Date: 10 September 2008
Location: Technium Performance Engineering, Llanelli

Delegates

<table>
<thead>
<tr>
<th>Name</th>
<th>Organisation</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dafydd Davies</td>
<td>BIC Innovation</td>
<td><a href="mailto:Dafydd.davies@bic-innovation.com">Dafydd.davies@bic-innovation.com</a></td>
</tr>
<tr>
<td>Brian Thorne</td>
<td>Technology &amp; Innovation</td>
<td><a href="mailto:Brian.Thorne@wales.gsi.gov.uk">Brian.Thorne@wales.gsi.gov.uk</a></td>
</tr>
<tr>
<td>Allan Gray</td>
<td>D E&amp;T</td>
<td><a href="mailto:Allan.Gray@Wales.GSL.Gov.UK">Allan.Gray@Wales.GSL.Gov.UK</a></td>
</tr>
<tr>
<td>David Thomas</td>
<td>Technium Pembrokeshire</td>
<td><a href="mailto:David.thomas2@pembrokeshire.gov.uk">David.thomas2@pembrokeshire.gov.uk</a></td>
</tr>
<tr>
<td>Caroline Thraves</td>
<td>Coleg Sir Gar</td>
<td><a href="mailto:Caroline.Thraves@colesirgar.ac.uk">Caroline.Thraves@colesirgar.ac.uk</a></td>
</tr>
<tr>
<td>Chris Talbot</td>
<td>Dragon Innovation Partnership</td>
<td><a href="mailto:c.g.Talbot@swan.ac.uk">c.g.Talbot@swan.ac.uk</a></td>
</tr>
<tr>
<td>Alison Parker</td>
<td>Dragon Innovation Partnership</td>
<td><a href="mailto:a.c.parker@swan.ac.uk">a.c.parker@swan.ac.uk</a></td>
</tr>
<tr>
<td>Philip Harfield</td>
<td>Design Wales</td>
<td><a href="mailto:PHarfield@designwales.org">PHarfield@designwales.org</a></td>
</tr>
<tr>
<td>Adrian Jickells</td>
<td>ECM2</td>
<td><a href="mailto:Adrian.Jickells@Wales.GSL.Gov.UK">Adrian.Jickells@Wales.GSL.Gov.UK</a></td>
</tr>
<tr>
<td>Lyndon Jones</td>
<td>Venture Wales</td>
<td><a href="mailto:lyndonjones@bluehillsmanagement.co.uk">lyndonjones@bluehillsmanagement.co.uk</a></td>
</tr>
<tr>
<td>Ian Jenkins</td>
<td>WIN</td>
<td><a href="mailto:Ian.Jenkins@Wales.GSI.Gov.UK">Ian.Jenkins@Wales.GSI.Gov.UK</a></td>
</tr>
<tr>
<td>Andrew Phelps</td>
<td>Technium PE</td>
<td><a href="mailto:Andrew.Phelps@Wales.GSL.Gov.UK">Andrew.Phelps@Wales.GSL.Gov.UK</a></td>
</tr>
<tr>
<td>Dic Griffiths</td>
<td>Academic Expertise For Business</td>
<td><a href="mailto:Richard.Griffiths@Wales.GSL.Gov.UK">Richard.Griffiths@Wales.GSL.Gov.UK</a></td>
</tr>
<tr>
<td>Jo Morgan</td>
<td>PBI</td>
<td><a href="mailto:jmorgan@pbi.org.uk">jmorgan@pbi.org.uk</a></td>
</tr>
<tr>
<td>Juliette Hadley</td>
<td>Carmarthenshire Business Eye</td>
<td><a href="mailto:Carmarthenshire@businesseye.org.uk">Carmarthenshire@businesseye.org.uk</a></td>
</tr>
<tr>
<td>Simon Cooper</td>
<td>Technology &amp; Innovation</td>
<td><a href="mailto:simon.cooper@wales.gsi.gov.uk">simon.cooper@wales.gsi.gov.uk</a></td>
</tr>
<tr>
<td>Melina Williams</td>
<td>BIC Innovation</td>
<td><a href="mailto:Melina.Williams@bic-innovation.com">Melina.Williams@bic-innovation.com</a></td>
</tr>
</tbody>
</table>

Chair
Dafydd Davies  Chief Executive, BIC Innovation

Presentations (Download the combined presentations from our website)
Allan Gray, Head of Regional Business Development, DE&T - “ Flexible Support for Business – a new way of working”
Brian Thorne, Senior Innovation Manager, DE&T - “Developing Innovation Support Programmes”

Apologies were received from the following individuals:
Richard Crawshaw – South West Wales Economic Forum Co-ordinator
Gill Davies – Director of Innovation, Gorseinon College
Julian Tyler – CRM Port Talbot DE&T
Richard Thompson – Seedcorn Fund Manager, Finance Wales
Colin Lucas - SW Wales Manager, Xenos Business Angels
Ceri Davies – Technium PE Academic Manager Swansea University
Mike Day - Commercial Manager ILS/Digital technium
Jemma Hughes – R&D Manager, ABM University NHS Trust
Cledwyn Davies, Marketing & Innovation Manager, Coleg Sir Gar
Clare Hale - Centre Manager, Business Eye Carmarthenshire
Paul Bailey - MAS Wales
Chris Price-Jones - MAS Wales
Dafydd Davies

Dafydd opened the meeting officially by extending a warm welcome to everybody.

Comments made by INPART South West members at the round table discussion

Andrew Phelps - Technium PE

- The Technium Performance Engineering currently have 5 tenant companies at the Technium PE, which comprises of 3 with offices, and 2 hot-desking
- It’s currently enhancing the offering, by having additional workshops built. The new building will have 6 units (Workshops) and will be mostly targeting automotive companies, ideal for companies seeking to do NPD and prototyping activities.
- The usual tenancy arrangement at Technium is for 2/3 years. But with the new build they are aiming to try and change this to 6 months.
- They recently Commissioned Lambert Smith Hampton, who have a number of offices in UK, to work with them on Marketing
- Will be holding the Annual Conference on October 16th, in which they will have a number of speakers and exhibitions.

Simon Cooper – Innovation Partnership, Pembrokeshire

- Engaging with MOD (Defence Science & Laboratories), focused on aerospace and defence, looking at links with academia and opportunities for IP spin outs
- Innovation managers in the SW have a wide mix of clients from Pluming, automotive, Manufacturing and Healthcare amongst others
- Most companies enquiries currently are involving money or ideas
- Current activity in Carmarthenshire is busy, but has tailed off about a week ago. Finding that industrial industries are being affected by economic change.

Chris Talbot – Dragon Innovation Partnership

Dragon Innovation Partnership is a knowledge transfer project, who try to align the knowledge transfer strategies of three different institutions – Swansea University, Swansea Metropolitan University & Trinity College
- They are currently trying to set up knowledge transfer centres, with the main aim being to share good practice of all institutions
- At present they are developing a brand, to create a single avenue, and give people access to the knowledge, and put people in touch with relevant persons at the institutions. They are also able to provide marketing and promotion
- They have 4 key officers working on the 2 year project, which will not be replacing any existing knowledge transfer activity.
- Encouraging staff at all 3 institutions to participate more in KTPs, KT research projects, in KTCs in networking, taking advantage of A4B opportunities, TSB and other mechanisms
- Will forward details onto BIC Innovation

Alison Parker – Dragon Innovation Partnership

- Alisons role at Dragon Innovation Partnership is to make a link between facilities, and meet up with public and private sector.
- She also deals with funding mechanisms, and the use of experts at seminars
Juliette Hadley - Business Eye, Carmarthenshire

- Business Eye provides free business information for companies
- They have found that there is a decline although Juliette believes it is nothing to panic about, simply down to no marketing currently being undertaken. Do have own strong networks.
- All sorts of enquiries are dealt with, from Recruitment, grants, regulations & Marketing amongst others
- Juliette requested that any organisation with news or events or new services should forward these to Business Eye in order for staff to keep businesses informed.

Philip Harfield - Design Wales

- Design Wales are a Design Advisory Service, which deals with Branding, Graphics and Product Development. On the Eco design side, they have a diversity of clients wanting branding, graphics and stationery. Although they are not always selling products, they can also provide advice
- Design Wales regularly run seminars & workshops (branding, colour trends, eco-design etc), and are currently at the busiest time of the year, with the Student Design Awards, and seminars showcasing winners coming up. (free to attend)
- Clients can vary from organic producers, furniture producers and meat producers amongst others. The majority of these companies are start ups, and their strongest sector is the Food Sector.
- Philip believes that as legislation gets tighter around eco systems, business will pick up.
- Will send details of events to BIC Innovation (please see as separate download on BIC website)

Jo Morgan - PBI

- Jo works on projects in Ireland and Wales, and is always looking for people with innovative products to be developed abroad. Currently developing a new Wales/Ireland Interreg project called PSII (Product & Service Innovation Initiative)
- PBI uses transnational intervention rather than national
- Their process is to (1) find contacts (2) find out how they can help companies (3) end result is that the company grows.

Brian Thorn – Technology & Innovation

- Currently involved with the Swansea Economic Regeneration Partnership (event held morning of Inpart)
- SERP developing a strategic plan focusing on the knowledge economy and encompassing the SWW area
- Brian requested that next INPART meeting should pick up on the issues raised at SERP and have a working session to explore them, as well as the round-table.
- The Inpart participants agreed to take this opportunity to contribute and Dafydd Davies agreed to liaise with Brian and the SERP co-ordinator to organise this for the next meeting in November.

Dic Griffiths – Academic Expertise for Business

- Found that they have a lot of applications for funding coming in, particularly KTCs/CIRPs and feasibility studies. The timescales for project funding varies. Feasibility studies decided locally (generally) whilst larger ones went through to a national panel.
- Current work is mostly developmental projects,
- A 3 year convergence project, with opportunity for a further 3 years
- At present they have many applications in pipeline (FEIs/HEIs only, ie no SMEs directly)
- List of South West projects approved to be forwarded to BIC
- See opportunity to link with the Dragon Innovation Partnership to stimulate applications and improve the quality
- If good potential project not approved for what ever reason, A4B will work with applicant as in principle want it to be approved
- Still a challenge though to get institutions involved in TSB and FP7
Caroline Thraves - Coleg Sir Gar

- The College supports Businesses through knowledge transfer and have offered a lot of companies in the clothing and textiles sector support. Traditionally works with a range of textiles and design Companies, predominantly SMEs.
- Have a database of 500 Welsh clothing and textile SMEs
- They have recently received KEF Funding to expand the technology centre (laser welding) which they share with Design Wales.
- The college has worked with Newport and other institutions, and have been approved by A4B to undertake a feasibility study into smart and technical textiles, and they now need to get staff in place
- Finding that the funding matters can be disruptive to business practice.

Ian Jenkins - WIN

- WIN works with a range of individuals and micro-companies who find something innovative.
- They will help any individual in Wales (4 regions) by being a point of contact. In the early stages, individuals are passed onto Ian who offers mentoring and guidance, focus on them needing to prove themselves.
- There is always a small amount of funding available for companies
- Currently looking for speakers and case studies for their December meeting - Ideas welcome, forward these directly to Ian.

Adrian Jickells - ECM2

- ECM2 have 29 tenant companies, and have filled 5000sq ft in the past 6 years. Tends to be 10 new companies in per annum and 4 out.
- Currently they focus on R&D based engineering companies, ie a distinct positioning from Techniums and std start-up premises in the area.
- They have 2 ½ years to get the new building done, which will be in the design phase by Christmas, and will start being built next year. The new build will be immediately adjacent to main site
- Across the railway is Corus, which is a big advantage and a big opportunity
- Enquiries that come in are slightly different to Technium, as it is less glamorous. But tenants get what they pay for, and ECM2 have a large capacity. An internal rule, is to have no competitors at the building, as to avoid tension
- Ideal scenario would be to have start up companies straight from University, set up at ECM2, grow and leave/expand. An example of this kind of company is TWI

Lyndon Jones - Venture Wales

- Venture Wales, which is delivering GSB, must complete work under the contract by end Sept, it is finding it difficult trying to force businesses to work in the timescale of programme
- Lyndon is currently completing Advisor and Mentor accreditation.
- Recently joined the community of the Opto Electronics Forum, which needs to reincarnate the south and north Wales Opto Electronic Forum (All Wales) as there are businesses in S.Wales which are applicable and has a hit list of around 18 people/businesses.
- Keen to receive details of relevant Opto Electronic businesses.

David Thomas - Technium Pembrokeshire

- Technium Pembrokeshire now has its first tenant company - NIK Energy, who deal with Wind Turbines on brownfield sites, and launching themselves at the Technium on October 9th.
- The Technium will be holding various events in the next few months.
• A 2 phase event will be held on the 30th and 31st October. 30/10- Networking event on energy and renewables and on 31/10 the conference sustainable Development and Climate Change. The Event will highlight the Petrochemical industry. With a lot of opportunity for networking as the County Council have sent out 70 VIP invites.

• **Event details downloadable on BIC website**
  • A e-business seminar by Eleanor Warley will be held on 16th October (All day event) - Keen to have as many businesses as possible
  • Also holding an Open day launch for environmental modelling, and the Launch of IBM (Blue Ice)
  • A Mail Shot will be out on Friday highlighting the European Open day event. David is keen to get feedback and information on the mail shot.

---

**Dafydd Davies – BIC Innovation**

• The Manufacturing Advisory Service Wales is currently working with a lot of manufacturers, still quite a mix of issues from cost reduction through to lean performance improvement to support with development, innovation and expansion plans.
• Dafydd informed all that the minutes from the INPART Healthcare meeting held at Singleton Hospital was now available on the BIC Innovation website

**Next Actions**

• Dafydd to forward summary meeting email of 10 Sept Inpart with link to downloadable minutes, WAG presentations and the agreed information supplied by Inpart members.
• Brian Thorne and Dafydd Davies to liaise with SERP re the next Inpart meeting in November which will have a workshop element to it.

**Next Meeting**

13th or 20th November - location to be confirmed

**Members of the partnership are now able to download the minutes of the Inpart meetings from BIC Innovation's website:** [www.bic-innovation.com](http://www.bic-innovation.com)