Connections - Commitment - Capital

3Cs Community

www.3cscommunity.com

Support, advice, access to knowledge and mentoring are the key elements identified as required by start-ups and growing companies.

Starting and successfully growing a business is a dream for many people. It can be a long and lonely road to success or perhaps - failure. It doesn't have to be that way; being part of a supportive entrepreneurial community is one of the keys to ensure the success of your venture.

We should all be only too willing to help at a time of drought in funding. We would hope that with the wealth of talent within our community and elsewhere, we could help our fellow colleagues raise funds, source advice and make connections for their latest "adventure". If so, the 3Cs Community™ is the place to discuss it, swap hints and tips, provide online mentoring and maybe find those elusive funds. It is not a place to advertise your services, but rather Pay It Forward for the help that you may have received in the past, within these walls.

3Cs is an active community, where advice and critique comes free-of-charge for the budding entrepreneur, to:

- help create a business environment that is supportive to the goals of your organisation and your customers;
- find others who can help you get your company off the ground including investors incubators, mentors and advisors;
- benefit from the knowledge exchange between our members so that being a member means your company gets ahead of the competition.

Presenters from our 10th Anniversary Meeting - May 2013

Meetings

We have been having our meetings since we started in 2003, typically every other month in London.

At 3Cs members' meetings, three budding entrepreneurs are given the chance to make presentations to the audience. This is a vital service to the presenters and their business ideas. It allows them to test-run the "pitches" that they will make to potential investors and partners and it acts as an invitation to those in the audience who can help, to step forward and offer that help.

Details of over 300 presenters from all of our 80+ meetings since 2003 can be found on our website. Our 10th Anniversary meeting in May 2013 saw 14 presenters from the previous 10 years recount the success (or otherwise) of their venture since their first presentation.

A typical 3Cs audience will comprise advisors such as accountants, lawyers, investment specialists, technical gurus; other actual or budding entrepreneurs; and, potential investors and people with access to sources of investment. The audience is well informed and sharp, but friendly. The environment is safe and confidentiality is assured. As a result, the pitchers get an honest, but supportive, appraisal of their ideas and proposals. However, they also get a real, hard-nosed and often telling test of their knowledge of, and commitment to, the venture. No-one leaves the podium down-hearted, but some leave realising that they have a long road to travel. However, in the bar after the meeting, even the most outrageous pitcher will find at least a few 3Cs members who are willing to do something to help. In one example, a pitch that sounded totally incredible was turned into a real business venture simply because someone in the audience saw through the outlandish elements of the proposal and into the heart of the commercial opportunity. That opportunity may never have emerged if the pitcher had not been able to stand up in front of the 3Cs audience.

3CS MEETING — 24 NOVEMBER 2015

Next Meetings

19th January 2016 - Reed Smith
15th March 2016 - Taylor Wessing

Nabarro

Our November meeting is being hosted by Nabarro.

Nabarro is a major corporate law firm operating in a number of industry sectors and legal disciplines. They have 125 partners leading approximately 400 lawyers offering a broad range of corporate legal services to major national and international clients.

They've been closely involved with young growing companies and their investors for many years. No matter how complex the situation, they'll offer you plain, unequivocal advice - not pages of jargon.

They're focused on the needs of the entrepreneur community, so they've developed handy products that make the legal aspects of your business as straightforward as possible. They have developed various fixed price products that aim to make the process of obtaining legal advice for SMEs as straightforward and cost transparent as possible.

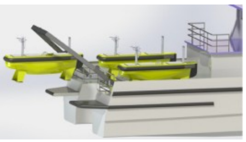
Guest Speaker: Oliver Cummings - MarketInvoice

The Alternative Finance Market is now a £5bn pa market and is starting to make a dent in the traditional market providers. Even the Government and Local Authorities are providing capital to the bigger players. It is certainly accelerating the growth of many startups, small and medium size firms, who have been excluded from traditional sources of finance since the financial crash. Olly will be sharing with us his views of this market and its explosive growth, which will be enhanced with the new mandated client referral scheme from traditional players. This new market is also achieving enviable press coverage and attracting the support and involvement of figures such as Nicola Horlick and Andy Murray.

MarketInvoice is rapidly growing with the market, offering a new type of invoice finance, built for savvy growing businesses. Our online platform gives clients access to funds from outstanding invoices. We're entirely different to traditional factoring; businesses can sign up online, sell a single invoice from most countries in the world and draw down funds on the same day. There are no contracts, hidden fees, debentures or personal guarantees needed. Launched in 2011 and already helped hundreds of growing companies overcome their fluctuating cash flow. Over £500m has been advanced to date and as of August 2013 the UK Government began buying invoices, through our platform, as part of the British Business Bank initiative.

Business Pitches

Chris Coghlan - Survey Robotics



Chris believes in the power of entrepreneurship to solve the world's most challenging public problems.
Chris founded the UK charity Grow Movement in 2009, which he presented to 3Cs in January 2012, which has improved the livelihood's of over 27,000 people in Uganda, Rwanda and Malawi by training micro entrepreneurs over mobile phone.
He now hopes to contribute to sustainable solutions to climate change with Survey Robotics.
Offshore wind farms are under relentless pressure to use new cost saving technologies to become more cost competitive without subsidies. Offshore wind farms use crewed hydrographic survey boats with multibeam echo sounders and other sensors to monitor the seabed.
Survey Robotics aims to lower the cost of hydrographic survey for offshore wind farms using survey robotic vehicles (SRV's) launched and recovered from a support vessel. We estimate our SRV could perform some of these maintenance survey tasks at far lower cost, in exchange for lower, but adequate, data quality and sensor range.
The company owns designs and a wave tank tested scale model for an SRV fitted with a multibeam echo sounder for performing hydrographic surveys of offshore windfarms. We are now trying to raise £300k in funding to build a prototype: through a combination of angels, Government grants and crowd funding.

Laure Andrieux - Aiseedo

Aiseedo is one of the world's first Machine Intelligence cloud services, which enables anyone to benefit from cutting edge time-series machine learning and integrate it with their products or services. Most existing machine learning applications dictate the nature of the solution, and train the model to fill in the details. We set a goal and relying on machine learning to solve the problem, which enable more resilient and flexible solutions. It is an exciting step towards Machine Intelligence.
The Aiseedo engine consists of Neural Network components and is optimised for streaming data and data fusion: it can learn from multiple, varied time-series data streams and produce responses to them in real-time. It was also designed to be fault resilient and brilliantly easy to use. Simple setup; just plug in your streaming data sources. Aiseedo starts training on your data immediately. You only need to tell us what you are looking for: prediction, anomaly detection etc.. We automatically generate a model and visualise your results. They will keep updating as the model learns and adapts to changing situations, i.e. as you add new data sources. Then leverage your actionable Aiseedo's insights to optimise your service or product. Access the service either via a web interface or via a full API that enables live integration with your systems.

Andy Chitty - BusyCity

Research has shown that online retailers who provide a generous returns policy improve customer trust, resulting in increased sales and greater brand loyalty. BusyCity is a parcel broker that helps online retailers implement a simple returns process and therefore increase their profit.
The very nature of online shopping means you cannot try, touch or smell the product before making a purchase. Providing people with the ability to try out products removes this barrier. Free shipping and lenient return policies have given online retailing a huge boost.
Online buyers are now getting more sophisticated; originally they would have bought one item, now they buy two or three and return the ones they don't like. According to a UPS report, consumers now expect free returns with 82% respondents saying they would purchase more if they could return the item to a store or have free return shipping, and 66% said they view a retailer's returns policy before making a purchase.
BusyCity provide a software solution that provides a full, yet simple, returns booking process for the customer, who can arrange collection from any suitable location with a time slot, i.e. home, office or local shop. BusyCity generate all the shipping documentation required, i.e. waybills, proformas, etc., and supply this to the customer. So get shopping!

More details and registration at
www.3cscommunity.com