



Partnership for  
Conflict, Crime &  
Security Research

## **Partnerships for Success: Human Security and Research Impact Conference**

### **SUMMARY REPORT**

Royal Academy of Engineering,  
Prince Philip House, 3 Carlton Terrace, London SW1Y 5DG

16 March 2015

in collaboration with



Security & Resilience Industry Suppliers Community

Summary Report prepared by  
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## EXECUTIVE SUMMARY

The Partnership for Conflict, Crime and Security Research hosted a conference in London on Monday 16 March 2015 to celebrate the launch of the Academic Marketplace, an online gateway to research with commercial promise.

The Academic Marketplace, developed in collaboration with the Security and Resilience Industry Suppliers Community (RISC), aims to support the delivery of new security products and services from researchers in the United Kingdom.

It enables academic researchers to showcase their work and highlight its significance to the security and resilience sector. The Marketplace currently features almost 40 projects across the areas of Countering Radicalisation; Cybersecurity; Identity Management; Intelligence Analysis; Security Assessments and Modelling; and Threat Imaging and Sensing.

The conference, entitled *Partnerships for Success: Human Security and Research Impact*, brought together more than 70 representatives from government, industry, business, civil society and academia, including members of the Academic Marketplace.

Through keynote presentations and panel sessions, delegates were encouraged to share insights and advice in order to maximise the success of academic researchers seeking to transform their work into products and services that will help make the world a safer place.

Presentations at the conference focused on the process of commercialising research, entrepreneurial skills, investor relations and product design and branding.

During the first session, academic marketplace participants heard from Pete Hotten of NuAge Vision, who discussed key areas to consider when developing an idea with the intent of commercialisation, including the need to develop a business plan; finding the right people to work with; ensuring your IP is protected; and making best use of government incentives. This was followed by a presentation from a government security advisor who highlighted the importance of protecting research and other IP from theft.

A panel discussion exploring public sector innovation was chaired by Chris Hankin, Director of the Institute for Security Science and Technology at Imperial College London with panel members Mat Hunter of the Design Council, Andy Nicholson of the Centre for Defence Enterprise, Chris Rampton of the Security Innovation and Demonstration Centre and Robin Williamson of the Defence and Security Knowledge Transfer Network. The panel discussed the role of the public sector in supporting research innovation, including the importance of networking, differences between the public sector and business, and the need for more partnerships to enable the sharing of ideas and the development of creative solutions to current and future challenges.

A second panel discussion provided practical insights from investors and entrepreneurs. It was chaired by Mark Phillips of ADS with panel members Bruce Beckloff of Bloc Ventures, Elisabetta Zaccaria of CyberY, Martin Gill of Perpetuity Research and Sandy Westwater of PilotLite Ventures. During the panel, members discussed the skills needed for working with investors, highlighted the importance of having a comprehensive business plan and the need to protect IP.

The conference concluded with a Dragons Den, which provided Academic Marketplace members the unique opportunity to pitch their ideas to a panel of experts, including Nadia Crandall of Harvard Business School Angels, Tom Ilube of Crossword Cybersecurity, Robert Wardrop of Cambridge Centre for Alternative Finance and Peter Cowley of the Marlet Fund. The challenge was designed to support academics in overcoming some of the challenges they face in commercialising their research and bidding for funding.

Six members of the Academic Marketplace took part in the Dragons Den challenge. Richard Hartley was awarded First Prize for his work on Cytora, Fabian Campbell-West was awarded Second Prize for LIOPA and Alan Johnston took Third Prize for Facial Motion Analysis. Fabian Campbell-West was also awarded People's Choice.

At the conclusion of the conference, a number of key messages emerged. These messages could assist researchers in the development of business skills, and aid government, industry, investors and entrepreneurs in understanding how they can increase their engagement with research and support the translation of research into products and services:

- Develop a sound understanding of the market you are targeting and how your product or service addresses a need in this market. Consider if your product or service could be applied in other secondary markets.
- It is essential to develop a comprehensive business plan to demonstrate your vision, describe your product or service, your market and customer, how you will generate revenue and who you will engage as staff to support you.
- Ensure you understand the basics of finance for business including basic valuation and accounting theories, government tax schemes and grants you are eligible for.
- When engaging with investors, look for 'smart-money' investors who can not only provide funding but also knowledge and capabilities to assist in the development of your product or service.
- Your team will be integral to the success of your product or service. It is important to find the right people from both academia and business and be prepared to change the structure of your team as your company grows.
- Ensure you understand how to protect your IP.
- Do not give up, commercialisation takes patience and perseverance.

## INTRODUCTION

This summary report has been prepared to capture discussions and recommendations from the *Partnerships for Success: Human Security and Research Impact Conference*.

Please note, the views captured in this report reflect those of the individual speakers and panel members and not necessarily the organisations they represent.

## SESSION 1

### Welcome and Introduction

External Champion to the Partnership, Tristram Riley-Smith, welcomed delegates and discussed the aim of the conference, which was to launch the Academic Marketplace, facilitate knowledge exchange between academia and other stakeholders, explore the basics of commercialising and protecting ideas, and gain new and meaningful contacts.

### Keynote Address – Pete Hotten of NuAge Vision

Director of NuAge Vision, Pete Hotten, discussed key areas to consider when developing an idea with the intent of commercialisation.

Dr Hotten commenced his presentation by introducing NuAge Vision and the role of open innovation in the modern business environment. His presentation focussed initially on the importance of networking and sharing information in order to learn current needs or best practice approaches in a particular field. He highlighted that communication and knowing who to talk to is key to translating research into products and services, but warned that it is also important to know your boundaries and not to share too much information. In addition to this argument, Dr Hotten discussed the importance of protecting your IP as it is one of the most significant and most valuable aspects of a technology-based company.

Dr Hotten then discussed the need to develop a comprehensive business plan for your idea. He described it as a useful tool to demonstrate your vision, describe your product or service, your market and customer, how you are going to generate revenue and who you will need to engage as staff. Finally, he discussed a range of tax relief programmes that can benefit SMEs.

Following Dr Hotten's presentation, a number of questions were asked by delegates. One delegate asked the best way to manage the allocation of IP rights in an academic environment where there are a number of people involved at multiple stages. A second delegate asked for suggestions on how to commercialise research in universities that do not prioritise commercialise or have support in place to assist researchers.

### Keynote Address - Government Security Advisor

A Security Advisor from the UK Government discussed the importance of protecting research and other IP from theft. The presentation emphasised that many researchers are not security-minded and are vulnerable to both social engineering and cyber attacks or compromise. This is particularly applicable to those working on security projects, leading edge technologies and innovative manufacturing processes.

## SESSION 2

### Welcome and Introduction

External Champion to the Partnership, Tristram Riley-Smith, welcomed delegates and officially launched the Academic Marketplace. He explained that the marketplace is an online portal for researchers to showcase their work and its commercial significance to the security and resilience sector. He added that it aims to: improve visibility of research with commercial promise; develop researchers' communication skills; build researchers' understanding of business by offering opportunities for mentoring, coaching and training; and help researchers progress along the route to commercialisation. Dr Riley-Smith also introduced the role of the Partnership in delivering high quality research to help improve understanding of security challenges.

### Panel 1: Public Sector Supporting Innovation

Panel 1 was chaired by Chris Hankin, Director of the Institute for Security Science and Technology at Imperial College London with panel members Mat Hunter of the Design Council, Andy Nicholson of the Centre for Defence Enterprise, Chris Rampton of the Security Innovation and Demonstration Centre and Robin Williamson of the Defence and Security Knowledge Transfer Network. The panel discussed the role of the public sector in supporting research innovation.

Mat Hunter of the Design Council highlighted three key points:

- Great design can add value in all markets, however, many parts of commerce still do not understand the importance of design.
- In the context of technology, design is central to making technology work for people or consumers. Introducing design into technology companies is critical to building successful businesses.
- Design needs to be an early stage activity as well as a late stage product development activity.

Andy Nicholson of the Centre for Defence Enterprise discussed the importance of considering how and where your idea is applied, highlighting the difference it can make to introduce your product or service in a completely different market to the one initially planned. A number of other key points included:

- Networking and communicating is essential. You may have the solution to one half of the problem, but someone else will have the other half.
- Perseverance is needed. If you think that you have a good idea, do not give up on it.

Chris Rampton of the Security Innovation and Demonstration Centre discussed a number of points, including:

- Develop a sound understanding of the market you are entering. You need to understand how something is currently done before developing a new way.
- Transformational change is what is needed. Find completely new ways to solve problems.
- Consider the impact your product or service can have not only on the consumer but also on the whole supply chain.
- Ensure there is a champion in the consumer community who understands and can promote your technology at 'ground-zero'.

Robin Williamson of the Knowledge Transfer Network (KTN) explained that the main objective of the KTN is to link science, creativity, and business in order to facilitate partnerships, accelerate innovation, solve problems and find markets for new ideas. Mr William highlighted that bringing all the relevant stakeholders together is key to successfully commercialising academic research. He also emphasised the need for academics to be aware of tools and schemes available to them throughout the commercialisation process, for example, support from Innovate UK or Horizon 2020.

Following the presentations, delegates were allowed the opportunity to ask questions. One delegate asked whether government agencies are willing to share all of the necessary information researchers and others involved in the commercialisation process. In answering this question, the panel agreed that there have been significant improvements in this area in recent years but there is still room for improvement – ‘we need to share, otherwise, we will not be able to develop creative solutions to our problems’. However, the panel highlighted that there is a risk, and therefore limit, in sharing information as the government cannot expose all of its security needs, and therefore potential vulnerabilities. A second delegate raised a number of issues surrounding government procurement rules, which often act as a barrier to new ideas. A panel member explained that there have recently been a number of new initiatives put in place to address this. A final suggestion for the panel came from a delegate who suggested the need for researchers to receive further feedback than is currently provided on rejected proposals.

## **Panel 2: Commercialising Research**

Panel 2 was chaired by Mark Phillips of ADS with panel members Bruce Beckloff of Bloc Ventures, Elisabetta Zaccaria of CyberY, Martin Gill of Perpetuity Research and Sandy Westwater of PilotLite Ventures. The panel discussion provided practical insights from investors and entrepreneurs.

Mark Phillips of ADS opened the discussion highlighting that the UK does not currently have a well functioning ecosystem for funding university start-up companies.

Bruce Beckloff of Block Ventures agreed with Mark Phillips, stating that the UK has a very good innovation culture but is not particularly effective at commercialisation. Mr Beckloff highlighted a number of key points including:

- Developing great technology is easy, however, selling technology is very difficult. You must actively engage with marketing experts to help commercialise research.
- Investors will value industry partners and clients, as government partners and clients are considered to be less efficient.
- A sound business plan is essential to success.

Elisabetta Zaccaria of CyberY discussed the need to undertake in networking activities in order to understand the start-up ecosystem and markets for products and services. She also discussed the following key points:

- Always consider how you can develop and protect your IP.
- Carefully select your talent pool and management team.
- Know what your Minimum Viable Product can be.

Sandy Westwater of PilotLite Ventures again emphasised the importance of developing a sound business plan in order understand your technology, how it can be applied, and what business

models it enables. He highlighted that a business model must be 'valuable, viable, and investible'. He also discussed the need for researchers to consider their technology's development pathway.

Finally, Martin Gill of Perpetuity Research discussed the differences between the world of business and research, and how important it is to learn how to interact with both. In line with other panellists, he mentioned the significance of having a business plan and added that every entrepreneur must learn the basics of finance in order to be successful.

Following the panel, delegates asked a number of questions of the panel. One delegate raised the issue that many consumers do not consider security to be an additional feature, and as a result will not pay extra for it when using a product or service. In response, the panel suggested that security must be fully integrated as part of your offering. They highlighted that for business customers, it will be essential to explain how the security of your product or service adds to the company's profit line.

### **Panel 3: Dragons Den Challenge**

The conference concluded with a Dragons Den, which provided Academic Marketplace members the unique opportunity to pitch their ideas to a panel of experts, including Nadia Crandall of Harvard Business School Angels, Tom Ilube of Crossword Cybersecurity, Robert Wardrop of Cambridge Centre for Alternative Finance and Peter Cowley of the Marlet Fund. The challenge was designed to support academics in overcoming some of the challenges they face in commercialising their research and bidding for funding.

Six members of the Academic Marketplace took part in the Dragons Den challenge:

- Alan Johnston of University College London presented Facial Motion Analysis;
- Fabian Campbell-West of Queens University Belfast presented LIOPA;
- Gavin McWilliams of Queens University Belfast presented Physical Unclonable Functions;
- Mike Jackson and David Park of the University of Nottingham presented Geospatial and Positioning Intelligence;
- Richard Hartley of Cambridge Judge Business School presented Cytora; and
- Jiangshan Yu and Mihai Ordean of the University of Birmingham presented CT-Mail.

The quality of potential products and services was highlighted by the fact that following almost all presentations, at least one Dragon indicated they would be interested in investing. During the challenge, the Dragons highlighted a number of important considerations for researchers when pitching to investors:

- State the challenge your idea addresses first;
- Avoid discussing the technical specifications at length;
- Ensure you can explain your revenue model;
- Ensure you understand the market you are entering, your competition and what sets you apart; and
- Be prepared to discuss your team and their experience.

Richard Hartley was awarded First Prize for his work on Cytora, Fabian Campbell-West was awarded Second Prize for LIOPA and Alan Johnston took Third Prize for Facial Motion Analysis. Fabian Campbell-West was also awarded People's Choice.



## KEY TAKEAWAYS

It is clear from both presentations and discussions at the *Partnerships for Success: Human Security and Research Impact Conference* that the topic of security is embraced by academics, members of government and industry, investors and entrepreneurs. The conference provided an opportunity to explore ways of bridging the gap between the academic world and the business world and to better understand what is required to commercialise academic research.

At the conclusion of the conference, a number of key messages emerged. These messages could assist researchers in the development of business skills, and aid government, industry, investors and entrepreneurs in understanding how they can increase their engagement with research and support the translation of research into products and services. These messages included:

- Develop a sound understanding of the market you are targeting and how your product or service addresses a need in this market. Consider if your product or service could be applied in other secondary markets.
- It is essential to develop a comprehensive business plan to demonstrate your vision, describe your product or service, your market and customer, how you will generate revenue and who you will engage as staff to support you.
- Ensure you understand the basics of finance for business including basic valuation and accounting theories, government tax schemes and grants you are eligible for.
- When engaging with investors, look for ‘smart-money’ investors who can not only provide funding but also knowledge and capabilities to assist in the development of your product or service.
- Your team will be integral to the success of your product or service. It is important to find the right people from both academia and business and be prepared to change the structure of your team as your company grows.
- Ensure you understand how to protect your IP.
- Do not give up, commercialisation takes patience and perseverance.

## APPENDIX

### Programme

Time	Activity	Speaker
10.00	<b>Registration</b>	
10.15	Welcome	<b>Tristram Riley-Smith</b> – Partnership for Conflict, Crime & Security Research
10.25	Energising Open Innovation	<b>Pete Hotten</b> – NuAge Vision
11.15	Securing Your Intellectual Property	<b>Government Security Advisor</b>
12.00	<b>Break</b>	
12.45	Official Launch	<b>Tristram Riley-Smith</b> – Partnership for Conflict, Crime and Security Research
13.00	Panel 1: Public Sector Supporting Innovation	Chair: <b>Chris Hankin</b> – Imperial College London Panel: <b>Andy Nicholson</b> – Centre for Defence Enterprise <b>Chris Rampton</b> – Security Innovation and Demonstration Centre <b>Mat Hunter</b> – Design Council <b>Robin Williamson</b> – Defence and Security Knowledge Transfer Network
13.55	<b>Break</b>	
14.05	Panel 2: Commercialising Research	Chair: <b>Mark Phillips</b> – ADS Panel: <b>Bruce Beckloff</b> – Bloc Ventures <b>Elisabetta Zaccaria</b> – CyberY <b>Martin Gill</b> – Perpetuity Research and Consultancy International <b>Sandy Westwater</b> – PilotLite Ventures
15.00	<b>Break</b>	
15.25	Panel 3: Dragons Den	Chair: <b>Tristram Riley-Smith</b> – Partnership for Conflict, Crime & Security Research Dragons: <b>Nadia Crandall</b> – Harvard Business School Angels <b>Peter Cowley</b> – Marshall of Cambridge <b>Robert Wardrop</b> – Cambridge Centre for Alternative Finance <b>Tom Illube</b> – Crossword Cybersecurity Marketeers: <b>Alan Johnston</b> – University College London

		<b>Fabian Campbell-West</b> – Queens University Belfast <b>Gavin McWilliams</b> – Queens University Belfast <b>Mike Jackson and David Park</b> – University of Nottingham <b>Richard Hartley</b> – Cambridge Judge Business School <b>Jiangshan Yu and Mihai Ordean</b> - University of Birmingham
17.30	Close	<b>Tristram Riley-Smith</b> – External Champion, Partnership for Conflict, Crime and Security Research
<b>17.40</b>	<b>Reception</b>	

## Presenters

### Andy Nicholson – Centre for Defence Enterprise

Andy Nicholson is Head of the Centre for Defence Enterprise at the Defence Science and Technology Laboratory (DSTL). A biochemist by training, Andy Nicholson joined the Ministry of Defence (MoD) Science and Technology Fast Stream in 1989 and held a variety of posts ranging from rocket scientist at the Atomic Weapons Establishment to Aircraft Engineer at RAF Leeming. Following an MBA, Andy returned to the MoD in a policy role advising on the implications of science and technology on the likes of Directed Energy Weapons. He joined DSTL in 2004, where he has held a number of cross cutting roles including Domain Leader of Innovation and Chief Scientist for the Programme Office. In 2013 he took over as Head of the Centre for Defence Enterprise at the forefront of the Open Innovation initiative within the MoD. The Centre has been the principle mechanism for the MoD to engage with SMEs. In recognition of his work on innovation and his network across industry, Andy was awarded a DSTL Fellowship at the end of 2013.

### Bruce Beckloff – Bloc Ventures

Bruce Beckloff is Managing Partner and Co-Founder of Bloc Ventures, a venture company targeting investment in technology companies focused on Big Data, Cloud, Security and Connectivity. Prior to this, Bruce was with ARM Holdings for 12 years holding a variety of positions during his tenure. Most recently he served as head of Corporate Development responsible for ARM's corporate strategy development and investments activities. Bruce has assisted the UK government as a venture capital Strategic Advisor helping the UK's high growth early stage companies' access financing from venture providers. He is a board director at Marmalade Technologies Limited and advisor to Evrythng Limited. Bruce holds a Masters in Materials Science and also a Masters in Business Administration.

### Chris Rampton – Security Innovation and Demonstration Centre

Chris Rampton is the Capability Advisor for Surveillance in the Centre for Applied Science and Technology. Since 2014, he has been leading the establishment of the Security Innovation and Demonstration Centre, which facilitates open innovation in the security market through bringing together partners in business, academia, policy and end users. Prior to this, Chris was the Head of the National Technical Support Unit in the Home Office delivering specialist capabilities across UK law enforcement. In recent years, Chris has led programmes to deliver new covert surveillance

capabilities for law enforcement and others focused on forensic videotape analysis, vehicle location, geographic information systems and mobile data. Chris is also a Chartered Engineer.

### **Elisabetta Zaccaria – cyberY**

Elisabetta Zaccaria is the founder and chairman of cyberY, a not-for-profit organisation that provides a dynamic ecosystem for cybersecurity tech start-ups and SMEs looking for accelerated growth. She has over 12 years board level track record in strategic and operational management in the defence and national security, services and technology sectors. She currently covers advisory and non-executive director roles in the UK cybersecurity sector, has advised financial services, investors and made contributions to the UK government's vision for building a sustainable and world-class cybersecurity industry. Recently, she was Group COO & CSO and Group Head of Corporate Development and Affairs at Global Strategies Group. Elisabetta holds a Magister Juris from Università degli Studi di Ferrara in Italy and MA in International Relations from Hult International Business School in London. She also volunteers as Entrepreneur Mentor in Residence at London Business School and as Business Mentor at University College London Centre for Entrepreneurship.

### **Mark Phillips – ADS**

Mark Phillips is Director of the Security and Resilience Sector for ADS, the national association representing the UK's security sector. He is also Secretary of the Security and Resilience Industry Suppliers' Council (RISC). Prior to joining ADS, Mark was Research Fellow for Military and Intelligence at the Royal United Services Institute. From June 2008 to September 2010, Mark was Chief of Staff to the Shadow Security Minister and National Security Adviser to the Leader of the Opposition and, after the 2010 general election, Security Minister. Mark co-authored the Conservative Party's National Security Green Paper, *A Resilient Nation* (January 2010), and devised the concept of a 'National Security Risk Assessment' which was taken forward in the Coalition Government's 2010 National Security Strategy and Strategic Defence and Security Review. He also provided the framework for the Coalition Government's review of the PREVENT strand of the Counter Terrorism Strategy (CONTEST). Mark is an Associate Fellow of RUSI and an Associate of King's College London.

### **Martin Gill – Perpetuity Research and Consultancy International**

Martin Gill is the Director of Perpetuity Research and Consultancy International, which began as a spin out company from the University of Leicester. Martin is also a Professor of Criminology and for over two decades has been actively involved in a range of studies relating to different aspects of crime and its prevention. He has a particular interest in business crime and the security sector and has been involved in projects focusing on the causes of false burglar alarms, the effectiveness of CCTV, the effectiveness of security guards, how companies protect their brand image and the generators of illicit markets and stolen goods. He has also launched and led the Security Research Initiative. Martin has published widely including 14 books and over 100 articles including the second edition of the Handbook of Security, which was published in July 2014. Martin is a Fellow of The Security Institute, a member of the Company of Security Professionals, Chair of the ASIS

Research Council and an overseas representative on the ASIS International Academic Programs Committee. He also holds honorary/visiting Chairs at the Universities of Leicester and London.

### **Mat Hunter – Design Council**

Mat Hunter is Chief Design Officer at the UK Design Council, where he heads up the organisation's Design Challenges programme that demonstrates how the societal challenges that we face can represent creative and commercial opportunities. From supporting health and wellbeing to combatting violence and aggression, the programme has seed funded and supported numerous ventures whose innovative products and services are now in active use. Before joining the Design Council, Mat was a partner at IDEO, a global design and innovation consultancy, where he specialised in digital products and services. He is a graduate of Central St Martins School of Art & Design and the Royal College of Art and is currently Adjunct Professor at Imperial College Business School.

### **Nadia Crandall – Harvard Business School Angels**

Nadia Crandall is Co-Chair of the Harvard Business School Angels of London (HBSA), which she co-founded in 2011. HBSA's role within the European start-up ecosystem is to select the best young companies and bring them together with skillful and knowledgeable investors who can contribute to their growth. Nadia is also an entrepreneur and investor in early stage businesses. Her principal interests are in medical technology, education and renewable energy. Prior to this, Nadia co-founded Postscriptum, a diversified private equity business. More recently, Nadia chaired an expert group for the World Bank, advising on renewable energy projects in developing countries. She also mentors for the Said Global Entrepreneur Challenge. Nadia holds an MA from Oxford University and an MBA from Harvard.

### **Peter Cowley – Marshall of Cambridge**

Peter Cowley has been an active angel investor for many years and is the Investment Director of Marshall of Cambridge, a Martlet Corporate Angel and a board member of Cambridge Angels. Within his portfolio of over 35 companies, his invested sectors include web and mobile software, energy, biotech, fintech, edtech, medtech, security and construction and he is on the board of seven angel-backed start-ups. Peter studied Engineering and Computer Science at Cambridge University and is now a Fellow in Entrepreneurship at the Cambridge Judge Business School. Peter is also a director of the Cambridge Computer Lab Ring and runs their mentoring service. He sits on the investment committee of the government funded Angel Co-Investment Fund and is UK Business Angel of the Year 2014/2015.

### **Robin Williamson – Defence and Security Knowledge Transfer Network**

Robin Williamson is a Knowledge Transfer Manager at the Knowledge Transfer Network (KTN). He is the lead for security and works within the Defence and Security community. Trained in chemical sciences, Robin has spent many years in government research at the Defence Science and Technology Laboratory (DSTL) leading industry-facing projects for the Ministry of Defence (MoD). Since leaving the research environment, Robin has built up skills in technology transfer, spending

time at Ploughshare Innovations (MoD's in-house technology transfer office), and understands the complexity of turning promising research into commercial success. Always interested in innovation and the next 'big thing', Robin enjoys working with and connecting people in the innovation space. Robin holds an MSc in Forensic Chemistry from Cranfield University and is a Chartered Chemist.

### **Robert Wardrop – Cambridge Centre for Alternative Finance**

Robert Wardrop is the Executive Director of the Cambridge Centre for Alternative Finance and a Research Fellow in the Finance and Accounting Group at the Cambridge Judge Business School. His professional career spans 30 years advising and investing in small and medium-sized businesses in North America, Europe and Asia. He currently serves as a director of Asia Broadcast Satellite, a Hong Kong-based satellite operator, and Clarity Health Services, a US-based health care services provider. Previously he spent 10 years as European Managing Director for the Anschutz Investment Company, the investment subsidiary of the Anschutz Corporation, which is one of the largest privately owned companies in the United States. He began his career in the Brand Management Group at Procter & Gamble Canada. His research interests include the sociology of financial decision-making, organisational trust, the influence of social institutions and forms of capitalism on the comparative advantage of firms, alternative forms of finance for SME and middle market firms.

### **Sandy Westwater – PilotLite Ventures**

Sandy Westwater is the Managing Director of PilotLite Ventures, a leading specialist venture management firm. Sandy has over 20 years experience in strategy, investment, venturing and business development with a track record spanning the FMCG, energy, media, telecommunications, technology, financial services and pharmaceutical sectors in both corporate and management consultancy roles. He is recognised as a leading specialist in innovation co-investment and co-development programmes and has worked with some of the largest brands worldwide including Sony, Unilever, J&J, Kraft, Pfizer, Sony, BT, Aviva, Investec and Astra Zeneca. Sandy is a graduate of Oxford University and attended the CEDEP INSEAD management school.

### **Tom Illube – Crossword Cybersecurity**

Tom Illube is CEO of Crossword Cybersecurity, a technology commercialisation company focusing exclusively on the cybersecurity sector. Prior to Crossword, Tom was Managing Director of Consumer Markets at Callcredit Information Group, the private equity backed UK credit reference agency and before that, Tom founded and was CEO of Garlik, a venture capital-backed identity protection company, sold to Experian in 2011. Earlier, Tom served as Chief Information Officer of Egg plc, the pioneering FTSE 250 UK internet bank. His earlier career included Goldman Sachs, PwC, Cap Gemini and the London Stock Exchange. Tom chaired the UK Government Technology Strategy Board's Network Security Innovation panel. He was also a member of the High Level Expert Group on Cybersecurity at the International Telecommunication Union (ITU), a Geneva based UN-agency. In 2005, Tom was awarded an Honorary Doctorate in Technology.

### **Tristram Riley-Smith – Partnership for Conflict, Crime and Security Research**

Tristram Riley-Smith was appointed in April 2013 as the External Champion to the Partnership for Conflict, Crime and Security Research. He is also Director of Research at the University of Cambridge Department of Politics and International Studies. Before commencing his role as External Champion, Tristram spent over 25 years working as a specialist in defence, security and infrastructure protection in Whitehall. He was posted as a Counsellor to the British Embassy in Washington DC in 2002 and in recent years has established and run a Centre for Science, Knowledge & Innovation. Before Whitehall, Tristram studied Social Anthropology at the University of Cambridge.