

Enterprise Tuesday 2014/2015

Session 3 - 18 November 2014

# COMMERCIALISING RESEARCH: WHERE ARE THE BEAR TRAPS

Chair: **Dr Shai Vyakarnam**, Director, Centre for Entrepreneurial Learning

Speakers: **Prof Andy Hopper CBE FRS FREng FIET**, Head of Department, Computer Lab, University of Cambridge, Chairman: **RealVNC Group, UbisenseGroup plc, TxEz & Dr Hermann Hauser CBE FRS FREng**, Co-Founder, Amadeus Capital Partners; serial entrepreneur and investor.

Prof Andy Hopper – Head of Computer Sciences at Cambridge and co-founder of over a dozen hugely successful businesses and Dr Hermann Hauser – entrepreneur and leading venture capitalist in the tech sector (and founder, investor in over 60 businesses) have very deep experience from computing, microprocessors and physics of helping to create businesses based on deep science. They know where the bear traps are and can halt progress, derail vision and ambition and when and where to find people and money to meet customer needs. They are now convinced that for Universities to help generate opportunities through entrepreneurship we need an Enterprise Charter. They will launch this at the lecture. It will no doubt be controversial to some and a ray of light for others!

## Want to learn more?

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For handouts and speaker slides visit:

[www.cfel.jbs.cam.ac.uk/programmes/enterprisetuesday/programme/weeklyhandouts.html](http://www.cfel.jbs.cam.ac.uk/programmes/enterprisetuesday/programme/weeklyhandouts.html)

For Enterprise Tuesday videos and podcasts visit:

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## Enterprise Tuesday certificate of attendance

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Open to University of Cambridge students **ONLY** who attend a minimum of six sessions.

**Ensure your attendance is recorded.**

## Enterprise Tuesday 2014/2015 is supported by

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The Chartered Institute of Marketing (CIM) and media partner, Cambridge Business Weekly

## Enterprise Tuesday is run in conjunction with the following organisations

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Cambridge University Entrepreneurs (CUE); Cambridge Technology and Enterprise Club (CUTEC); Beyond Profit, Cambridge University Innovation Forum (CUIF) and Cambridge Enterprise Ltd.

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**Entrepreneurial  
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Enterprise Tuesday 2014/2015

**NEXT WEEK**

Session 4 - 25 November 2014

# GROWING THE BUSINESS: WHERE PROCESS AND SPIRIT COME TOGETHER

Prof Stelios Kavadias is deeply interested in innovation and growth. He will use his academic and practical insights to interview – live – a number of entrepreneurs and managers about how they cross over from having ideas to creating early stage ventures and finally setting about growing their businesses. It is all very well to have ideas and to start a business, but what processes do you need and how do you sustain the spirit of entrepreneurship through the hard-nosed period of growth when things become a bit more process driven? We have Denis Kaminskiy CEO and co-founder of a fast growing enterprise software company; Emma Ratzer of Access Community Trust to talk about growth in social enterprise and Dr Jane Dancer Chief Business Officer from F-Star that is in the biotech sector.



Chair: **Stelios Kavadias** Margaret Thatcher Professor of Enterprise Studies in Innovation & Growth Director of Research, Cambridge Judge Business School. At a broad level, Stelios seeks to understand the challenges that arise during the planning and execution phases of the innovation process, always with an operational/managerial perspective.



Panellist: **Denis Kaminskiy** CEO, Arcus Global. Denis Kaminskiy is an experienced IT professional with over 12 years of industry experience. He has worked in sales, operations and services as well as outsourcing teams. Denis co-founded Arcus Global in late 2009, and is currently CEO, responsible for commercial, finance, sales and operations at Arcus.



Panellist: **Emma Ratzer** CEO, Access Community Trust. Client and community orientated, Emma is recognised amongst peers for exceptional social, ethical and cultural awareness gained through experience within the health/social and voluntary sector. She has been instrumental in managing a strategic review, organisational restructure and rebranding/remarketing of her current organisation.



Panellist: **Jane Dancer** CBO, F-star Jane joined F-star as their Chief Operating Officer in April 2012. Prior to that she was VP Business Development at Cellzome and Director, Business Development at MedImmune (formerly Cambridge Antibody Technology (CAT)). Jane spent the first part of her career in the agrochemical industry where she held research and project management roles in Aventis Crop Science, AgrEvo UK and Schering Agrochemicals.

## Connect with us

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**LinkedIn:** Join our LinkedIn group for discussions on entrepreneurship

## Photography and filming

Please be aware that a photographer and filming team commissioned by the University of Cambridge will be taking photographs and filming at Enterprise Tuesday. The photographs and films may be published or broadcast in official University publications and in University publicity materials, including the University website and may be circulated to the press and other news media