Venture Further

Business start-up competition

Awards Brochure 2020
Welcome from the Director of the Masood Enterprise Centre

The University of Manchester’s annual Venture Further Awards event is the showcase that allows us to celebrate the amazing entrepreneurial talent of our students and recent graduates.

The Masood Enterprise Centre is the focal point for enterprise and entrepreneurship. Designed to nurture and highlight the wide range of entrepreneurial students and alumni at The University of Manchester, the Venture Further competition continues to evolve and grow. Now in its 15th year, the competition has helped to launch many successful new ventures and careers and we will continue to encourage and support the development of new businesses based on the innovative opportunities identified by our students and graduates.

Venture Further enables students and recent alumni from all disciplines across the University to gain practical business planning skills and receive expert support in progressing their business ideas. Over five categories – business, creative, environmental, social and technology – the finalists have submitted detailed business plans and pitched their proposals to panels of expert judges.

Yet again, the standard of entries has been incredibly high – it is great to see so many entrepreneurial students from a range of academic disciplines that are serious about starting a business. This year’s winners will receive prize money totalling £75,000 and have the opportunity to receive support from expert groups across the University and its wider networks.

Finding financial support to go from an idea to an actual business is one of the most difficult hurdles that entrepreneurs face and the cash prizes in this competition will support the winning teams to get the business started.

As we uncover real talent for business, we hope you will agree that here at Manchester we are creating graduates with the skills and confidence to identify and act upon new opportunities.

I would like to offer a special thank you for all the help and support we receive from our alumni, our colleagues across the University, our wider support partners and this year’s competition sponsors Fuel Card Services, IBM, Manchester Science Partnerships and Vita Student.

Lynn Sheppard
Director, Masood Enterprise Centre
Serial-entrepreneur and philanthropist, Vikas Shah MBE is a Visiting Professor of Entrepreneurship at MIT Sloan (The Lisbon MBA), Honorary Professor of Business at the Alliance Manchester Business School, The University of Manchester and an Honorary Industry Fellow at the University of Salford Business School.

Vikas started his first technology business aged 14, and is currently CEO of Swiscot Group - a diversified international trading business. He is a venture-investor in fast-growing technology businesses and sits as a Non-Executive Director and advisor to numerous organisations. Vikas was awarded an MBE for Services to Business and the Economy in Her Majesty the Queen’s 2018 New Year’s Honours List.

Vikas has mentored hundreds of businesses, guiding many from the earliest seed of their idea, to IPO and exit. Through his career as an entrepreneur, investor and strategist, he has had personal experience of starting, building and operating businesses at scale, across the world.

As a speaker at the largest TEDx event in Europe, Vikas is no stranger to public speaking. With international experience delivering keynote speeches, Vikas has provided insights at industry panels and business conferences, and is frequently called on to provide commentary by the media including The Economist, Guardian, BBC, Sky News, Bloomberg and The Financial Times.

Vikas is a member of the UK Industrial Development Advisory Board, which advises the UK Government on over £4.5billion of investments and a board advisor on digital strategy to the British Council. He is also Former President and a Board Member of TiE UK (a chapter of the world’s largest entrepreneur’s network).

As a philanthropist, Vikas sits as Chairman of the Board of FutureEverything, a social enterprise and festival at the forefront of digital culture and In Place of War, an international peace-building and entrepreneurship NGO. He is also a trustee at Mustard Tree, a social enterprise tackling poverty and homelessness.

Since 2007, Vikas has interviewed some of the leading thinkers in the world on his journal, ‘Thought Economics’. Some of his interviewees include; Melinda Gates, Sheryl Sandberg, Buzz Aldrin, Usain Bolt, Steve Ballmer, Will.I.Am, Cmdr. Chris Hadfield, Noam Chomskly, Maya Angelou, Sir James Dyson, John Sculley, Bear Grylls and 4 Nobel Peace Prize Winners on global peacebuilding to name just a few!
Scott Martin is founder and CEO of Recourse AI, a qualified doctor, and a fellow of the NHS England Clinical Entrepreneur Programme. Scott studied at Alliance Manchester Business School in 2018 and applied to the Venture Further competition with Recourse AI - at the time named AI Patient. He went on to win the Digital category along with co-founder Maksim Belousov, who recently completed his PhD in Artificial Intelligence at the University.

The success in the Venture Further competition led Scott to secure private investment for the company during his final year of medical school, going on to raise over £450,000 in funding including national government grants. Most recently, the team were successful in Innovate UK’s highly competitive “Business-led Innovation in response to global disruption” to support the NHS in their response to the Coronavirus pandemic.

Scott identified the need for a “healthcare flight simulator” during his medical training, leading Recourse to develop Virtual Human training technology powered by artificial intelligence. The platform simulates conversational role-play with virtual humans, accelerating learning for critical communication skills, making learners more confident, and increasing knowledge retention. As a result, medical students can now gain clinical experience remotely through voice-based consultations with virtual patients, and receive instant feedback on their diagnoses. In this time of uncertainty with mental health on the rise, Recourse is on a mission to provide exposure to challenging interactions so that whether you are a doctor, manager, or university tutor, you can be prepared to have that lifesaving conversation.

Guest Speaker
Professor Andy Stanford-Clark

Andy Stanford-Clark is IBM’s Chief Technology Officer for the UK and Ireland. He is an IBM Distinguished Engineer and Master Inventor with more than 40 patents, and has a long background in Internet of Things technologies. Andy is a corporate entrepreneur, an innovator and a serial problem solver.

Andy is based at IBM’s Hursley Park laboratory in the UK, and has been working in the area that we now call the Internet of Things for more than 20 years. He has a BSc in Computing and Mathematics, and a PhD in Computer Science. He is a Visiting Professor at the University of Newcastle, an Honorary Professor at the University of East Anglia, an Adjunct Professor at the University of Southampton, and a Fellow of the British Computer Society.

Andy joined IBM in 1991 in the Communications Software group, performing a number of roles focusing primarily on parallel processing and pervasive messaging. In 1999, Andy collaborated with Arlen Nipper to author the first version of the MQTT protocol, enabling telemetry or lightweight sensor and mobile systems to provide information to computer programs via a publish/subscribe mechanism. In the late 2000s, Andy gained international media attention for connecting his house via the MQTT protocol to Twitter.

In 2010 he became Chief Technology Officer of Smart Energy Technologies, as part of IBM’s smarter planet strategy, based on his background in pervasive messaging. A self-confessed electronics hobbyist, specialising in technologies which help to make the planet smarter, Andy is a software engineer with a difference. His hobby of home automation and his passion for energy saving converges with the Internet of Things. This has led to projects that have helped alleviate energy poverty in social housing, and technology that is helping look after elderly and vulnerable people in their homes. As a TEDx speaker and with appearances on the BBC, Andy is well versed in sharing his amazing career highlights and what life is like at IBM – an environment in which it’s OK to innovate.
Venture Further 2020

Venue
Facebook Live

Programme

16:30  Welcome

16:40  Previous Award Winner
Scott Martin, Recourse AI

16:45  Awards Presentation
Business  Creative  Environmental  Social  Technology

17:30  Guest Speaker
Andy Stanford-Clark, IBM

17:35  Q&A

18:00  Close

The judging panel

Competition Organiser
Ellie Buckley
Enterprise Business Development Executive, Masood Enterprise Centre, Alliance Manchester Business School

Creative
Emily Austen
CEO, EMERGE
Rachel Kenyon
Business Engagement Lead, The University of Manchester

Chair
Lynn Sheppard
Director, Masood Enterprise Centre, Alliance Manchester Business School
Dr Simon Parry
Lecturer in Drama and Arts Management & Associate Director for Social Responsibility, The University of Manchester

Business
Saq Rasul
Head of Integrated Business Engagement, The University of Manchester
Mark Sibbey
Managing Director, Deutsche Bank AG

Environmental
Chris Bradley
Head of Group Sales, Fuel Card Services
Jason Gould
Founder & Director, Percipient Capital
Dr Claudia Henninger
Lecturer in Fashion Marketing Management, The University of Manchester

Social
Dr Leigh Wharton
Director, Bubble Partnership Ltd
Lecturer in Entrepreneurship & Innovation Management, The University of Manchester
Richard Wolff
CEO, Javelin Group
Anne Woolhouse
Investment Manager, Resonance

Technology
John Holden
Associate Vice-President for Major Special Projects, The University of Manchester
Kevin Lomax
Chairman, Envestors Ltd
Martyn Spink
Programme Director, IBM UK Research Team, IBM

Manchester is the place where people do things. It is good to talk about doing things, but better still to do them.

Edward Abbott Parry
Echelon Health
Echelon Health is a ‘conveyor belt’ connecting SME generic manufacturers of specialty medicines in the UK with prescribers in sub-Saharan Africa, focusing on treatments where the patient numbers are too small to attract big pharma investors and the production technology is beyond most Asian manufacturers. Echelon Health leverages an already existing supply chain for medicines research developed during a PhD.

Everything 3D Printing
3D printing has the power to allow anyone to make anything. At Everything 3D Printing we aim to make additive manufacturing accessible to all. Initially focused on the start-up ecosystem, we consult, design and print. We are making it easier and faster for a business to get their idea to market by forgoing traditional manufacturing techniques. From concept to reality.

Spice Story
We are an authentic and sustainable food brand, which provides Frozen Indian Ready-Meals to people looking for convenience. The meals are meat-free and are cooked by our chefs using traditional cooking methods in the kitchen. Our USP is the transparency provided to our consumers through QR code on the label, which provides information about the ingredients and processes involved in the dishes.

AroundU
AroundU is an app for students, which replaces traditional hospitality temp agencies. By facilitating direct communication between businesses and students, students are enabled to find work that fits around them at the touch of a button. Unique to AroundU is a developed rating and reference system which empowers ambitious students to take control of their futures providing real post-university employability benefits.

Entrant:
Arinze Ekwem
PhD Innovation Management and Policy
Alliance Manchester Business School

Entrant:
Jay Sahnan
BEng Aerospace Engineering
School of Engineering

Entrant:
Rijul Shukla
MSc Innovation Management and Entrepreneurship
Alliance Manchester Business School

Alumni Class of 2019
Entrant:
James Augustin
BA Politics, Philosophy and Economics
School of Social Sciences
That Muslim Tourist Limited
A media platform sharing quality travel content and tourism product information, to an engaging Muslim audience, helping them discover the world. That Muslim Tourist connects the audience and travel businesses through social media and a dedicated website. A unique ‘Muslim Friendly’ rating is used to help the audience differentiate between the various tourism products with their needs in mind.

Entrant:
Mohamed Rahouma
MBA
Alliance Manchester Business School

Blue Shoes Productions LTD
Blue Shoes Productions is a socially responsible production company that creates audio and visual content based on underrepresented voices in society. We primarily create documentaries, but we also produce podcasts, promotional videos and short films. Our priority is to have a positive social impact on the subjects of our films and on society as a whole.

Entrants:
Alexander Deniston, Jake Gill & Liam Steers
MA History
School of Arts, Languages and Cultures
Alumni Class of 2018

Kelly Green
Kelly Green is an inclusive unisex clothing company established in response to the outdated gender divides of the fashion industry. Kelly Green creates thoughtful clothing for people and planet, using co-creation to develop environmentally conscious products that the customer truly wants.

Entrant:
Kelly Sharman
MEnt Business
Alliance Manchester Business School
Alumni Class of 2019

Skybox
Skybox is a mobile game that allows you to travel through time and space, collect resources, and create your very own time portals. Imagine being able to explore a galaxy far far away or see how dinosaurs dominated the Earth. Our goal is to facilitate education to the next generation of learners by combining immersive technologies and gaming.

Entrants:
Luigi D’Intorno
BEng Mechanical Engineering with Management School of Engineering
Jang Belch
BSc Computer Science with Human Interaction School of Engineering

The Green Energy Guru LTD
The Green Energy Guru allows businesses and homeowners to research and buy the products that promote a sustainable future. We compare prices on products such as heat pumps, solar panels and electric vehicle chargers, providing the customer with the best suggestions for their budget and requirements.

Entrants:
Finn Lawton
MEnt Business
Alliance Manchester Business School
Alumni Class of 2019

Catalight Wastewater Solutions
We are a team developing lower energy consumption solutions for wastewater treatment using innovative photocatalytic materials. Our mission is to provide a cost-effective alternative to the current energy intensive methods by using novel photocatalytic materials. Our vision is to become a leading solution provider by designing, producing and commercialising tailored solutions using clean solar energy, achieving a sustainable water treatment industry.

Entrants:
Niting Zeng, Daniel Foster & Huatang Cao
PhD Material Science
School of Natural Sciences
Colin Tan
Co-applicant

e-Agri
e-Agri is a company dedicated to providing smart technology to assist the agriculture industry, with a particular interest in farm management. Current work is on creating an electronic device to assist farmers with their crop yield, by detecting the presence of disease on crop leaves that enable them to make informed decisions.

Entrants:
Abbey Woodyear, James Grierson & Russel Mclean
BEng Electronic Engineering
School of Engineering
Matthias Trisbach
BEng Mechatronic Engineering
School of Engineering

Hai
We make potato growers’ potential a reality, reducing harvest losses while identifying the root of the problem. We help our clients by informing them with accurate insight on harvest timing to maximise their profit, avoiding losses and ensuring they can access specific market segments guarded by retailer’s size restrictions. Our goal is to push progress, improving quality and reducing waste.

Entrants:
Diego Corona-López
PhD Electrical and Electronic Engineering
School of Engineering
Andrea Izquierdo Ruiz
PhD Electronic Textiles in Material Science and Engineering
School of Natural Sciences
Charles Vays
PhD Electrical and Electronic Engineering
School of Engineering
Alumni Class of 2018

Creative finalists

Environmental finalists

Venture Further 2020
Social finalists

Electric Bazaar
Electric Bazaar is a social enterprise that was born out of a passion for designing clothes that give talented artisans the recognition they deserve, whilst preserving the rich art of handicrafts from the Subcontinent. When sourcing fabric and embroidery patches, we only partner with small, locally producing makers as we envision an inclusive economy that empowers low-income, highly skilled garment workers and artisans to earn a livelihood that benefits themselves, their families and their communities.

Generation Purple Limited
Generation Purple aims to enhance diversity in graduate recruitment through digital initiatives. We are on a mission to make workplaces accessible for every underrepresented student community such as the ethnic minorities, women, LGBTQ+ students, disabled students and students from lower socio-economic backgrounds. Our social mission is aligned with the UN Sustainable Development Goal 10 - Reducing Inequalities.

Tatu Nurse
Most countries, especially least developed African countries, face a critical shortage of nurses. As a result, the few nurses are burnt out and patient outcomes are poor. Tatu Nurse is a non-profit initiative that builds technologies to make nurses smarter so they can save more lives. Our mission is to boost the performance and efficiency of nurses.

Entrants:
- Shamima Khatan
  BA Comparative Religion & Social Anthropology
  School of Arts, Languages and Cultures
  Alumni Class of 2018
- Alicya Hamo
  BSc International Development
  School of Environment, Education and Development

Entrants:
- Riddi Vyaswanathan
  BA Economics and Social Studies
  School of Social Sciences
  Alumni Class of 2017
- Samuel Mugisha
  MSc Advanced Computer Science
  School of Computer Science
  Alumni Class of 2018
- Patience Ndagaba
  MSc Communication and Signal Processing
  School of Engineering
- Philip Nwosu et al.

Entrants:
- Matthew Kibble
  PhD Regenerative Medicine
  Centre for Doctoral Training Regenerative Medicine

Entrants:
- Nikhil Kurian Jacob
  PhD Electrical and Electronic Engineering
  School of Engineering
- Dr Mohamed Mustafa
  Co-applicant
Thank you to our partners for their support

Fuel Card Services and its parent company DCC hold innovation as a key principal for success. We strive to create products and services that bring genuine value to our customers and people. This is why we were delighted to be given the opportunity to support such amazing talent and ideas and the people who are at the start of their brilliant journeys via the Venture Further programme. We have been truly inspired by the incredible ideas and business plans.

IBM is a global enterprise that has "Innovation that matters for our Company and the World" as one of its key values. With over 3,000 researchers in 19 locations on six continents, IBM pioneers the most promising and disruptive technologies in AI, blockchain and quantum computing and we have research and innovation at the heart of everything we do. With innovation as one of its key tenants, it is natural that we would support a great initiative like Venture Further that has innovation and entrepreneurship at its heart as well as helping to develop the next generation of business leaders.

MSP is proud to support Venture Further as a hugely important initiative to encourage and celebrate the creativity and entrepreneurial talent within the Manchester student and graduate community. MSP was established to help transform new ideas in science and technology into commercial reality and has a long association with the awards, being home to a number of previous award winners.

Vita Student is a business born out of the last global recession and this is why we are particularly proud during these challenging times to sponsor Venture Further and support the Alliance Manchester Business School in encouraging young entrepreneurs to fulfil their potential and build the businesses of the future.

Vita Student supports the journey of ambitious students by putting their health and wellbeing first, providing an environment and a community in which to thrive. Far from being just an accommodation provider, our teams deliver the highest standard of service to make students feel at home—whether that’s through world-class virtual community events, ensuring a clean and safe environment to study or providing inspiring talks from industry leaders.

"A vision is something you see and others don’t. Some people would say that’s a pocket definition of lunacy. But it also defines entrepreneurial spirit." — Anita Roddick, founder of The Body Shop

Be your own boss, venture further...
In partnership with: