The CW membership has grown to over 400 members including organisations of all sizes, from all sectors which represent a broad technology eco-system. Head to our website for the full list www.cambridgewireless.co.uk/members/


Arm Ltd, BEIS Conference Centre, Bird & Bird, BBC, Salford Quays, BT Adastral Park, BT Tower, Cambridge Consultants, Cambridge University, Computer Labs, The Bradfield Centre (Central Working), CUHP, Addenbrookes, Deloitte, Digital Catapult, Digital Greenwich, EIP, Fujitsu, Geovation, Grant Thornton, Granta Park, IDEALondon, KTN, Mathys & Squire, Microsoft Research, MediaTek, Mills & Reeve, Philips Research, Queen Mary University of London, Runway East, Samsung, Sepura, Taylor Vinters

We would not be able to operate without the support of our members and our sponsors. Over the past year the following companies have contributed towards CW activity.

We are also grateful to organisations who host CW events.
OUR MISSION IS SIMPLE
TO HELP MEMBERS

NETWORK
MEET & COLLABORATE WITH COMPANIES ACROSS ALL INDUSTRY SECTORS FOR SHARED SUCCESS

LEARN
LEARN ABOUT AND DEBATE THE LATEST DEVELOPMENTS IN TECHNOLOGY AND ITS APPLICATIONS

GROW
STRENGTHEN BUSINESS CAPABILITY AND REACH

CW Unplugged at The Cambridge Junction

I love everything CW organises as you always manage to pull together fantastic speakers and a great audience. The events management is perfect too.”
Sayara Thompson, Cambridge Judge Business School

CW (Cambridge Wireless) is a not-for-profit organisation that is owned by its members, with a governing board that is elected by the membership. Member companies are drawn from all parts of the connected and wireless enabled world, from semiconductors, securely connected devices, networks, smart phones, software and applications, through to data analytics, machine learning and AI, content delivery, telecommunications and satellites.
Our industry is in an amazing state of super-heated flux. On the one hand, we have break-neck speed progress on technical innovation. We see the exponential growth of Machine Learning/AI being deployed to pretty much any task at hand, the multi-billion dollar development of contentious 5G technology and continuation of the IoT march towards billions of connected devices. On the other hand, there is also change in the non-tech areas with the rise of the gig/sharing economy, the disruption of traditional business models by up-starts and a general context of big socio-political change. The blustery storm of these intertwined technical and non-technical trajectories make the current period one of the most exciting ever for the tech scene. Blink and you will definitely miss something!

So now, more than ever, CW finds itself right in the eye of that storm. With our dual personality of being a great forum for both technical subject as well as marketing/business topics, we are able to help our members link together the many strands of innovation and disruption. Through our world class events, we help inform our members but also debate and challenge some of the thinking. Very little in our industry is black and white – ideas change and evolve through a complete spectrum and it’s our job at CW to catalyse that evolution.

It’s my great pleasure as Chairman to be accompanied on that mission with a very prestigious board. Just like our organisation, our board composition is member-driven. The role of the board is to steer the direction of CW. Of course that includes monitoring and approving the financial aspects of the organisation. But more importantly than that, CW’s board collectively bring a huge insight into what is going on in many parts of our industry. So advising on future direction and predicting which topics are coming to the fore also constitutes a big part of the discussion. I’m very grateful that our board members willingly volunteer their precious time to help define and drive the successful path for CW.

For some time the Board has wanted to tackle the issue of Diversity and Inclusiveness (D&I) – not just from the gender dimension but also through age, ethnicity, background and skills discipline. Even before it became such a hot industry discussion topic, CW was making plans to improve diversity at all levels of the organisation including board
level. To gain some more freedom in this area, in December 2016 we sought permission from the membership to increase the size of the board by three extra directors. The membership overwhelmingly supported the move and as a result, we have managed make good progress on the D&I agenda.

In May, we held the election for several of our board positions (our directors serve three year terms after which they must seek re-election). This year, the election was very vigorously contested with around 150 member companies taking part in the voting. As a result of that election, we warmly welcomed Sylvia Lu and Faye Holland as new Board members, and also David Cleevely on his re-election in May.

In addition to the elected board members, the board also undertook the task of seeking out other individuals who could complement our current board and extend its reach into industry and academia. I’m very pleased to announce that the search process has resulted in the following new members joining the board:

- **SHIRIN DEHGHAN** OpenSignal
- **MISCHA DOHLER** King’s College London
- **STEPHEN PATTISON** Arm Ltd

I’d also like to take this opportunity to thank the Board members who departed this year for all their numerous contributions to CW.

**PROFESSOR WILLIAM WEBB** who expertly stewarded the 5G Debates at the Shard and BT Tower, and coordinated prestigious Lectures.

**PAUL CEELEY** provided expert comment and championed efforts to reach out to a younger demographic.

**PROFESSOR JOHN HAINE** who led the team that put on the successful 2016 CW Technology & Engineering Conference (CW TEC) on Quantum Computing. Even members equipped with Physics degrees found it challenging. He doesn’t escape though, now landing the job of steering the CW Journal Editorial Panel.

I also want to give **SIMON FLETCHER** of Real Wireless a public vote of thanks. Simon has steered the committee for the last two Annual Conferences, and is participating again in the design of CWIC18.

In the coming year, I’d like to see even greater interaction between the board and the Special Interest Group (SIG) champions. As I’ve said on many occasions, the SIG champions are the life-blood of CW bringing a huge amount of domain knowledge and core expertise in so many areas. I’m a great believer in flat organisations – so I see great benefit increasing the degree at which the board members work alongside the SIG champs and the CW team in delivering great events. Like our industry, the CW SIGs will grow and evolve. We’ve already seen several SIGs change and re-form – I expect we will see more of that over the coming years. It’s the natural process of ensuring we keep our group fresh and relevant.

Lastly, I’d like to thank the CW team and in particular Bob’s leadership. Over the past few years, I’ve seen the CW team grow in confidence and capability. The team consistently punch above their weight and keep up their fantastic enthusiasm even through the most hectic of periods!

RAJ GAWERA
VP and Managing Director, Samsung Cambridge and Samsung Aalborg
Since September 2016 the CW team have delivered 29 x Special Interest Group Events (SIG), executed four x major conferences (with the Annual Conference actually consisting of five separate events over three months!), managed five x separate start-up competitions, and organised five x dinners with speakers, along with two x public debates and a variety of other activities.

This is a huge amount of activity for the small CW team to take on, and it wouldn’t be possible if we had not been supported by the membership, particularly the SIG Champions, and also by generous sponsors.

On top of this core activity we have

- Launched a new BRAND and WEBSITE, and overhauled our back office systems.
- Created, with the CW JOURNAL team, a new quarterly technology publication. Issue No1 explored 5G, IoT – with a great piece from the University of Bristol on flexible duplexing, alongside numerous SIG reports. We are delighted to be providing this new platform for members to comment and debate industry trends.
- Moved into the new BRADFIELD CENTRE in the heart of the Cambridge Science Park. It is a stunning 40,000 sq ft building designed for ambitious tech scale-up companies - with a 100-seat auditorium where CW will be delivering regular events.

Our overall aim is quite simple – to better support the needs of the membership through “connecting the digital world”. Some highlights for me:

- The impressive line up of winners for the DISCOVERING START UP COMPETITION in October 2016.
- Being asked to deliver 5G debates by the NATIONAL INFRASTRUCTURE COMMISSION. I thought the debates were in the best traditions of CW – digging into the underlying issues behind important subjects.
TIM WHITLEY Managing Director, Research & Innovation for BT - wearing his hard hat at the Founders Dinner, PROFESSOR ANTHONY FINKELSTEIN – Chief Scientific Adviser for National Security giving some sobering insights into the issues around Cyber Security when viewed from Central Government.

Widening the clinical relationships with the busy HEALTHCARE SIG – particularly with Cambridge University Health Partners, and our partners at One Nucleus.

Working with IoTUK partners in the delivery of the CAMBRIDGE LPWAN BOOST project. It was great to see the participating companies getting so much out of the process, and the sheer delight of the winning company, Beringar.

A successful and well-received ANNUAL CONFERENCE in June 2017 – with 4 x “CWIC Starter” events all being delivered in the space of 2 weeks in the spring.

The newly formed ARTIFICIAL INTELLIGENCE SIG curating the delivery of no less than two major conferences (with a combined attendance of nearly 500) and a plenary session at CWIC.

We launched 3 x new SIGs this year – AI, Industrial IoT, and Smart & Intelligent Cities.

A growing INTERNATIONAL PROFILE resulting in a number of connections with the UK ecosystem, including visits from the US, Canada, Taiwan, Malaysia, Singapore, India and Europe.

The first INCLUSIVE INNOVATION CONFERENCE – examining an important topic, and with some brilliant speakers – and our first conference at the Bradfield Centre

The team response – we had just over a week to execute – to put on a successful “ideation day” for COSTA COFFEE.

And finally the CWTEC series going from strength to strength with a strong conference on Quantum computing in September 2016, and a conference in October which included speakers with affiliations to Apple, Amazon, Google DeepMind, NVIDIA, Arm Ltd – and rising stars like Prowler.io, Speechmatics and Graphcore.

I’d like to thank the brilliant and hard working CW team, the Board, the SIG Champs, sponsors and supporters. We still have much to do – not least in the area of diversity and inclusion - we also want to continue to reach out to more individuals in member organisations and beyond.

ROBERT DRIVER
CEO, CW
THE BOARD
2017/2018

RAJ GAWERA
(CHAIRMAN CW)
Samsung Cambridge
& Samsung Aalborg

BOB DRIVER
CW

DR DAVID CLEEEVELY
CBE (BELOW)
Raspberry Pi

FAYE HOLLAND
Cofinitive

GRAHAM PINK
Orbital

MISCHA DOHLER
King’s College
London

PETER WHALE
Consultant

SHIRIN DEHGHAH
OpenSignal

STEPHEN PATTISON
Arm Ltd

STEPHEN UNGER
Ofcom

SYLVIA LU
u-blox

ZAHID GHADIALY
Parallel Wireless
CW is a perfect forum to bring together industry experts, academia and entrepreneurs to exchange ideas and work together for a better world. The wireless industry has transformed lives of billions of people and will continue to do so with many exciting new technologies that requires even closer collaboration between these three pillars of innovation.”

Shirin Dehghan, OpenSignal

CW does a fantastic job of bringing a highly influential ecosystem together to work on the technical and market issues that really matter for our digital future.”

Stephen Pattison, Arm Ltd

It has been a real honour to serve on the Board of CW over many years, helping with activities such as the Prestigious Lectures, 5G Debates and having the chance to network widely with the amazing community of members. I’m sure CW will grow even stronger over the coming years.”

Professor William Webb

WANT TO EMAIL THE BOARD A QUESTION?
HELLO@CAMBRIDGEWIRELESS.CO.UK
THE DYNAMICS OF CW

CW operates as a not-for-profit organisation. The overall aim is to attain a modest profit over a Financial Year which stretches from October to September – this year we anticipate a profit in the region of around 4% on a turnover of about £620K. 50% of income comes from member fees, the balance is made up by sponsorship, with some further contributions from ticket sales and programme fees. The bulk of expenditure is cost of sales and payroll.

EVENTS & PROGRAM FEEDBACK

I went to this conference in Cambridge expecting another gasbag about vague concepts of AI & its supposed threats to industry if not human existence. And was wonderfully disappointed! This CW event with its rigorous speakers gave incisive views of applied AI which, after all, is the best way to clarify all the misconceptions in the field and sweep away doubts and apprehensions.”

Dr. Phil. Tania Peitzker, a happy AI technologist & entrepreneur (non member)

As director for healthcare technologies at Arm, I have found our membership of CW both valuable and rewarding. I’ve been a Health SIG champion for seven years, and during that time, we have extended the reach of the CW community beyond wireless and tech into clinical and pharma. Healthcare is adopting mobile technology at an increasing pace, whether in the form of faster servers performing genomic sequencing, or the smallest wearable or implantable devices monitoring and understanding health issues. CW brings together a rich community of companies and individuals across the industry, enabling us to collaboratively explore the potential for secure, low-power embedded technology.”

Peter Ferguson, Arm Ltd (member)

The networking opportunities and the business support offered to us during the CW IoTUK Boost programme were incredible and have helped us establish a strong foundation to grow our business. The team at Cambridge Wireless are some of the most professional, knowledgeable and fun people I have had the pleasure to work with and would certainly recommend that if you get the chance to engage with CW or become a member, do it!”

Mark Sorsa-Leslie, Co-Founder, Director, Beringar Ltd (member & 2017 IoTUKBoost Winner)

*The financial information illustrated above does not constitute statutory accounts, as defined in Section 434, Companies Act 2006. The financial information has been extracted from the accounts for the year ended 30th September 2017.
ABOUT US

CW have been at the leading edge of thought leadership and technology discussions for 17 years. With over 400 company members including organisations of all sizes and from all sectors, the membership represents a broad technology ecosystem. Find out who forms part of this vibrant membership, for more information visit www.cambridgewireless.co.uk/members/

More than 400 companies in the network

- East Of England 18%
- Outside The UK 13%
- The South 13%
- Greater London 19%
- Midlands 30%
- Scotland & Wales 2%
- The North 2%
- Cambridge 2%

Member companies (by size)

- Small companies 30%
- Medium companies 57%
- Larger companies 13%
EVENTS AND PROGRAMMES

Feedback from attendees at CW events

- Average event quality score (out of 5) -

47.78 49.63 52.79

- Average net promoter score* -

Net Promoter Score (NPS) is an index ranging from -100 to 100 that measures the advocacy of an organisation’s customer relationships. The Survey Monkey Benchmark (the average across all surveys) is 40*

*correct at time of print

Main event topics since September 2016

<table>
<thead>
<tr>
<th>Event Topics Overall</th>
<th>SIG Event Topics</th>
<th>Conference Topics</th>
<th>Debates and Talks</th>
<th>Start-up Competitions</th>
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<tbody>
<tr>
<td>5G</td>
<td>7</td>
<td>3</td>
<td>1</td>
<td>3</td>
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<tr>
<td>Academic &amp; Industry Liaison</td>
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<tr>
<td>Artificial Intelligence</td>
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<td>--</td>
<td>3</td>
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<tr>
<td>Business - Models and Support</td>
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<td>Diversity and Inclusion</td>
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<td>--</td>
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<tr>
<td>Healthcare Technologies</td>
<td>6</td>
<td>3</td>
<td>3</td>
<td>--</td>
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<tr>
<td>Innovation</td>
<td>3</td>
<td>--</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>Internet of Things / LPWAN</td>
<td>14</td>
<td>5</td>
<td>4</td>
<td>--</td>
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<tr>
<td>Mixed Reality</td>
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<td>Positioning</td>
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<td>Quantum Computing</td>
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<tr>
<td>Radio Technologies</td>
<td>5</td>
<td>5</td>
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<tr>
<td>Security (Cyber &amp; Public Safety)</td>
<td>6</td>
<td>5</td>
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<td>1</td>
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<tr>
<td>Smart Cells</td>
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<tr>
<td>Smart Cities</td>
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<tr>
<td>Supporting Start Ups</td>
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<td>2</td>
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<tr>
<td>Transport and Connected Vehicles</td>
<td>3</td>
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<td>3</td>
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</tr>
<tr>
<td>User Experience</td>
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<td>1</td>
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</tr>
<tr>
<td>Wireless Heritage</td>
<td>3</td>
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Sector breakdown of delegates

<table>
<thead>
<tr>
<th>Sector</th>
<th>0%</th>
<th>10%</th>
<th>20%</th>
<th>30%</th>
<th>40%</th>
<th>50%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Healthcare &amp; Medical Technology</td>
<td>7.33%</td>
<td></td>
<td></td>
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<tr>
<td>Other service industry sectors</td>
<td>8.14%</td>
<td></td>
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<td></td>
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<tr>
<td>Hardware &amp; Equipment</td>
<td>8.45%</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Other Industrial sectors</td>
<td>12.38%</td>
<td></td>
<td></td>
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<tr>
<td>Electronics &amp; Semiconductors</td>
<td>13.65%</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Software</td>
<td>14.81%</td>
<td></td>
<td></td>
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<td></td>
<td></td>
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<tr>
<td>Telecommunications &amp; Mobile</td>
<td>35.23%</td>
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</tbody>
</table>

The overall reported quality of events is improving, and the proportion of non-members has been increasing 51% of events were held in Cambridge, 46% in London and 3% elsewhere.
YOUR FEEDBACK

Every year we conduct a survey to gauge your feedback, member or not, which we use when planning our programme of events. This year (2017), the picture is a positive one:

20% of respondents felt that CW had improved “a lot” over the last year, and 68% reported it had improved overall (this is in comparison to an average of only 35% over the previous two years). One person felt it had got slightly worse.

Respondents deeming CW EVENTS were good or very good increased from 80% to 90% (with SIG events improving from 75% to 90%).

35% want the ANNUAL CONFERENCE to be a one-day event, 15% preferred two days.

92% felt the new CW JOURNAL was good or very good. 63% want it delivered as an online version.

96% felt the FOUNDERS DINNERS are very good or good.

SUGGESTIONS FOR IMPROVEMENT:

I would like CW to encourage organisations to allow more junior employees to attend events. (I’m 26 and often feel like the youngest attendee).“

More regional events around the country.”

There were also suggestions that there were too many SIGs, and too much activity – and a need for larger numbers of delegates at events.

Some respondents called for more participatory events, demos, hackathons, workshops. More facilitated networking, particularly at Founder Dinners. Active social events. Better knowledge base. Consortium building services were advocated.

Additional support for start-ups and entrepreneurs - helping members to increase sales.

47% value professional training services.

A key concern for everyone was talent acquisition and retention.

And finally there were calls for additional activity around: Blockchain, Drones, Technology and Society, Food & AgriTech, Fintech, EdTech, MediaTech, Maker activity, Marketing, Mixed Reality, and Satellites.
The programme of activity for the coming year will be as equally busy as this year. We’ll continue to deliver thought leadership events, and to support our members.

Planning has already commenced with the main Annual Conference for 2018 now booked at the Genome Campus, Hinxton Hall, Cambridge for the 4th July.

We are planning to increase the resources allocated to marketing to take our messages to a wider audience. One of the ideas we have had is to carry out roadshows at organisation premises – to ensure more personnel know about the benefits of their membership.

We’ll continue to drive the Diversity and Inclusion agenda through the establishment of an Advisory Panel and a programme of practical activity.

The government has stated the ambition to “ensure the UK is the best place to start and grow a digital business, trial a new technology, or undertake advanced research – and that the UK’s digital sectors remain world leading”.

The 5G strategy, announced in late 2016 promises significant public funding available to support the 5G Testbed and Trials programme. CW will stand ready to support the development of this 5G vision.

And we’ll be working to support the development of the Bradfield Centre as a vibrant hub for tech activity.
WHY JOIN THE CW MEMBERSHIP?

Whether a sole trader, SME or a global enterprise, CW’s network empowers organisations of all sizes. Our ethos ‘Network, learn and grow’ drives what we do and how we do it! If you’ve not attended a CW event before, be sure to get in touch with us to arrange a complimentary place at one of our special interest group events. Top level membership benefits include:

CW has helped GeoSpock establish a number of key relations across various different sectors and the SIG meetups have been some of the best technology events that I’ve been to.”

Dr. Steve Marsh, GeoSpock Ltd

Interesting topics, friendly and prepared staff, great venues, great opportunity to meet people from different company-sectors and built relationship.”

Enrico Nigra, Nokia

We really made the most of it and had some incredible conversations - none of which would be possible without CW & the team. So big thank you from SenSat!”

James Dean, SenSat

A good opportunity to meet with industry experts that have relevant technology and experience that will impact the automotive space.”

Ian Simmons, Magna International

Our partnership has enabled us access to an excellent network of skilled candidates particularly in the areas of wireless telecoms and IoT, resulting in 4 placements throughout 2016. We look forward to continuing to grow our relationship with CW in 2017 and beyond.”

Consol Partners

Excellent use of time and good value for money. Insightful, provocative presentations to add to the attendee’s stock of knowledge and perspective on key topics, and a great place for productive networking.”

Lindsay O’Regan, Flex

Meeting inventors and CTOs.”

Esther Ford, Marks & Clerk

Other reasons to join:

- Talent Acquisition
- Brand Awareness
- Business Connections
- Knowledge Sharing
- Leverage into an established ecosystem
- Programmes focused on innovation
- World-leading Conferences
- Discussions that inspire change
- Smart use of budget
- Personal career development
- Help Drive Innovation

Join us to change the way you network and grow your business. Visit www.cambridgewireless.co.uk/about/benefits for more information.