit which enables students and academic staff from all backgrounds to systematically engage with the future. This in turn would allow them to identify potential opportunities and risks in the following areas:

- Disruptive innovation (disruptive idea generation)
- Building innovation skills that help them develop agile careers and contribute to the sustainability and innovative growth of future employers
- Career development
- Curriculum development

Through this toolkit the education team aims to turn uncertainty into inspiration and inspiration into action for the students and give them the confidence to spot emerging trends and the motivation to prepare to tackle future challenges.

Key Partnerships

Being able to provide students with insights to real life challenges, where they could get inspiration and generate ideas for innovative solutions is one of SIE’s main objectives. Throughout the academic 2016-17 year SIE continued maintaining a good relationship with current key partners, but also explored further partnerships across Scotland.

RNIB Techshare Europe 2016

Again, this year SIE contributed to Europe’s largest accessible technology conference by challenging student innovators from Scottish colleges and universities to create new products and services that would enhance the lives of blind and partially-sighted people. Over 40 students, split in eight groups received advice from Google and Apple representatives, before generating ideas and producing a rough prototype of a product that was then pitched on-stage to the conference delegates. The student innovators were encouraged to continue to work on their ideas beyond the event with support from the SIE business advisors.

NHS Annual Faculty of Public Health Conference 2016

In October 2016, SIE’s education team delivered a Live Innovation Lab as part of the NHS Annual Public Health Conference in Dunblane. Amongst the explored topics was the future of community wellbeing, challenging the student attendees to form bold, new innovations to improve Scotland’s healthcare system. The lab focused on key issues, such as:

- Building sense of community
- Equal access to opportunities and resources
- Reinventing how people interact with healthcare
- Community health and food initiatives across all ages
It is believed that embracing data will play a key role in growing the economy and supporting various sectors for the foreseeable future. Recognising this, the ‘Smart Project’ saw three of Scotland’s innovation centres working alongside the Scottish Institute for Enterprise (SIE) to provide inspiration to students as they undertook their final year research.

Students were encouraged to base dissertations on designing concepts and solutions to strategic challenges, as outlined by innovation centres CENSIS, The Data Lab and the Digital Health & Care Institute (DHI). SIE continues to work alongside academics and students to provide ongoing startup supervision to assist them in developing concepts.

More than 40 students took part in the first project in Glasgow with ‘Innovation and the Home’ as a main theme. Challenges explored themes around smart care in the home, living well, community wellbeing, the use of data capture and dissemination, and sustainability and construction. The Success of the ‘Smart Project’ pilot workshop led to the creation of the Scottish Innovative Student Award Programme, which is taking place in the 2017-18 academic year.

More information can be found on our website [www.sie.ac.uk/sisa](http://www.sie.ac.uk/sisa)
SPOTLIGHT ON
COMPETITION WINNERS

Roy Hotrabhvanon is the founder of PlayerData, a sports wearable company developing revolutionary products designed to give coaching insights into any movement based sport.

The human telemetry system PlayerData is developing is a garment filled with biometric sensors, which captures the athletes’ vitals. This data can be reviewed by their coaches and help athletes improve their performance.

Roy won SIE Fresh Ideas Competition in 2017, where he shared his innovative idea for the first time. Shortly after, he won the Scottish EDGE Wildcard award and became an enterprise fellow of the Royal Society of Edinburgh. In a short period of time Roy has made incredible progress with PlayerData. As an athlete himself he sees the potential in sports technology and wants to make it accessible to everyone.

Sydney Chasin is the founder of The Healthy Crop Ltd. – an exciting snack food company, specialising in popped sorghum and the only popped sorghum business in Europe.

Her first product, lil’POP, is a miniature popcorn-like grain, which is drought-resilient and has the ability to grow where other grains can’t. Sydney was inspired by the entrepreneurs she interviewed for her final year project and was determined to make an impact herself. Following her participation in SIE Fresh Ideas and I’m an Innovator competitions, she was announced as one of the Scottish EDGE Round Ten Young EDGE Winners, won the Pitchfest Challenge and was shortlisted in the Top 30 of the 2017 Converge Challengers. This is only the beginning for Sydney!
BUSINESS AND INNOVATION SUPPORT

Our team of regional Business and Innovation Advisors continue to support students and graduates on the way of kickstarting their ideas through another year of training, events, mentoring and many other activities.

During the 2016-17 Academic Year they consulted with 300 new students who were interested in developing a business idea and supported many more from our portfolio with a plethora of advice and guidance on matters such as intellectual property, business angel funding, competition applications, business modelling and prototyping.

The Innovation Fund provided financial support for 7 patents, 2 trademarks and 4 IP Audits and the advisors provided in-depth consultancy to support these student businesses with their intellectual asset planning and decision making.

The SIE Entrepreneurs programme of student and new graduate entrepreneurs ran a number of events including two ‘Meet the Entrepreneur’ dinners featuring Johanna Holtan, founder of Cyclehack and creator of the 3 million viewed Penny in Yo’ Pants social media campaign and SIE alumnus Rebecca Pick of Pick Protection who raised almost £1m for her Personal Guardian business. The inspiring speakers provided plenty of food for thought and encouragement for the entrepreneurial community as well as having opportunity to meet with other like-minded young entrepreneurs and share their experiences at the dinners.

Alongside the rest of the activities, our regional Business and Innovation Advisors ran two masterclasses, the first in health and mindfulness. The masterclass represented a new departure for SIE from the business-related topics normally covered. Our advisers felt it was an important and often overlooked part of starting a business. The feedback regarding our coaches, Martin Stepek and Gilly Kennedy, was excellent and attendees were provided with a starter toolkit to help them develop their own personal work-life balance. The popular Product to Market masterclass brought students from across Scotland to learn more about meaningful and effective market research, IP, prototyping and to learn first-hand from another SIE alumnus, Tom Walkinshaw of Alba Orbital, about his business providing low cost satellites to the European Space Agency amongst others.
INTERN PROGRAMME

Since 2002, the SIE Intern programme has provided valuable peer-to-peer enterprise engagement on campuses across the country. Over 300 students have participated in the programme, gaining skills and development they continue to value after graduation. Indeed some of them, such as Rebecca Pick, have gone on to become successful entrepreneurs themselves.

The role of the Intern was to represent SIE and provide a gateway to engaging with enterprise at their institution, encouraging and developing a community on campus and encouraging involvement with SIE, enterprise hubs, careers services and academic staff.

In the 2016-17 session, the Interns ran over 300 social activities, over 100 enterprise stalls, and made over 200 lecture shouts. In total they engaged with a recorded 21371 students across Scotland.

The Interns were the most cited source of information about the 2016-17 Fresh Ideas competition by entrants, showing the important contribution the Interns made to the 25% increase in entries. This was a significant achievement and a tremendous way to end the year.
"I found the workshop very interesting and informative and I had never had the experience whilst doing market research to be able to speak with so many users in one place. I learnt more about inclusive design from those two days than my five years at uni."

"We were constantly surrounded by support and people with similar mindsets. That really helped us to see that our dream wasn’t impossible."

"This was great as it helps us found our client base as well as establish some key relationship skills and build our development processes."

"I was genuinely surprised when my team was approached after our pitch by someone who absolutely loved our idea and wanted to buy the product as soon as possible. It showed me that a small innovation can impact someone else’s life tremendously."

"They’ve all given us so much advice. It’s really helped us to push forward and realise that we could actually do this full time."

SIE IN 2016/17
Support

£6.5+ million
SECURED BY ENTREPRENEURS WHO STARTED WITH SIE

7 COMPANIES SUPPORTED BY SIE PATENT FUND

300+ STUDENTS MET WITH ADVISORS

Competitions

GET ENTERPRISING
494
25%+ on last year

FRESH IDEAS
377

Community Engagement

Facebook
3480 likes
+13% since 2015-16

Twitter
5793 followers
+37% since 2015-16

LinkedIn
1,110 Followers
+8% since 2015-16

YouTube
130 subscribers
+16% since 2015-16

Newsletter
2,928 subscribers
+45% since 2015-16

Instagram
105 followers
New addition to our social media family

Website
30,570 visits
2,500+ visits per month

Events

300+ WORKSHOPS
8000+ STUDENT ATTENDEES

300+ LOCAL ENTERPRISE EVENTS
21,371+ STUDENT REACHED

"One particular workshop that radically changed my perspective was one on being an entrepreneur: as an education student, it had never crossed my mind to see myself as an entrepreneur, having a rather limited understanding of the term. It is not just about setting up a business: it's about taking risks, pursuing ideas and having an unquenchable self-belief that this opportunity can be made real through hard work, commitment and the adaptability to learn."
MEET THE TEAM

Fiona Godsman
Chief Executive
Fiona’s role at SIE is strategic and operational, ensuring that SIE’s activities remain relevant, effective and supportive to both student entrepreneurs and academic staff. She serves on a number of advisory groups related to enterprise and entrepreneurship education. Fiona has nearly 20 years’ experience in senior global sales, marketing and business development roles in a number of pharmaceutical biotechnology organisations, including Q-One Biotech and Invitrogen. Prior to leading SIE, Fiona founded a specialist marketing consultancy, utilising her experience in the pharmaceutical and biotechnology industries.

Ann Davidson
Enterprise Programme Director
Ann is responsible for SIE’s training activities and delivering a coordinated programme of activities to support students interested in entrepreneurship. Before joining SIE in January 2011, Ann successfully developed training initiatives with the Institute of Chartered Accountants in Scotland and the WS Society, where she was Course Director for three years.

Scott McKellar
Marketing Communications Manager
Scott joined SIE in November 2010 and is responsible for SIE Marketing, including raising awareness of the work of SIE and sharing success stories. He is a Chartered Marketer and has held marketing positions in Global and UK-based organisations. His experience includes the bioscience sector, UK forestry industry and Scottish business community.

Tom McGuire
Senior Business Innovation Advisor
Tom has 15 years’ experience at board level as a director, general manager and executive coach. As a business coach with the leading global firm Shirlaws, and an associate of the Scottish Institute for Business Leaders, he has worked with business owners and executives across a wide spectrum of industry sectors. He has a depth of commercial, supply chain and operations experience gained in the automotive and surface coatings industries.

Dawn Shand
Senior Business Innovation Advisor
Dawn is based in Aberdeen and looks after students in the North of Scotland, Aberdeen, Dundee and St Andrews. Dawn has over 20 years’ experience in business and has run her own Marketing, PR and Business Development consultancy as well as working as an Account Director in a design and advertising agency and a Marketing Manager for a large commercial law firm. Most recently she worked with the Centre for Design and Innovation at Robert Gordon University on a project to encourage more innovative thinking in businesses in Scotland.

Jonathan Tait
Senior Business Innovation Advisor
Jonathan joined SIE in June 2014 as a Senior Business Innovation Advisor in the Glasgow region. He is a qualified lawyer with an MBA and has experience with companies of all sizes in the private sector as well as academia and local and national government. Jonathan successfully run his own businesses and lectured in business management at University and College. He has particular knowledge and experience of the food and drink industry.

Kieran Smyth
Intern Programme Manager
Prior to leaving the organisation in June, 2017, Kieran’s responsibilities were to co-ordinate and support the SIE Interns activity and ensure constant training and development for them. His previous experience as SIE intern, as well as his past participation in small business and enterprise youth networks gave him the advantage to better understand and guide our interns through the unique challenges and opportunities they encountered whilst delivering the SIE message.
Laura-Jane Clements
Office Manager
Laura-Jane has over 15 years of organisational experience with roles within theatre, media and design. Her role of Office Manager at SIE is to ensure the smooth running of all operational and administrative functions. She has an Honours degree in Business and Management and a Postgraduate qualification in Cultural Conference and Events. She has a particular interest in combining popular culture and travel and has written two books on the subject.

Gale Ward
Office and Events Coordinator
Gale joined SIE in January 2016 and was based at SIE’s office in Glasgow. She provided invaluable support to the whole team and organised SIE’s key events. She has a varied background including arboriculture, local government and the care sector and has an interest in social enterprise. Gale left the organisation in May 2017.

Ralitsa Arnaudova
Events and Marketing Officer
Rali joined the SIE team in September 2017 to support the organisations’ marketing activity as well as help organising key events. She is a recent BA Honours graduate from the University of Strathclyde, with a degree in Marketing and Management. Her experience varies from events operations for medium size businesses to digital marketing and brand management for international companies and third sector organisations.

Stephanie Allan
Marketing Assistant
Stephanie joined the SIE team in August 2015. She assists with all of the marketing activities and led the organisation of SIE’s I’m an Innovator competition. Stephanie is a Textile Design graduate from Glasgow School of Art with varied past experience working as an exhibition designer for an international design firm, and in the Scottish Government communications team. Her areas of interest include sustainable design and manufacture.

Hannah Grant
Enterprise Programme Manager
Hannah joined SIE in August 2016 and was responsible with further scaling up the programme and ensuring SIE reached even more students with its world-class innovation education. Hannah’s expertise is in innovation and marketing capability. She previously consulted consumer brands such as O2, Heineken, Aviva and BT and third sector organisations such as Tate. Prior to this, she was Head of Marketing Capability at Aviva, responsible for establishing best practice across the world. Hannah left SIE in May 2017.

Matthew Gardiner
Enterprise Programme Executive
Matthew joined SIE in July 2013 as a Regional Intern Coordinator, after which, in June 2014, he moved roles and started working on the Enterprise programme. He holds a degree in Sustainable Development from the University of St Andrews. His knowledge acquired there, along with his business development experience working with third sector organisations contribute to his understanding of the challenges that the young entrepreneurs are facing today and enhance the impact of the workshops he constantly delivers.

Daniel Quinn
Enterprise Programme Executive
Daniel joined SIE in June 2014, and before moving on in July 2017, his role was to support the delivery of the Innovation Programme throughout Scotland’s Universities and Colleges. Previously Daniel worked within ENABLE Scotland’s employment department, co-ordinating a successful programme from within North Lanarkshire’s Additional Support Need Schools to support a diverse range of young people into employment.
THE SIE BOARD 2016/17

Professor Richard A. Williams OBE
FREng, FTSE, FRSE BSc (Eng), PhD London,
CEng, ARSM, DIC, FIIMM, FIChemE, CSci
(Appointed 1st of March, 2017)
Professor Richard A. Williams, Principal and Vice-Chancellor of Heriot-Watt University, is an academic and entrepreneur working in mineral, energy storage systems and environmental technologies. Professor Williams is an academician of the Royal Academy of Engineering and of the Australian Academy of Technological Sciences and Engineering, and is a Fellow of the Royal Society of Edinburgh. He holds a number of other fellowships, and is Convener of the International Committee for the 19 higher education institutions of Universities Scotland.

Professor Sir Timothy O’Shea
(Chair until August, 2017)
Professor Sir Timothy O’Shea became Principal of the University of Edinburgh in 2002. A computer scientist, he is a graduate of the Universities of Sussex and Leeds. Professor O’Shea is a member of the Board of Scottish Enterprise, Vice-Convenor of Universities Scotland and Chair of the Joint Information Systems Committee (JISC). He holds a number of fellowships, including one from Birkbeck and the Royal Society of Edinburgh and an honorary degree from Heriot Watt University.

Angela Mathis
Angela Mathis is a co-founder and Chief Executive of ThinkTank Maths Limited. Angela has 25 years’ international management and commercial experience in global, technology-based companies; PSNet, Lucent Technologies, Iomega and Imperial Chemical Industries. She sits on the ADS Scotland Council, where she represents Scottish SMEs and Innovation. She is a member of Scottish Science Advisory Council and The Entrepreneurial Exchange.

Chris van der Kuyl
BSc (Hons), Hon DBA, FRSE, FRSA
Chris Van Duyl is Chief Executive Officer of brightsolid online innovation, one of the UK’s leading online innovators. It comprises of two divisions, brightsolid online publishing, which is one of the world’s largest online family history companies, and brightsolid online technology, which provides the secure delivery of critical IT infrastructures. Chris is also Chairman of the Entrepreneurial Exchange, Tayforth group and 4J Studios, the developer responsible for Minecraft XBLA, the fastest selling and most successful Xbox Live Game in the history.

Gillian MacAulay
Gillian is the Managing Director of Strathclyde University Incubator Limited (SUI). She has helped nurture over 150 young businesses since 1990 and implemented a strong office and client support system. She recently launched a new Angel Syndicate, Gabriel Investments, to address the gap in the market of first stage funding for businesses, pushing them through an accelerator programme, to create disciplined, high value, growth companies.

Mike McGregor
Mike is an Associate Partner with Deloitte in Edinburgh and has been with the firm since 1994. During his career with Deloitte, Mike has held senior roles in key audit relationships of the firm including plc’s, multi nationals and private equity backed businesses and has undertaken a number of corporate finance advisory projects. Mike has spent time working in each of Deloitte’s Scottish offices which have enabled him to establish a strong network of business contacts and relationships.

Siobhán Jordan
Siobhán is Director of Interface, The knowledge connection for business a pan Scotland programme to provide a central point of access for industry and commercial organisations to the world leading research in Scottish Universities and Research Institutions. Siobhán has a wealth of experience in supporting commercialisation, innovation and leadership in business and academia and is a member of the Scottish Funding Council’s Research and Knowledge Exchange Committee.

Professor Stephen Marshall
Steve leads a research team in Hyperspectral imaging at the University of Strathclyde as well as teaching at Masters and Undergraduate level. He also manages projects funded by a range of Government, Industrial and European organisation. He is the academic lead for the University of Strathclyde’s highly innovative Vertically Integrated Project (VIP) Program, bringing undergraduates from different years together with postgraduates and academic staff to address problems aligned with key research themes.

Dr Stuart Fancey (Appointed 1st of March, 2017)
After Stuart graduates the University of St Andrews and Heriot-Watt University, he pursued research in physics at Heriot-Watt and Germany. Moving back to Scotland, he was part of the founding management team of Helia Photonics in Livingston. Stuart joined the Scottish Funding Council in 2005 and is currently Director of Research and Innovation. He brings his knowledge of the university sector and of the public sector support for Universities in Scotland and the UK.