Annual Report 2016/17
Welcome to this first annual report from the University of Nottingham Innovation Park, which I’m proud to introduce as Chair of its Board. This has been a very busy year for UNIP, with a number of prominent milestones which support our long-term strategy of establishing the site as a regional, national and international destination for teaching, research and commercialisation that has the capacity to make a difference to some of the major challenges our world faces.

While the facilities which UNIP provides are known for their innovative and sustainable design, it is the environments they deliver and the activity they enable which matters most. So it has been heartening for me to see so many notable success stories contained in this report, both for the University and the businesses and industries it supports and collaborates with at UNIP.

While a number of prominent new developments by the University continue to come out of the ground in and around UNIP, I have been particularly pleased to see the Ingenuity Centre open its doors. Many have remarked on the striking appearance of the building and that is no accident: the tyre-tread outer shell was designed as a tribute to the historic status of the site UNIP sits on – the former home of Raleigh Bicycles, an icon of 20th century industry in Nottingham.

It is fitting, therefore, that the Ingenuity Centre today is home to early-stage businesses being developed by entrepreneurial students and alumni and to a number of exciting external companies operating in fields as diverse as space technology, transport solutions and technological fabrics.

Collectively, these enterprises provide tangible evidence that UNIP’s concept is a uniquely successful one. It is no surprise to find that while the wider market for the kind of business space we offer has been muted in recent months, there has been no shortage of tenants wishing to take advantage of a location which enables them to benefit from exceptional facilities, a well-connected location and proximity to the expertise of a University ranked inside the UK’s top 10 for its research excellence.

2017 has been a notable year in more ways than one. In September, we marked the retirement of our Vice Chancellor, Professor Sir David Greenaway, a man who has done so much to further our status as a genuinely global University and a firm supporter of the aims and objectives of UNIP in delivering both research and social and economic impact. We were delighted to welcome his successor, Professor Shearer West, to the Ingenuity Centre in September, when she hosted Lewis Lukens, the Deputy Chief of Mission for the US Embassy, during a visit to Nottingham.

As we move into 2018, the hard work which Sir David and the wider University team has put into laying the foundations for long-term success at UNIP will continue to yield important results. In the coming months, we will see the opening of both the Advanced Manufacturing Building and the Energy Research Accelerator’s Research Acceleration and Demonstration building. Both represent significant developments in fields vital to the UK’s economic future. I have no doubt, too, that 2018 will see more success stories among students, researchers and the businesses based on UNIP. We live in interesting and perhaps challenging times but the activities which take place at UNIP put us in a strong position to face the future with confidence.

I want to place on record my thanks to the team at UNIP for the work they have done to ensure that it continues to make a vital contribution to the University of Nottingham’s long-term vision of developing skilled citizens and leaders, undertaking fundamental and transformative discovery, being committed to excellence, enterprise and social responsibility, and sustaining and improving the places and communities in which we are located.

Chris Jagger
Chairman, UNIP
Welcome

Since the completion of the Sir Colin Campbell Building in 2005, UNIP Management Ltd has supported entrepreneurs to develop high-tech and knowledge-intensive businesses. Today our team of four people supports a community of almost 90 organisations employing more than 900 people in high-value knowledge economy jobs on site. As such, UNIP is a key aggregation point for technology entrepreneurs and start-ups in the East Midlands which is closely associated with the University of Nottingham.

In this report we describe UNIP's community, the value it creates, and some of the companies creating products and services that will shape all of our futures. Many of our newest innovators are based at the new Ingenuity Centre which itself has been a key driver of UNIP's development this year and is where we are now focusing business support for academic, student, alumni, and local entrepreneurs.

This our first Annual Report, clearly articulates the business support activity, collaboration, new venture creation, and business growth which continues to happen at UNIP.

Mark Tock
Operations Director, UNIP Management Ltd

The year in review

A vision for a large-scale development like the University of Nottingham Innovation Park (UNIP) is one thing. Bringing it to life is another and the measure of success is how the park works for the organisations, businesses and enterprises attracted and supported by it.

The numbers for 2016-17 show that UNIP works for its community.

The single most notable development for UNIP this year was the Ingenuity Centre, a circular 'tyre tread' building whose architecture references the site's industrial heritage as the former home of Raleigh Bicycles.

At its heart, the Ingenuity Centre ambition is to encourage external, student, and academic entrepreneurs to mix with and grow their businesses alongside each other. To achieve that ambition, we aimed to reach 40% occupancy within 12 months. Today Ingenuity Centre is 76% full with a strong pipeline for 2017-18.

Driving this success is the University of Nottingham's continued commitment to create a dynamic environment in which innovators engage with leading to research to deliver commercial outcomes. From this grown a connected community delivering real economic impact.

Along with the carefully planned and environmentally sustainable architecture, this has created a prestigious address which businesses benefit from being part of. Added benefit comes from co-locating tech-driven businesses some of whom are customers of and suppliers to each other. On a practical level, UNIP is also well-connected, being in one of the UK's

Introducing UNIP's board members

Christopher Jagger, Chair
Chris is Chief Estates and Facilities Officer at University of Nottingham where he is responsible for a budget of £250m annual expenditure. He is a Chartered Engineer over 30 years' professional experience in the construction industry, developments and in facilities management services. Chris has also been responsible for the delivery of a transformational Capital Programme, including new campuses in the UK, China and Malaysia. He also has responsibility for the environment as a member of the University of Nottingham Executive Board.

Professor Dame Jessica Corner
Jessica is Pro-Vice Chancellor for Research and Knowledge Exchange at the University of Nottingham. She provides strategic leadership for research and industry engagement. Her key responsibility is for delivery of the University’s Global Strategy 2020 for World-Changing Research, Jessica has a number of national roles with the Health Education England Cancer Patient Experience Advisory and NIHR CLAHRC Wessex. She was awarded a DBE in 2014 for services to Health Care Research and Education.

Ryan Keyworth
Ryan Keyworth is the University’s Director of Research and Innovation. R&I is the professional service that supports the University across the full spectrum of research and innovation activities, including developing relationships with corporate clients; supporting bid development; commercialising research outputs and supporting the University’s spin-out company portfolio. Ryan is a Chartered Management Accountant and prior to this he held finance and finance related positions in Higher Education, Local Government and the Insurance sector.

Dr Richard Masterman
Richard Masterman was appointed Associate Pro-Vice-Chancellor for Research Strategy, Policy, Performance and R&I at University of Nottingham in May 2016. In previous roles, Richard was responsible for leadership, management and support of all the University’s research and knowledge transfer activities. Previous experience includes administrative roles at universities and theatres in London including a stint as part of the management team of the Royal Court Theatre, a leading force in world theatre and the UK’s leading theatre producing new plays of the highest quality.

Professor Terry Moore
Professor Terry Moore is the Director of the Nottingham Geospatial Institute (NGI) at the University of Nottingham and as such has overall responsibility for all the activities of this world leading postgraduate research and teaching institute. He is also the Associate Dean for Infrastructure within the Faculty of Engineering. Terry was the UK’s first Chair of Satellite Navigation in 2001. He has taken a leading role in national and European initiatives aimed at integrating academic research and teaching activities in GNSS, and interacting closely with industry.
core cities and only a short distance from the UK motorway network.

As a result UNIP continues to be a popular destination while more conventional business spaces have struggled to attract tenants this year. Commercial space in the Nottingham Geospatial Building remains fully occupied even with one tenant moving out. The exiting tenant chose to maintain a presence at UNIP thereby underlining the attractiveness of association with UNIP.

We’re proud to continue to host prestigious businesses like Romax Technologies, which has its 100-plus strong headquarters building with us. Romax designs and develops world-leading simulation software used by some of the most well-known names in the global automotive, aerospace and wind energy industries.

Equally exciting are the growth stories of our Ingenuity Centre-based clients. Footfalls & Heartbeats, for example, is a business developing the world’s first truly intelligent textile and started life in New Zealand. They came to Nottingham to engage with University research, specialist fabric weaving, manufacturing and healthcare expertise. University talent and invested IP are fuelling the business.

Some of the businesses at UNIP have graduated from the Haydn Green Ingenuity Lab into commercial space, choose to stay because of the support available. For example, Hungry Panda, an app developer enabling food delivery to the Chinese community, is a significant success. The company is now a £3m turnover developer and digital marketing platform with offices across the UK and in China.

Other encouraging developments this year have included: expansion of Wi-Fi specialist and communications networks provider Performance Network; the arrival of Polestar Interactive from Nottingham’s Lace Market; the short let by consultancy giant McKinsey; and the expansion of multi-academy Nova Education Trust.

What is driving success at UNIP is not rocket science. It is a commitment to maintaining a supportive and inspiring environment. That said, delivery of the Space TEC incubation programme supported by the UK Space Agency has been a successful new initiative.

The successes realised by companies in the programme strongly suggests that UNIP will be a long-term source of space-related innovation. Refunding of Space TEC by the UK Space Agency following an extremely positive evaluation confirms this.

In November, we hosted the ‘Sattucino’ Extra Shot organised by the Satellite Applications Catapult enabling us to link entrepreneurs at UNIP with those at the heart of the UK space sector’s home in Harwell. During the year we also hosted the Launch UK briefing for the UK Space Agency, the UK Science Parks Association Winter Conference, visits from Saudi Aramco, the Canadian Ambassador, the Director General (Science and Business) of the Department for Business, Energy and Industrial Strategy, and Lewis Lukens, the Deputy Chief of Mission for the US Embassy.

The latter was accompanied by Brendan Moffet, CEO of Marketing Nottingham, who noted the importance of UNIP to the city region economy: “The University of Nottingham Innovation Park is an illustration of the way the Nottingham economy has reinvented itself.

What was once the site of a business which defined the city’s industrial past is now a prominent example of its technological future, with eye-catching buildings and world-leading businesses.

“IT also encourages business, enterprise and academic research to come together and drive innovation, which is critical to the future of the local, regional and national economy.” UNIP has also hosted numerous meetings encouraging the business and academic community here to engage and innovate. This is a crucial part of UNIP’s mission that we will continue going forwards.

As the hub of the University Enterprise Zone, Ingenuity Centre was opened by Universities and Science Minister the Rt Hon Jo Johnson MP. He said: “The Nottingham University Enterprise Zone will support greater collaboration between the university and local businesses to help get innovative research to market quicker – improving the lives of millions around the world and boosting the local economy.”

That work continues as UNIP approaches its 10th Anniversary year in 2018 during which our vision for the next 10 years, which reflects University of Nottingham’s ambition to deliver impact on the national and international stages, will be launched.

Dr Mark Tock
Opening of the iconic Ingenuity Centre

“The pipeline for UNIP is very healthy and we are expecting to make some significant announcements about new tenants in the New Year.”

Dr Mark Tock, Operations Director, UNIP

THE INGENUITY Centre is one of the single most significant developments to take place at the University of Nottingham Innovation Park.

Designed to nurture the next generation of technology businesses and support new student entrepreneurs, the £5.2m building was formally opened by Jo Johnson, Minister of State for Universities and Science.

Part of the University of Nottingham Innovation Park, the Centre was designed to provide an ideal home for technology ideas with commercial potential, whether developed by entrepreneurial students, researchers, academics, or businesses looking to grow in a supportive environment. But its significance goes beyond that of a hatchery for technology ventures and new enterprises. Its striking architecture – dominated by a tyre-tread outer-shell – is designed to recollect the bicycle wheels made on site when it was dominated by the Raleigh Bicycle factory. In that sense, the Ingenuity Centre provides a powerful link between Nottingham’s proud, industrial past, its increasingly innovative present, and a future driven by closely linked learning, research and enterprise.

Dr Mark Tock, Operations Director at UNIP, said: “The University of Nottingham has long had a strong portfolio of services for enterprise and innovation, many of them concentrated at UNIP, and the Ingenuity Centre was the natural next-step. Our aim is to achieve significant economic impact by nurturing knowledge-intensive businesses that deliver specialist high value jobs and this is evident in the first wave of tenants.”

The building is circular and comprises three storeys in which tenants benefit from regular events which support growing technology businesses, and enable access to relevant talent and University research. The Ingenuity Centre is also home to the Haydn Green Institute’s Ingenuity Lab which helps Nottingham students and alumni to develop the skills to thrive as business owners and leaders. The Ingenuity Lab occupies space in the centre and is profiled on page 18.

Complementing this is the University’s Intellectual Property and Commercialisation team, which supports academics and researchers to start businesses based on University IP.

Over the next 3 years through Ingenuity Centre UNIP will attract up to 50 aerospace, energy, data and digital businesses employing around 350 people and creating £25m to Nottingham’s economy.

With the Centre already three quarters full in 12 months, there is good reason to expect UNIP will achieve its ambitions.

Dr Tock added: “The pipeline for UNIP is very healthy and we are expecting to make some significant announcements about new tenants in the New Year.”

Ingentious businesses

The Ingenuity Centre provides a statement of intent for an innovation park projecting itself as the ideal home for ideas, research and commercialisation. Innovative businesses already there include:

- Footfalls & Heartbeats has developed a process to manufacture smart textiles with built-in sensors for monitoring a range of physiological parameters with potential applications in healthcare, sport, and defence. Founder and chemist Simon McMaster said: “This is an incredibly cool building on a great campus which puts us alongside people in the University who work with and support us in getting science out of the lab and turn it into a commercial outcome faster.”

- Naseem Iqbal founded MobyTap.com a first of its kind online review service which solves the problem of fake reviews and is available in Apple’s App Store. He explained: “We based the company at Ingenuity Centre because it offers a fantastic address which speaks volumes about businesses looking for a worldwide audience.” Naseem added: “We’re benefitting from the help and advice available in an environment like UNIP!”

- Dr Mark Tock founded Research Consulting after leaving global advisory firm KPMG via academia. Research Consulting is a mission-driven business which improves research and scholarly communication. Rob explained, “I started out in my spare room and moved here because we work a lot with universities. We benefit from a lot of positive associations including access to excellent post graduate students – we’ve taken four placement students already”.

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- LiveTheGo is a technology company which develops automated scheduling software for the transport industry. Nottingham alumnus and entrepreneur Hara Two started his company in the Ingenuity Lab. He said, “We’re here because of the availability of high quality technology talent at the nearby University which will fuel our ambition to grow globally.”
Space Technology review

It might not have been via satellite downlink, but two rooms of people in different locations talking about the commercial opportunities in space tech via video link told its own story about a sector which will play a key role in the future of most strategic industries.

The conversations took place at Satucino, a monthly event organised by the Satellite Applications Catapult to encourage space tech companies to collaborate and share knowledge over coffee. Co-located with research capabilities and expertise in key satellite-related technologies, the University of Nottingham Innovation Park was a natural location for the November 2017 Extra Shot. This enabled Nottingham-based businesses to pitch their ideas to a wider audience at Harwell, where the Satellite Applications Catapult is based.

The decision to hold the event at UNIP reflects a growing momentum behind a sector which has been driven partly through the successful delivery of a UK Space Agency-backed Space TEC programme supporting entrepreneurs.

Supported through the UK Space Agency’s business incubation programme, Space TEC helps start-ups new to the sector by providing access to technical expertise, and innovation vouchers. It represents an important step in the Agency’s ambition to grow the UK Space Sector to be 10 per cent of the global market by 2030.

Space TEC at UNIP enables access to a range of technical expertise including downstream applications of geospatial data, aerospace, energy, digital and advanced manufacturing technologies. Businesses involved in the programme benefit from intensive support to a supportive environment, expertise, and innovation vouchers. It represents an important step in the Agency’s ambition to grow the UK Space Sector to be 10 per cent of the global market by 2030.

The programme is one of the successes of 2016/17 for UNIP, with targets achieved and refunding for 2018 confirmed following a positive evaluation report.

Most gratifying is that two thirds of businesses graduating from the programme perceived sufficient value to recommend it and maintain a physical presence at the UNIP.

They include weather predictions business Weather Logistics, and Geomatic Ventures Limited (GVL), which provides satellite-based ground motion surveys for environmental safety and security.

A spin-out company from the University of Nottingham, GVL has developed systems which monitor surface precise ground movements to deliver critical geo hazard information for sectors such as oil and gas, civil engineering, and mining.

Companies in the Space TEC programme were able to use Innovation Vouchers in a number of ways. For example, IQG used their voucher to develop the successful FLAMINGO proposal that received £2 million through the EU H2020 programme on satellite navigation. Eight partners in the R&D project, including University of Nottingham, are collaborating to develop decimetre level positioning using smartphones.

The evaluation report of the first Space TEC cohort at UNIP revealed some impressive results.

By the end of 2017, participant businesses will have a combined turnover of just under £1 million and will have created 21 new jobs. The figures do not include a £2 million collaborative R&D grant secured by just one of the businesses.

Space TEC member companies at UNIP have also worked closely with the University, employing researchers and interns, accessing specialist equipment and mentoring.

In the first 12 months of the programme, almost half of the incubated companies were introduced to potential investors and nearly all attended workshops organised by UNIP.

In summary, the businesses on the Space TEC incubator programme felt being based at UNIP meant that they enjoyed reputational gain, had easier access to research and technical support, training opportunities, valuable business networks, financial advice and intellectual property specialists.

It was no surprise, then, to find that 80% of these businesses rated the programme highly for overall satisfaction.

The success of the programme during 2017 gives a springboard for further achievement during 2018, according to Dr Mark Tock, Operations Director at UNIP. “Having multiplied the original investment, we now want to deliver a second stage which provides even sharper and more focused support.

In January 2018 we will transform the programme into an accelerator model, which reflects a gap in the market identified by Nesta, the innovation foundation.

“We will deliver a bootcamp, allowing entrepreneurs to test their ideas, and introduce them to a mentoring panel which includes technology experts, IP experts, accountants, potential investors and end customers.

“The way this programme has gained momentum reflects two things – the level of expertise available at Nottingham, and the scale of the opportunity presented by satellite-related data.

“We have the expertise, a track record of delivery, and the businesses know the market opportunity is there. On that basis, we believe 2018 will be another successful year for the programme.”

That success is consistent with the aims outlined by Colin Baldwin, UK Space Gateway Programme Manager at the UK Space Agency, when the programme was first announced: “Within the East Midlands there are opportunities for a range of companies developing innovative products that can match the needs of the space industry, building upon existing strengths in space hardware, Earth observation and global navigation systems.

“We’re committed to nurturing business and research in these regions, and showing small businesses how they can benefit from our £11.8 billion space industry.”

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Romax Technology: a world-leader based at UNIP

UNIP is much more than just a campus. It’s a place where innovative ideas translate into commercial reality and there is perhaps no more prominent example on site than Romax Technology.

The brainchild of technology entrepreneur Dr Peter Poon MBE, Romax has built a global reputation in some of the most competitive and demanding industries in the world for its specialist simulation software.

Used by some of the most well-known global automotive OEMs, by the wind turbine sector and by aerospace giants like Rolls-Royce, Romax’s software – epitomised by its RomaxDESIGNER product – enables customers to simulate the cycles of new drivetrain designs in the virtual world.

It saves time and money and improves the dynamics, durability and efficiency of products which range from hybrid transmission systems in road vehicles to the bearings inside a wind turbine. With transferable technology which can improve the dynamics, durability and efficiency of products which range from hybrid transmission systems in road vehicles to the bearings inside a wind turbine. With transferable technology which can improve the durability of products including hybrid transmission systems in road vehicles to the bearings inside a wind turbine.

Romax has a history of nearly 30 years, and one of its most important partnerships has been with the University of Nottingham, with a research relationship stretching back several years and a number of graduates working in the business.

The long-term value in the relationship became visible in 2014 when Romax opened a flagship headquarters building on UNIP, the £5.6m structure now sitting between the Aerospace Technology Centre and the Ingenuity Centre.

The purpose-built facility features high-quality office space and room for the growing business to expand. Consistent with Romax’s drive to deliver class-leading energy efficient solutions, the building employed sustainable design techniques which include solar shading, heat recovery systems and a biodiverse green roof. It also receives spare energy capacity from the GSK Centre for Sustainable Chemistry building nearby.

Romax’s presence alongside the University on UNIP goes beyond sharing a prestige address, as CEO Andy Poon explains: “Romax Technology is very much a global business now, with 12 offices on the major continents serving clients around the world in key industries.

“Romax’s Research and Technology base is in the UK and centred here at UNIP. Our engineering consultancy services teams are based here, in addition to our software development team - the software which Romax Technology sells globally is developed on this site.

“RomaxDESIGNER”

Our relationship with the University and our commitment to the East Midlands means we are able to employ some of the industry’s brightest minds, including strategic thinkers, technology innovators, experienced engineers and world-leading software specialists.

Hailed by the London Stock Exchange as one of the top British businesses for innovation, Romax has received numerous accolades for its work. Significant recognition for two of the key people behind the business came in summer 2017 when Founder and President Dr Peter Poon and CEO Andy Poon were jointly named EY Entrepreneurs of the Year in the international category in the Midlands.

In a joint statement, they said: “We are absolutely thrilled to have been granted this award, which we see as a glowing recognition of our strategic direction and technical creativity.

“We’re very proud of what we do here at Romax, and we have a lot more expansion and innovation ahead of us. Our recipe for success has always been to discover, nurture and encourage the best talent from around the world, and to combine that with our own determination to succeed and our vision for a better, more sustainable future. We’d like to thank all of our talented staff at Romax for helping us to achieve this success and making our philosophy a reality.”

Onyx InSight: A new technology venture launched at UNIP

The Romax Technology Centre is now also home to a partnership between Castrol and Romax that will use advanced analytics expertise to service the wind energy sector.

Onyx InSight’s specialist expertise gives it a competitive edge in the expanding renewable energy market.

Onyx InSight provides predictive solutions for managing the operation and maintenance of wind farms, supported by detailed inspections which inform decisions about the life of these precision-engineered assets.

Kris Petrov, of Onyx InSight, said: “We deliver technical advisory and consultancy services for wind farm operation and maintenance, but we are also a software company underpinned by strong engineering expertise and our DNA in drivetrain design.

“This is a holistic solution that crosses the whole journey from analytics and consulting to field service and there is no other single company that does that.”

Onyx InSight is involved in major projects in Europe, North America and South Korea, while the Chinese and Indian markets also hold significant potential for growth.

With major interests in wind energy and renewables, Castrol brings both global reach and an unrivalled expertise in lubricants – a critical issue in rotating machinery.

Onyx InSight is involved in major projects in Europe, North America and South Korea, while the Chinese and Indian markets also hold significant potential for growth.

Kris added: “Onyx InSight is an expanding business which will be delivering efficient, insight-driven services with genuine global reach.”

Onyx InSight is a new technology venture launched at UNIP.
Nova Education Trust

Every weekday Nova Education Trust delivers 1,000 lessons to 7,000 students, while employing more than 1,300 staff across the 15 schools it supports.

But the key figure for Nova Education Trust isn’t a particular statistic but a single vision: a commitment to work hard and be kind while pursuing the goal of achievement for every child. CEO John Tomasevic said: “What defines Nova is a belief that a high-quality education is something that should be available to all students no matter what their background, and by delivering a great education to every child we work with we enable those young people to be as successful they possibly can be and make the most of their lives. “Our group ethos underpins everything we do, whether that is teaching students, strategic leadership, or the activities of our team at head office.”

That head office is based at UNIP, where its leadership and operational and finance teams provide centralised support that enables a network of schools from primary through to secondary to focus on the needs of students. John explained: “Education will always be the core focus for Nova’s schools, and the job of our team at UNIP is to enable us to deliver the very best customer service in terms of IT, finance, estates management, data management, marketing and communications so that our heads are free to focus on working with staff and students. “Many multi-academy trusts operate to a finance and business model. But ours is an education model, and the job of our team at UNIP is to enable us to deliver a high-quality education to every child we work with and to have a team in a central, open-plan space rather than spread across the network has improved the way we work and empowered us to deliver our key aim on behalf of our schools.”

In the last year, Nova has quadrupled the size of its offices at UNIP as it consolidated its back office and management functions into a single business location. This brought over 30 staff into one place and effectively placed the head office of one of the University of Nottingham’s strategic partners into close proximity with the University.

The tenant journey: Icon Software

Icon Software, a partnership between Phil Bellamy, brother Ben and his wife Jess, is a specialist consultancy which advises clients on their software needs and develops bespoke platforms.

“We started back in 2009 and we operate with a number of clients with very specific requirements,” said Ben. “One of the biggest systems we maintain is a network of weather stations used by more than 100 oil and gas platforms in the North Sea.” The Company also supports a website for recording antibiotic resistance on cases most of the pig farms in the UK, and an application for electrical inspections by one of the UK’s main energy companies.

Although diverse, Icon Software’s clients are typically large enough operation to have a software requirement but are too small to develop something themselves. Outsourcing to Icon Software makes perfect sense. Phil Bellamy added: “A lot of what we do is data-heavy is develop data-centric applications.”

Moving from offices in Leicester to UNIP in 2015 was a turning point for the Company which heard about the Park through a mutual professional. “UNIP offered us the same experience as a much bigger business: it gave us access to meeting rooms and other facilities we simply wouldn’t have in conventional office space.”

The prestigious surroundings of UNIP also allowed the business to impress clients and contacts with its all-round professionalism. “We secured some big, new clients after we moved to UNIP, people who we have continued to work with ever since, and I’m sure that wasn’t just a coincidence,” said Ben.

Although both business and personal life has taken the Icon team to a new base in France, it deliberately maintains a foothold at UNIP through an ongoing virtual tenancy. Historically, the majority of Icon’s work has been for clients in the oil and gas industry, but around 50 per cent now comes from other industries. Phil said: “Most of our work is design and development for returning clients, but we are increasingly now licensing software as a strong long-term income stream.”

Ben concluded: “We are still working with clients who were introduced to us by the University. From the start, we always got the impression that UNIP really wants to help its tenants and they quite often come to us with potential leads.”
The impact of UNIP community in 2016-17

- UNIP clients employ more than 900 staff
- UNIP-based clients reported an aggregate turnover of £63.4m in the last 12 months
- UNIP Impact Survey 2017 is based on the responses from 81 organisations.
- 3/4 of businesses at UNIP are start-ups or micro businesses
- 60% of UNIP clients launched a new product or service in 2017
- 27% of UNIP clients most identify with Digital economy
- 20% Other (includes Insuretech, professional services, hospitality and retail)
- 11% Health related
- 10% Education and training
- 8.5% Satellite applications
- 6% Advanced manufacturing
- 2.5% Engineering
- 5% Multiple sectors
- 5% Food
- 5% Energy
- 16% of UNIP-based businesses were granted a patent in 2016-17
- 9 out of 10 clients would recommend UNIP to others
- Diverse community of almost 90 companies with some from China, India, Iran, New Zealand and Europe

The industries UNIP clients most identify with
Investing in customer service

Over the last 12 months UNIP and the University of Nottingham have invested in and expanded some of the services that we offer to existing and potential clients. By improving our unique environment we aim to encourage collaboration between companies and with the University.

Growing Team
The most noticeable investment in service was the expansion of the UNIP team when Georgina Hawkins joined us from Shake Social Ltd. ‘George’ now acts as first contact for clients and visitors in Ingenuity Centre.

The existing team of Andrea Pritchard, Sue Roadley, and Mark Tock continue to deliver services at UNIP and to support its clients from Sir Colin Campbell Reception.

Meeting Spaces
Completion of Ingenuity Centre doubled the number of meeting and conference rooms available to UNIP clients, added a second reception, and increased informal meeting space in the form of an inspiring new atrium with semi-private meeting pods. The Atrium has also served as a venue for a number of events featured on pages 20 and 21.

The Ingenuity Business Lounge opened above Ingenuity Reception offers soft seating and blackboard wall which is proving to be perfect for brainstorming.

Outside Spaces
New external seating on the Ingenuity Centre terrace now offers informal outside meeting space overlooking the pond and covered by Wi-Fi. Landscaping of the area around Ingenuity Centre has enhanced the park environment by adding additional planting and wild meadow turf next to the restored car parks.

Digital Services
In October 2017 UNIP launched its new on-line booking portal for meeting rooms which is based on Clarity Core and supported by RA Information Systems. Already popular, this puts clients in control of bookings, automates booking confirmations, and streamlines billing. In 2018 digital displays will enable direct booking at the meeting room door to enable easy ad hoc booking.

In the same month UNIP launched its new Wi-Fi service, UoNUNIP in collaboration with the University and supported by UNIP client Performance Networks Ltd. Feedback so far is of a much improved service with simplified registration.

Business Support and Networking
During 2017 UNIP increased the number and range of business support and networking opportunities available to the community. These now include monthly Business Challenge Breakfasts, a twice yearly Managing Directors’ Lunch, Friday coffee on the Bridge, Third Thursdays at Ingenuity, and a number of ad hoc events.

Growing Team
The most noticeable investment in service was the expansion of the UNIP team when Georgina Hawkins joined us from Shake Social Ltd. ‘George’ now acts as first contact for clients and visitors in Ingenuity Centre.

The existing team of Andrea Pritchard, Sue Roadley, and Mark Tock continue to deliver services at UNIP and to support its clients from Sir Colin Campbell Reception.

Meeting Spaces
Completion of Ingenuity Centre doubled the number of meeting and conference rooms available to UNIP clients, added a second reception, and increased informal meeting space in the form of an inspiring new atrium with semi-private meeting pods. The Atrium has also served as a venue for a number of events featured on pages 20 and 21.

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What our tenants say...

“...The fact that we always feel we can approach the UNIP team whenever we have an issue or question makes day to day business much easier.”

Jane Smith, European Association for Cancer Research

“...We use the Ingenuity Centre meeting areas daily. They give us the flexibility to have meetings anytime in a great environment and the pods provide extra privacy when needed.”

Tracy Purdell, Ekkosense Ltd

Did you know?
Jubilee Conference Centre opened its Spokes café in October 2017 to serve hot and cold food, and has a bar which is open from 3pm daily.
**UNIP 2017 – events showcase**

<table>
<thead>
<tr>
<th>October 2016</th>
<th>Ingenuity Centre opening</th>
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<tr>
<td>In October 2016 the Rt Hon Jo Johnson MP Minister of State for Universities and Science opened the Ingenuity Centre. He said &quot;The Nottingham University Enterprise Zone will support greater collaboration between the university and local businesses to help get innovative research to market quicker – improving the lives of millions around the world and boosting the local economy.&quot; Mr Johnson met prospective new tenants from Geomatic Ventures Ltd, LiveTheGo Ltd, and the Haydn Green Ingenuity Lab.</td>
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<tr>
<th>November 2016</th>
<th>UNIP Tenants at Innovate 2016</th>
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<tr>
<td>Geomatic Ventures Ltd and PlayChimp Ltd featured at Innovate 2016 in Manchester on UK Trade and Investment plinths.</td>
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<tr>
<th>December 2016</th>
<th>First Ingenuity Centre Tenants</th>
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<tr>
<td>In December 2016, the first tenants to join Ingenuity centre were announced by the Nottingham press. These included MobyTap Ltd, Research Consulting Ltd, Ingenin Ltd, and LiveTheGo Ltd.</td>
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<tr>
<th>January 2017</th>
<th>UK Science Park Association Conference</th>
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<td>For two days in January 2017 the focus of the UK Science Park industry focussed on Nottingham as UNIP host over 100 colleagues from science parks, government, and various innovation support agencies.</td>
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<tr>
<th>February 2017</th>
<th>Ingenuity Lab opens</th>
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<tr>
<td>Designed to inspire entrepreneurial behaviour and innovation by students and alumni from University of Nottingham the Ingenuity lab opened in February 2017 with sushi and champagne.</td>
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<th>March 2017</th>
<th>DIT Global Entrepreneurs Visit UNIP</th>
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<tr>
<td>The Department of International Trade (DIT) Global Entrepreneurship Programme (GEP) supports entrepreneurs from across the globe to start-up in the UK. In March 2017, 16 entrepreneurs from eastern and central Europe visited UNIP to find out about the support available here. Ingenuity Centre-based founder of LiveTheGo Ltd, Hara Two said, “Without the support I get from DIT GEP, the University and UNIP I would not have been able to start my business so easily in UK.”</td>
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<tr>
<th>April 2017</th>
<th>Ingenuity ’17</th>
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<tr>
<td>Over 300 would-be entrepreneurs entered Ingenuity ’17 and UNIP is proud to have sponsored a £5k award won by intelligent water management start-up Quensus Ltd which is the brainchild of Dr Dan Simmons.</td>
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<th>June 2017</th>
<th>Sustainable Energy Week Innovation Roundtable</th>
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<tr>
<td>During National Sustainable Energy week UNIP convened an innovation roundtable bringing together entrepreneurs, architects, academics, and operators to debate the importance of sustainable spaces to nurture innovation.</td>
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<th>July 2017</th>
<th>Ministerial visit</th>
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<td>In July 2017 UNIP was visited by a delegation from the Indonesian Ministry of Research and Training visit.</td>
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<th>LiveTheGO Ltd launch</th>
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<td>In February 2017 Keralan entrepreneur launched his app which aims to bring a South-Asian mentality to efficient public transport management.</td>
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| Satuccino Extra Shot High-tech networking for satellite applications entrepreneurs video-linked from UNIP to Harwell in November 2017. |

| Haydn Green Innovation Videobox For a week in October 2017 the Ingenuity Centre Atrium housed a videobox collecting entrepreneurs’ thoughts on innovation. |

| Launch UK Briefing November 2017 saw the regional briefing for Launch UK promote opportunities related to satellite launches from UK to entrepreneurs. |

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<th>September 2017</th>
<th>Dignitaries from China visit</th>
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<td>In September 2017 University of Nottingham and UNIP hosted visits by His Excellency Liu Xiaming, Ambassador of the People’s Republic of China, and Mme Xu Yafen President Chair of the Zhejiang Wanli Education Group (WEG).</td>
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Steve explained: “A number of the Ingenuity businesses that have expanded and created jobs are run by people who are here on Tier 1 visas – a two-year visa which enables non-EU citizens to stay here and start a business. These are people who are starting businesses, investing, creating employment and what we’re finding is that when they come here and operate in what is for them a slightly different culture they often take an innovative approach, which helps to create a really dynamic environment.”

The bigger picture is that much broader and more holistic interpretation of what it means to be an entrepreneur: for many of them, particularly millennials, there is a feeling that entrepreneurial success must have a sense of purpose which goes beyond simple, profit-driven definitions.

“We work very hard at developing people here because good people run good businesses,” said Steve. “We want them to develop an understanding that it is society they are serving rather than the other way round. In an uncertain world, entrepreneurs are seeing value in social good.”

This kind of inspirational approach is also reflected in the Ingenuity18 innovation event, where the entrepreneurial skills of Ingenuity businesses, researchers and staff will be tested and stretched in an environment where they will be expected to come up with commercial solutions and then compete for development grants. Not only will they be given the tools to take an idea through to business proposition but will also be exposed to a variety of thought leaders and innovators to develop them as individuals.

Steve concluded: “We are massively proud of the successes that Ingenuity Lab businesses are enjoying and of the part we play in helping them to achieve that. We have some special surroundings here at UNIP which we think encourage people to look at things differently.

“For us, entrepreneurship is a sustainable mechanism for delivering a solution to a problem and if we can get our young entrepreneurs and future leaders to examine why they are doing what they are doing and how it fits into a global context then hopefully the businesses that come out will have a much greater impact.”
Advancing into a RADical future

The launch of the Ingenuity Centre and the GSK Sustainable Chemistry Building undoubtedly defined 2017 as a transformative year for the University of Nottingham Innovation Park.

But it is a measure of the restless desire for progress across the University of Nottingham that 2018 will see two more significant landmarks help to spread the campus footprint. Not only that, these two new developments will make a major contribution to themes critical to the economic and social future of the world around us.

The Advanced Manufacturing Building represents much more than an ambitious expansion of the University’s Faculty of Engineering. It will be a centre for research and innovation which helps shape the future of UK manufacturing.

The £25 million project represents a bridge between the Jubilee Campus and Derby Road, removing old buildings and presenting an eye-catching gateway to what has become a flagship destination for the Nottingham and East Midlands economy.

Its dramatic architecture will house new teaching spaces, laboratories, modern workshops and offices for research activities, including nano-scale production and large-scale aerospace demonstrator components.

Advanced manufacturing has been identified by government as a key component in UK economic growth and is a central part of both the UK’s national Industrial Strategy and the Vision for Growth drawn up by the Midlands Engine initiative, which brings together universities, businesses, local government and other key stakeholders across the region.

It is also a key teaching and research strength at the University of Nottingham that 2018 will see two more "flagship" research centres to combine the rigorous research power of six Midlands universities – with the University of Nottingham acting as a key component in UK economic growth and is a central part of the UK’s national Industrial Strategy.

Demonstrating the University’s continuing commitment to providing tangible help to the local economy, it will also act as a base for the Nottinghamshire Manufacturing Network, a membership organisation which represents more than 30 manufacturing businesses collectively turning over more than £250 million a year.

Mark Goldby, one of the founders of SMS Electronics, chairs the Network. He said: “We launched the Network three years ago to raise the sector’s profile and share best practice and the University has supported us from the start by hosting meetings and encouraging collaboration. Moving into the Advanced Manufacturing Building will lift our organisation on to another level at a time when the industry is becoming critically important to our economic future.”

Steve Upracht, lead on SME Engagement at the University, added: “Manufacturing isn’t just a prominent part of Nottinghamshire’s industrial heritage. It is critical to its present and future and has been a central feature of the University’s engagement with business for many years, all the way from large corporates to SMEs in their supply chains.”

A short distance away, another major new development is coming to fruition. The Research Acceleration and Demonstration (RAD) Building is being developed to accommodate expansion of the work of the Energy Research Accelerator initiative (ERA).

Expected to be operational during the summer of 2018, the £6.4m development will become a focus for the research activities of an Innovative UK-funded initiative which combines the research power of six Midlands universities – with the University of Nottingham acting as theme lead – the British Geological Survey and the know-how of industry partners.

Gordon Waddington, Chief Executive of the ERA, explained: “The new RAD building will act as a focal point for much of the cutting-edge research that will be taking place at the University of Nottingham in the Energy Research Accelerator. “It will house advanced test equipment, and will also be home to many of the UK’s leading academics, who will work together with business to accelerate the introduction of new technologies in the energy sector.”

The RAD building will include laboratory space for research ranging from harvesting and storing wind energy, to the development of new materials for hydrogen storage. In addition, there will be office space for researchers.

The equipment installed in the building’s research labs is designed to combine the rigorous energy materials and technologies from the test bench into working devices, ranging from gas storage materials and batteries to water-splitting surface and fuel cells. In addition, an x-ray photoelectron spectroscopy facility will enable researchers to examine how atoms and molecules interact at pressures close to their normal operating environment.

Fittingly, the RAD building will be one of the first research centres to combine the rigorous sustainability standards of BREEAM (Building Research Establishment Environmental Assessment Method) with the principles of the German Passivhaus system. Based on excellent insulation and a high level of airtightness, Passivhaus maintains air quality via a whole-building mechanical ventilation system.

The RAD building will also be home to the University’s Energy Innovation and Collaboration team. This provides support to help small and medium sized businesses to innovate through the ERDF funded ‘Energy for Business’ support project.

### The RAD building is over 2500m² and will house more than 50 energy researchers

The AMB will have the capacity to house nearly 700 staff, students and researchers.
Key numbers

UNIP Accounts 2016-17

94% occupancy has been driven by attracting 16 new companies to and growth of 8 existing clients at UNIP in 2016-17.

2016-17 in brief
UNIP Management Ltd was established in 2009 as a vehicle to manage commercial office space at the University of Nottingham Innovation Park and to our parent, the University of Nottingham.

Addition of the Ingenuity Centre to the UNIP portfolio increased capacity by 20% and commercial space managed at UNIP to 11,000m².

The Company’s increased turnover this year was driven by the opening of Ingenuity Centre and growth of the UNIP tenant base. Combined with Agency clients embedded within the University estate UNIP Management Ltd now supports almost 90 tenants.

The Company remains profitable and returned increased rental contributions to the University of Nottingham Group accounts in part as a result of higher than valuations for the rent UNIP Management Ltd pays to the University.

While there was some tenant churn in the 2016-17 year, this has been balanced by an increase in the number of leases agreed and Ingenuity Centre occupancy running ahead of annual targets. As a result, occupancy across UNIP’s commercial space was 94% even accounting for a 20% increase in capacity.

High occupancy during the year has been driven by the attraction of 16 new companies to UNIP and to significant expansion of 8 tenants on-site. This was accompanied by 8 new virtual tenants joining UNIP to benefit from its services, community, and unique environment.

Results for 2016-17
The company generated an operating profit of £65,000 on an annual turnover of £2,028,000 and costs of £1,963,000. This represented a 4.5% increase in turnover compared to the previous year.

Costs also increased due to the opening of Ingenuity Centre, recruitment of an additional member of staff, and improvements to services outlined on page 14 including a significantly expanded programme of events.

Priorities for 2017-18
The outlook for the 2017-18 year is positive given continued strong pipeline of interest in offices at UNIP. The Company’s priorities for the coming year will be to maintain high occupancy levels and above market rents through a property-plus model enabled by UNIP’s close association with University of Nottingham.

Early indications suggest that occupancy is likely to increase, not least with the launch of UNIP’s Co-working space, and should drive improved profitability in the coming year.

UNIP’s forthcoming 10th Anniversary will provide an ideal opportunity to raise awareness of the Park, expand events for clients, and to celebrate the successes of tenants past and present.

4.5% increase in annual turnover
Ingenuity Centre occupancy 40% ahead of target
47% increase in virtual tenancy
Over 12,000m² under management