

Venue: Deloitte UK, 2 New Street Square, London, EC4A 3BZ

AGENDA

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| 13:30 | Registration and networking with lunch |
| 14:30 | Welcome and Introduction from Robert Driver, CEO of CW |
| 14:35 | Session chaired by Abhi Naha, COO of CW
Scott Campbell, Director, Ventures Lead, Deloitte |

Company Pitches

Each company will have 5 minutes to pitch, followed by 4 minutes of Q&A from our judging panel. Each pitch will conclude with a 1-minute verbal summary from **Dr David Cleevly, Chairman of Raspberry Pi.**

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| 14:50 | 1. OneVisage SA |
| 15:00 | 2. Heartfelt Technologies |
| 15:10 | 3. Codeplay Software |
| 15:20 | 4. Passive Eye Ltd |
| 15:30 | 5. Propelmee |
| 15:40 | Start Up Exhibition, Networking and refreshments |
| 16:10 | 6. ZIFiSense |
| 16:20 | 7. Tangi0 Ltd |
| 16:30 | 8. Third Skin |
| 16:40 | 9. Thyngs |
| 17:00 | The Perfect Storm Redux
Neil Dickins, Founder & Director, IC Resources |
| 17:15 | Impact Investing - Panel Session
Session chaired by Abhi Naha, COO of CW |
| 17:55 | Closing remarks by Robert Driver, CEO of CW |
| 18:00 | Drinks reception with Announcement of Winners |
| 19:00 | Event closes |

Profile of organisers

Cambridge Wireless (CW)

CW is the leading international community for companies involved in the research, development and application of wireless and mobile, internet, semiconductor and software technologies. With over 400 members from major network operators and device manufacturers to innovative start-ups and universities, CW stimulates debate and collaboration, harnesses and shares knowledge, and helps to build connections between academia and industry. CW's 19 Special Interest Groups (SIGs) provide its members with a dynamic forum where they can network with their peers, track the latest technology trends and business developments and position their organisations in key market sectors. CW also organises major conferences and start-up competitions along with other high-quality industry networking events and dinners. With headquarters at the heart of Cambridge, UK, CW partners with other international industry clusters and organisations to extend its reach and remain at the forefront of global developments and business opportunities. www.cambridgewireless.co.uk

Profile of sponsor and host

Deloitte

Deloitte provides audit, tax, consulting, and corporate finance services to public and private clients spanning multiple industries. The Global Technology, Media & Telecommunications Industry (TMT) group consists of the practices organised in the various member firms of Deloitte Touche Tohmatsu Limited (DTTL) and is dedicated to helping clients evaluate complex issues, develop fresh approaches to problems and implement practical solutions. Within the Technology practice in the UK, clients range from FTSE100 globally renowned organisations, to fast-growing Tech SMEs; covering a range of sectors from hardware and hi-tech manufacturing, to software and internet. The pace of technological change is one of the biggest challenges facing industry executives today. In a market of economic uncertainty, technology companies are changing their business strategies in order to adapt for success. Deloitte understand the challenges these companies face during their business growth cycle and tailor comprehensive solutions for clients. By helping companies adapt quickly to this evolving terrain, Deloitte unlock the innovative and creative thinking companies need to compete. www.deloitte.co.uk and www.fast50.co.uk

Profile of sponsors

Provence Promotion

The Provence Partnership helps you to set up your business in Provence by providing free and confidential support. Provence Promotion is the economic development agency of the Provence Region. Their team is dedicated to accelerate and facilitate the launch of new business in the South of France and helping by finding the right location for your company, the financing incentives and grants for your project, introductions to the local network, and supporting recruitment and integration in the new environment (housing, schooling, visas). www.investinprovence.com/

IC Resources

IC Resources is the recognised technology recruitment partner to the global tech community. Our team of 50 consultants offers more than 500 years of specialist, industry recruitment experience. Our specialist teams' knowledge and expertise spans the Software, Semiconductor, Electronics, Engineering (Technical and Commercial) and Creative Digital industries. ic-resources.com

Profile of speakers

David Cleevely, Chairman, Raspberry Pi Foundation

David Cleevely CBE (FREng, FIET) is an entrepreneur who has founded a series of companies including Abcam, Analysys, 3waynetworks and others. Dr. Cleevely is the Chairman of Raspberry Pi, founding Chairman of the Cambridge Science Centre and the Founding Director of the Centre for Science and Policy, University of Cambridge as well as acting as government advisor. He also co-founded Cambridge Network, Cambridge Wireless, Cambridge Angels and the award-winning restaurant Bocca di Lupo. www.raspberrypi.org/

Scott Campbell, Director, Ventures Lead, Deloitte

Profile to follow. www.deloitte.co.uk

Neil Dickins, Founder & Director, IC Resources @icresourcesteam

Profile shown below.

Profile of pitchers

OneVisage SA

OneVisage, the Swiss-based 3D facial authentication solution leader, is first to propose a comprehensive 3D facial authentication solution portfolio for mobile and desktop platforms, supporting both RGB and 3D/depth cameras. OneVisage is well poised to offer bank-grade 3D facial authentication solutions running with the new generation of smartphones, tablets and laptops that will integrate 3D/depth front cameras. www.onevisage.com

Codeplay Software

Codeplay Software connects the most advanced processor systems to artificial intelligence frameworks enabling the latest machine learning and vision processing applications. Automotive ADAS and autonomous vehicles, cloud compute and smart vision IoT systems all benefit from using well known open standards, resolving a) engineering skills availability, b) increased reusability, c) reduced system complexity and ultimately d) faster time-to-market. Codeplay is internationally recognised as experts in heterogeneous processing systems, having many years of experience implementing open standards based systems including OpenCL™, SYCL™ and Vulkan™. The target platforms typically involve the highest performance and complex processors used for graphics, compute, neural network and vision systems. www.codeplay.com

Heartfelt Technologies

Heartfelt Technologies solves the problem of repeated hospitalisation of non-compliant patients: those who fail to take their drugs, monitor themselves or report worsening of symptoms, and as a result incur over half of healthcare costs. We do this by designing technology that fits around their lives, without requiring behaviour change. www.hftech.org

Passive Eye Ltd

Passive Eye is a self-powered asset tracking and monitoring platform that eliminates the entire cost and administrative overhead for battery recharging. Passive Eye reports the location of field assets for efficient marshalling and deployment. If it's on an asset that shouldn't move, it'll send an alarm if movement is detected. For the logistics industry, it'll report damage if there's excessive impact or tilt or if environmental conditions change in a container, all without recharging batteries. www.passive-eye.com

Propelmee

Propelmee is enabling L5 autonomy across multiple classes of autonomous vehicles for on-road and off-road use cases including driverless cars, last-mile delivery, and field & service robotics. Our sensor-agnostic suite of autonomous perception algorithms give any vehicle the ability to build up a rich scene understanding of the environment, and can segment obstacles of any type, size, shape, or appearance, and the drivable free-space on highways, town roads, off-road, and indoors, even without lane markings. www.propelmee.com

Tangi0 Ltd

Keyboards, tablets, car dash panels, gaming consoles and almost all electronic product controls have the same limitation: bundles of on/off buttons that are uninspiring to use and expensive to manufacture. Tangi0 created a platform technology replacing all electronic sensor complications with one flexible touch-sensitive material, producing 3 dimensional controls that are ergonomic, intuitive and engaging. The patent-pending technology leaps into exciting applications: making tactile gaming consoles robust and fun to use; making effortless car interior controls with appealing finishes; creating ergonomic computer peripherals solving repetitive strain issues; and even making interactive products accessible for the visually impaired. tangi0.com

Third Skin

Third Skin is an ecosystem of wearables to augment our sensory experiences with digital content, and put the humanity back into technology. Their mission is to empower people to enjoy the digital world like people – with freedom of self-expression, elegance and privacy. thirdsk.in

Thyngs

Thyngs is a fast-growing tech platform business that enables marketing people to easily, flexibly and cost effectively add smartphone engagement capability to any of their physical marketing assets. Our platform also enables simple, secure 'on-the-go' payment capability initially designed to enhance existing cash charity tins and fundraising materials, which is now rolling out as simple optional extra for charities new cash tins or buckets - the first donation more than pays for the cost of enabling it. thyngs.net

ZiFiSense

ZiFiSense is a fast-growing Cambridge-based IoT technology provider. Based on the ZETA LPWAN technology, ZiFiSense provides complete end-to-end IoT solutions to industrial customers and it has built the largest license-free LPWAN in China. ZiFiSense has developed three categories of solutions including smart city, smart lighting and smart community for serving multiple vertical markets. Our customers include large corporations such as mobile operators, government, system integrators as well as many small/medium size enterprises across the globe. www.zifisense.com

Profile of judges

Robert Bahns, Director of Technology Ventures, Touchstone Innovations @tsinnova

Robert is Director of Technology Ventures at Touchstone Innovations where he focusses on investments in the hardware and materials sectors. He has over fifteen years' experience in venture capital and previously was a Director in the technology investment team at Nomura International plc, where he led investments in the communications and electronics sectors. He trained as an electronics engineer and worked in Japan for Pioneer Electronics Corporation, both in R&D and in establishing the company's first UK manufacturing facility. He has an MBA from Insead and an Electrical Sciences degree from the University of Cambridge.

Laurent Brisedoux, Senior Software Development Manager, Amazon

Laurent Brisedoux has been heading the Amazon R&D team in Cambridge, part of the Lab126 organization, since its creation in 2014. His group is responsible for developing application, device and cloud software for Amazon's consumer electronic devices such as the Fire TV, Echo Look, Echo Show and many more innovative products to come. Prior to that, Laurent was in charge of the development and productisation of imaging technologies at Broadcom, managing a group of 50 people across multiple locations worldwide. He joined the Broadcom Mobile Multimedia group in 2004 with the acquisition of Alphamosaic, one of the Silicon Fen 'success stories'. Laurent is also a junior angel investor and working with several technology startups in the Cambridge area.

Cornelia Calugar-Pop, Manager, Tech Media Telecom Insight, Deloitte @Cornelia_C

Cornelia is the lead TMT (Technology, Media and Telecommunications) Researcher at Deloitte where she conducts research and analyses the trends in the TMT space. Responsibilities include publication of thought leadership reports and production of analyses on topical issues. She is involved in a variety of projects, covering end-user demand for digital services and technologies and vendors go-to-market strategies.

Carol Cheung, Investment Associate, Cambridge Innovation Capital @CambsInnovation

Carol is an Investment Associate focusing on a range of technology investments. Prior to joining CIC she worked in a variety of roles at several UK-based early stage tech companies, most recently as Commercial Director of a Cambridge-based speech recognition start-up and as the VP of Finance for an Adtech business in London. She has a background in financial analysis gained from working in both in the UK and Canada. She holds a B. Comm from the University of Toronto, gained an MBA from the University of Cambridge's Judge Business School and is a CFA charterholder.

Jonathan de Groot, Finance and Investment Lead, Accelerated Ventures @AcceleratedDV

Jonathan is a Finance and Investment Lead at Accelerated Digital Ventures (ADV), with a passion for tech across industries and curiosity in scalable business models. Prior to joining ADV he worked in a variety of roles in the Israeli tech ecosystem, from providing Financial and Business Strategy services at PWC to scaling up a startup into a Unicorn as the Director of Finance. He has an international background, working in San Francisco and Holland with experience in finance, FinTech and AdTech. Before his pursuit for a career, he served 4 years as the communication officer in the Combat Engineering Special forces. He holds a Bachelor in Economics from the University of Jerusalem, gained an MBA from the University of Cambridge's Judge Business School and is a CFA charterholder.

Shirin Dehghan, Investor, Cambridge Angels @shirinfdehghan

Shirin is a self-made millionaire, starting her software business in telecoms after spending 10 years working in the sector as an engineer. She grew her business from a mere idea to a global organisation with blue chip telco-operators as customers worldwide. Since selling her business, she has become an angel investor as well as helping startups realise their potential as board member and advisor. She resembles her experience of building a successful business to running the marathon everyday with no finishing line insight!. What got me through it, was a supportive family, amazing people I worked with, passion, tenacity and a relentless drive to succeed.

Neil Dickins, Founder & Director, IC Resources @icresourcesteam

Neil is a founder of Intellectual Capital Resources, Europe's premier technology recruitment firm. He started the company with the raison d'être of being an active participant in the technology community, rather than an 'external supplier'. This means that every IC Resources business decision is made with the best long term interests of clients and candidates in mind. It also means that IC Resources is happy to sponsor Discovering Start Ups, one of the year's best industry events. Beyond the office, Neil can be found occasionally treading the boards Questors Theatre and regularly toiling up and down a basketball court. IC Resources recruits technical and commercial roles from entry to Cxo level.

Bruno Dizengremel, Investor, Sepiah

Bruno Dizengremel has been until recently a Partner of Innovacom (French Venture Capital firm) and has managed European investments made from various Innovacom funds as well as the Orange Venture Fund over the last 14 years. His investments have covered the mobile, internet, software and component fields. His latest exits included Videoplaza (acquired by Ooyala - 2014), Shenick (acquired by Aeroflex - 2014), Aepona (acquired by Intel- 2013). Bruno was priorly Head of Corporate Development with EHPT (Venture between Ericsson and HP in the OSS/BSS space). Bruno had also spent over 10 years in France Telecom /Orange group in business development as well operational responsibilities (e.g. CTO of Panafon GSM in Greece).

David Gill, Managing Director, St John's Innovation Centre @StJohnsCentre

David Gill was appointed Managing Director of St John's Innovation Centre in October 2008. He previously set up and ran the Innovation & Technology Unit at HSBC Bank in London (1997-2004), before serving as an executive director of ETCapital Ltd, a venture firm focused on early-stage, technology-based investments. Educated at Cambridge, he qualified as a barrister before working in corporate finance for US and UK banks. A Sloan Fellow at the Stanford Graduate School of Business in California (2005), he is also the co-author of a number of analyses of innovation (in the US, Israel, Germany and the UK), business incubation and finance for growth firms, most recently 'Start-up Support Programmes: What's the difference?' (NESTA 2015) and 'Consolidating the Gains: Government Intervention in Risk Capital' (Venture Capital 2015). He is a non-executive director of the Greater Cambridge Peterborough Enterprise Partnership and of Syndicate Room Ltd.

Miruna Girtu, Strategic Partnerships Manager, Syndicate Room @MirunaGirtu

Miruna joined SyndicateRoom in 2015 as an Investment Associate, working with start-ups throughout their funding journey. She is now building a new department within SyndicateRoom, through which she selects the most promising high growth companies and connects them to strategic investors. She is also growing SyndicateRoom's ecosystem of partners, working closely with key industry players and supporting the Private Markets team with deal flow. She has previously worked on an ambitious FinTech Consulting project with Lloyds Innovation Labs and helped with an International Development project run by Innovations for Poverty Action. Miruna studied Economics at UCL, International Business in Rome and Management at Cambridge Judge Business School.

Richard Heggie, Head of the High Growth & Entrepreneurs Proposition, Barclays

Richard has over 15 years' experience in investment banking and private client wealth management. Richard has headed the proposition and delivery for entrepreneurs at Barclays since October 2013. Prior to this role, Richard co-headed the Proposition and Delivery team for Barclays Global Ultra High Net Worth and Family Offices. He was a key member of the working group leading the integration of Lehman Brothers' Private Investment Management business in New York.

Ward Hills, CEO, Open IO Labs

Ward is an IOD certified director, entrepreneur and investor who is actively involved with business in digital healthcare, nanotechnology and cyber-physical systems. He has an affinity for emerging technologies, start-ups, makerspaces and aircraft. Having worked at management and board level in the US, UK and Malaysia, he has been involved in transactions, partnerships, product launches, and successful marketing campaigns in the UK, Europe, Japan and Russia. He currently serves on the boards of Makespace Cambridge, AbedGraham Healthcare Strategies and OpenIOLabs.

Paul Hughes, Director of Enterprise Support, Allia Ltd

Paul is a highly-experienced professional advisor & mentor and is passionate about entrepreneurship and innovation. He currently leads Allia Serious Impact, a multi-stream start-up support programme (including incubator and accelerator programmes) supporting impact entrepreneurs and ventures to start and grow businesses that make a positive impact on people, planet or place, located within each of the Allia Future Business Centres. Paul has worked with numerous ventures in Cleantech, IoT/Smart Cities, Health (incl.biosciences & pharmaceuticals), AgriTech and Tech for Good around the world. He is an entrepreneur himself, having co-founded a significant technology business in the biofuels sector. He currently sits on the Advisory Boards of AGRInsight, Cambridge Bio-Augmentation Systems, KisanHub & Repositive. He is also a global Judge for the MassChallenge Accelerator.

Miles Kirby, Director Growth Investments, Oxford Capital

Miles works in the growth investments team at Oxford Capital, leading investments in the technology space and has over 15 years of venture and growth experience and a background forming and running new ventures. Prior to Oxford Capital, Miles was Managing Director of Qualcomm Ventures (\$500M corporate fund with a portfolio of over 130 companies), leading Qualcomm's investments in Europe. At Qualcomm Ventures Miles lead investments such as Iridigm (acquired by Qualcomm, 10x return), A123 (IPO'd and worth over \$2B at its peak, 50x return), Fon, Formula E and Voluntis. While at Qualcomm Miles formed and ran an internal incubator and developed Qualcomm's effort in Augmented Reality, Wireless Charging and Machine learning and has 19 patents applied for around the world. He also spent a number of years setting up and running Product Management teams for Mobile Phones and Display groups at Qualcomm. Miles holds an BEng in Electronics and Communication Engineering from Bristol University and an MBA from University of California, Irvine.

Hoi Lam, Lead Developer Advocate, Google

Hoi Lam is the Lead Developer Advocate for Android Wear and is an Internet of Things (IoT) panel expert for the Institute of Engineering and Technology. He worked on the launch of Google Cast / Chromecast in Europe, Android Wear, Google Glass and the Google beacon platform. You can follow him on Twitter @hoitab. Prior to joining Google, he founded Exahive to disrupt the mobile commerce marketplace with new technology and business models. Hoi was an Equity Research VP at Deutsche Bank and Citigroup between 2007-2012 advising technology CEOs, CFOs on corporate strategy and institutional investors on technology investments. Before banking, he was an enterprise architect at Accenture heading up product management for large client programmes. Hoi holds a Master and Bachelor degree in Space Engineering from the University of Cambridge.

Sandeep Raithatha, Head of Innovation Central, BT

Sandeep is Head of Innovation Central within Research and Innovation at BT. The Innovation Central team supports BT market facing units in their growth agenda by offering innovation consultancy services from idea generation to proposition and business case development. The team also runs BT's Tech city co-innovation programme with start-ups called BT Infinity Lab and the BT New Idea Scheme which crowdsources ideas from BT's employees to create impact on BT's customers and its bottom line. Prior to leading this team, Sandeep has worked in a range of roles across from software development to agile project & programme management at BT.

Matthew Scherba, Partner, Breed Reply

An entrepreneurial executive with 20 years of international IT, software, sales and consulting experience covering the full technology lifecycle. A founder, who has also run and invested in companies across cloud software, mobile applications, M2M, machine learning analytics, and Internet of Things (IOT), in both the corporate and start-up space, across the UK, Europe and US markets.

Laurence Soldermann, BU Manager, Provence Promotion

Laurence Soldermann, 38 years old, is the Manager of the Launch Support Business Unit for Provence Promotion, the Economic Development Agency for promoting and facilitating international investment in Provence (South of France). She has been supporting companies set ups for more than 10 years. She is Head of "Start in Provence" Program, which is welcoming 30 start-ups a year and she is also Jury Member of the Aix-en-Provence Start-ups funds (10 committees a year). Previously based at the French Embassy in Düsseldorf (Germany), Laurence Soldermann provided for 2 years French companies with customized information and services to assist them to export in Germany. She also spent 6 years abroad, respectively in Germany (Trier, Düsseldorf) and in the Czech Republic (Prag), working as a business development manager for Exxon Mobil, specializing in oil and gas equipment for international engineering companies. Mrs Laurence Soldermann speaks 3 languages (French, German & English) and holds an MBA in International Business.

Gary Stewart, Director, Wayra UK

Gary Stewart is the Director of Wayra UK and Telefónica Open Future_ (UK). He is also an associate professor and the Entrepreneur-In-Residence at IE Business School in Madrid. Gary co-founded Nuroa.es, a Barcelona start-up that raised over €4M in funding before being sold to an Australian competitor. Before becoming an entrepreneur, Gary worked as a lawyer at Sullivan & Cromwell in New York, Simpson Thacher & Bartlett in London, and Freshfields Brackhaus Deringer in Spain. Gary graduated magna cum laude, Phi Beta Kappa from Yale University and was the Executive Editor of The Yale Journal at Yale Law School.

Simon Thorpe, Delta2020

Simon is an angel investor, entrepreneur, coach, mentor and acts as non-executive director to and growth consulting with, technology companies. He runs his own business, Delta2020, is a senior advisor to Eleven Canterbury, a member of Angel Academe, Cambridge Angels and Cambridge Capital Group. He has been an active angel investor in the UK technology sector, building up a portfolio of over 20 companies and has backed 10 female founders. Simon has achieved 5 exits including Swiftkey, Vocal IQ and Cambridge CMOS Sensors. In July 2016 he was awarded UKBAA Angel Investor of the Year 2016/2017. He is a participating mentor for CJBS's Accelerate Cambridge programme and Angel Academe's female entrepreneur programme as a keen supporter of female entrepreneurs, in addition to being a University of Manchester mentor. Simon is an active proponent of the digital economy. "The digital revolution is the new industrial revolution". Specialties: angel investing, coaching, mentoring, consulting, non-executive directorships, research focused on the technology and finance sectors, chartered accountancy. Sports/outdoor enthusiast, cyclist, skier, petrol/electric head, games maker volunteer, traveller.

Jenny Tooth, CEO, UK Business Angels Association

Jenny has over 20 years' experience of supporting SMEs access to investment, both in the UK and internationally. She ran her own consultancy, including spending nine years based in Brussels, working closely with the EC. She has operated a wide range of investment readiness programmes, including projects supported by national and EU funding. She has also participated in a number of expert groups on access to finance and chaired the EC Knowledge Intensive Services group under DG Enterprise. In 2006 she took on the role of Business Development Director at GLE Growth Capital and in 2009 she co-founded Angel Capital Group where she has been MD of Angel Capital Innovations focusing on demand side issues and angel investment, operating projects on ICT, nanotechnology and mobile services and applications. She has also been a frequent judge at business plan competitions and acted as an assessor for the Technology Strategy Board for innovation grant applications. She has an MSc in Economics from London School of Economics and Political Science.

Sarah Turner, Founder and CEO, Angel Academe

Sarah founded Angel Academe to encourage more women to become angel investors in early stage tech start-ups. She's also Director of digital strategy company Turner Hopkins and a "Dealmaker" for UKTI's Global Entrepreneur Programme. She's spent most of the last 20 years working in and around digital technology in the UK, Europe, US and Asia. Sarah works with start-ups and growth stage companies as advisor, supporter and connector; and with larger organisations and multinationals to develop their peripheral vision by identifying areas for innovation and the best partners and processes to help them deliver it.

Anthony Waller, Partner, CMS London

Anthony Waller is a partner in the Corporate/M&A Team at CMS London. Anthony deals with all aspects of corporate work, including private company and business acquisitions and disposals, public takeovers, schemes of arrangement, fundraisings, venture capital investments and IPOs, joint ventures and reorganisations. Anthony works alongside the firm's international Corporate team. Anthony has advised clients in the TMT sector for many years, advising established international companies on a variety of transactions and public company issues. His practice focuses on high growth technology companies, acting for both the companies themselves and investors into the sector.