

# Technology call for defence and security markets

**Electronics, software and technology companies across Wales are being asked to express their interest in attending this specialist event aimed at demonstrating how small and medium sized companies can take advantage of opportunities to enter the security and defence markets.**

Hosted by EDGE UK, the event takes place on November 17th and will showcase new and emerging technologies for these markets.

This opportunity is aimed at Managing Directors and Technical Directors who are looking to explore opportunities to supply technology to these unique markets says Avril Lewis, Director of the ESTnet:

“General Dynamics UK which is one of the Premier members of the ESTnet will once again be opening its doors to electronics, software and technology companies in Wales.

“On the day companies will be introduced to the physical and virtual environments established at EDGE UK and gain an understanding of the challenges facing our frontline troops and the ever increasing need to ‘pull-through’ clever civilian technology. Companies can also find out about ways in which they can work together and collaborate with General Dynamics UK to enter this market successfully.”

Louise Mothersole, Senior Programme Manager at General Dynamics UK said:

“ We are actively seeking new technology partners in Wales and this is an ideal opportunity to identify these companies via the ESTnet. ”

Given the popularity of the event in previous years, companies are being urged to register their interest by no later than October 1st. This will then be followed by a personal invitation from General Dynamics UK. Successful invitees will be notified by October 14th.



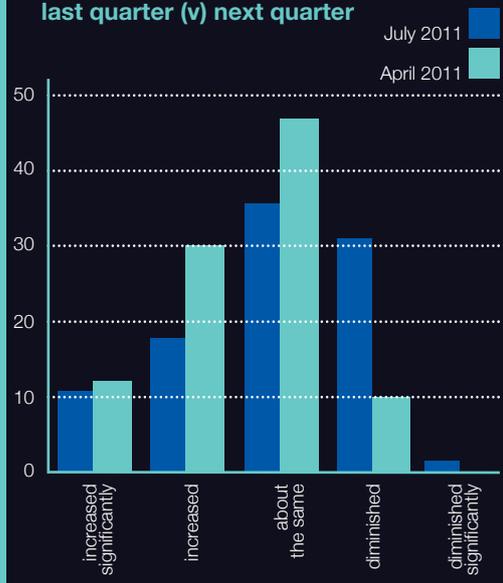
## Market confidence fades

**In line with current economic forecasts, the ESTnet's July Trend Survey confirmed that both short and long term market confidence has faded dramatically. This is a particularly bitter blow following the optimistic response which bucked this trend in April.**

Meanwhile, the trend for selling prices remains largely the same, but with material costs set to increase – a reversal of the response given by the industry in April and earlier. An increasing factor cited by respondents is that of the political / economic climate.

October Trend Survey coming soon.

### Confidence in the Market last quarter (v) next quarter



Category	July 2011	April 2011
increased significantly	10	12
increased	18	30
about the same	35	47
diminished	30	10
diminished significantly	1	0

# Making the most of your IP

**Six companies attended an ESTnet masterclass at Coedpoeth, near Wrexham recently to find out how they could maximise their Intellectual Property (IP) and ensure a healthy return on their investment.**

The masterclass provided a practical overview of IP, its importance to businesses and how individuals could become IP Champions.

Idris Price, Regional Manager said: "The event was geared at those individuals working within the fields

of New Product Development or research, introduction of new products and branding."

In addition to equipping attendees with a fundamental understanding of the different types of IP rights, the masterclass also looked at what support was available via the Welsh Government in assisting with IP queries or applications for funding towards IP protection.

Alan Ellicott, Director at Software Development company, AbsoluteSpirit Limited, who attended the event said:

"We found the presentation and workshop very informative and the knowledge that we gained will no doubt be very useful as we take our company forward. Copyright and IPR are so important in our industry. We look forward to the next event."



Simon Gibson,  
Chief Executive of Wesley Clover

## Opening Doors on Funding

**These exclusive, informal seminars, were championed by Cardiff-based leading global supplier of advanced semiconductor wafers, IQE, and looked to provide up-and-coming technology companies with a practical insight on fundraising and company listings.**

Chris Meadows, Head of Corporate Communications said: "IQE underwent an Initial Public Offering (IPO) on the European EASDAQ (NASDAQ Europe) stock exchange in 1999. This was followed a year later by a listing on the London Stock Exchange (LSE) which helped fund a major expansion programme in both the UK and US. IQE is now one of the largest companies by market capitalisation on the LSE's Alternative Investment Market (AIM)."

As one of Wales' top technology companies, IQE is well placed to share its experiences. Founded in 1988, it now has eight operating facilities – Milton Keynes, Bath and two in Cardiff; Bethlehem, Pennsylvania, Somerset, New Jersey and Spokane in the US; and Singapore.

The need to help young companies pitch to Venture Capitalists (VCs) was first raised by Members at a Council meeting.

Subsequently, the topic for September was raising funds from VCs. Led by Simon Gibson, Chief Executive of Wesley Clover, the discussion focussed on the current availability of private investment funds.

Mr Gibson has seen six companies go public through Wesley Clover in the last decade and offered these top tips:

- think globally;
- hire people better than you are and pay generously;
- aim to raise funding via a single round;
- and most importantly, state your plans upfront and polish your presentation.

Speaking after the seminar, Jim Ryan, Director of World-Wide Module Operations at Zarlink said: "That was a great, practical and honest view of the funding landscape. Key messages around deal sizes, types, positioning and presentation were invaluable."



# Showcasing Welsh Universities

**With much of the industry's work going forward centring around forging stronger relationships with Universities, the ESTnet has put together a Showcasing Welsh Universities programme.**

The aim of the programme is to provide both strategic and better opportunities for innovation and growth within a collaborative environment designed to help businesses enhance their performance, profitability and prosperity.

Over the next few months, the ESTnet in partnership with Welsh Universities, will be offering a number of events designed to highlight some of the key activities and research currently underway.

Companies and individuals will also have the opportunity to network with key academics, see some state-of-the-art facilities and gain valuable insights into:

- Opportunities for industrial placements through to recruiting new graduates
- Knowledge Transfer Partnerships
- Areas of expertise in departments
- Commercial services of the universities
- Collaboration on research and development
- Commercialisation of innovation
- Centres of Excellence

The current series of events will include visits to:

**Cardiff University  
Wednesday, October 5th  
University of Glamorgan  
Wednesday, November 2nd**

To find out more or to ensure your place please register your interest with [avril.lewis@estnet.uk.net](mailto:avril.lewis@estnet.uk.net) for South Wales.

# Industry Networking Evening

**The ESTnet will be hosting an industry networking evening on Thursday, October 27th at the Manor Parc Country Hotel in Cardiff in association with the Electronic Components Supply Network.**

The event will provide an update on the latest industry trends and includes:

- **The Results of the UKEA Industry Trend Survey** by Dr Chris Young, Chief Executive of the ESTnet

- **UK and Eire Electronic Components Market Update** by Aubrey Dunford, Market Analyst at ecsn
- **From Turbulence to Tranquillity** by Alan Baker, Technical Development Manager at Winslow Adaptics

Alan Baker said: "The presentation will look at the creative solutions which need to be utilised to meet the current minefield around obsolescence. Innovations in all parts of the solution

process can mean that successful and cost effective outcomes can be found without recourse to product abandonment."

To book your place or to find out more go to [www.estnet.uk.net](http://www.estnet.uk.net) or email [chris.young@estnet.uk.net](mailto:chris.young@estnet.uk.net).

# ESTnet Council strengthened

**Five new members have joined the ESTnet's Council. They are David Davies from Axiom Manufacturing Services; Richard Love from SPTS Technologies; Robert Haase from International Rectifier in Newport, Alun Haines from Centillion Environment & Recycling UK and Neil McGrath from Panasonic System Networks Company UK.**

Tasked with being the public face and voice of the electronics, software and technology industry in Wales, the new members join existing Council members Steve Dalton, Sony UK Technology Centre; Steve Randall-Smith, Panasonic Manufacturing UK Ltd; Mike Greenway, Cassidian, Ian Menzies, General Dynamics UK and Chris Meadows, IQE plc.

Welcoming the newly strengthened Council, Dr Chris Young, Chief Executive

of the ESTnet said: "The Council's role is to be the visible face and voice of the electronics, software and technology industry and the ESTnet in Wales. The Council also acts as a conduit for communication between the organisation and its members, thereby assisting the ESTnet to understand and tackle issues affecting the industry.

"We are delighted that so many of the major players have shown their commitment to our industry by joining the Council and remain confident that collectively, we will continue to provide our members with expert opinion and knowledge, opportunities to network and collaborate and collectively enhance their performance, profitability and prosperity."

David Davies, Managing Director of Axiom Manufacturing Services, who recently joined the Council said: "As an

independent organisation, the ESTnet plays a vital role not just in promoting the value of manufacturing and the various skills within the industry, but can help business of all sizes grow and succeed. I am delighted to serve as a member of the Council."

Keith Gibbons, Managing Director at Gwent Cables who also joins the Council as Member Representative said: "As a business it is very important for us to understand the issues, challenges and key trends of our large EMS clients. The ESTnet enables us to do this and network with a number of people within these large companies and organisations. Joining the Council as a representative of the wider membership has been very refreshing. Within the ESTnet there is a genuine drive to create something dynamic and matched to today's challenges."

## An Audience with...

**Iain Gray, current Chief Executive of the Technology Strategy Board outlined his strategy for driving innovation across the UK on a warm August evening in central Cardiff.**

Set up by the UK Government in 2007, the TSB is the UK's national innovation agency, tasked with stimulating and supporting business led R&D. Since its creation it has supported over 700 R&D projects amounting to over £1 billion of investment – half from the TSB and half from businesses involved.

Mr Gray confirmed that despite the current economic climate, the TSB budget was not expected to be cut although some ring-fencing to support

new initiatives such as Technology & Innovation Centres was expected. Business leaders also welcomed his move to support smaller, early stage companies in a bid to accelerate concept to commercialisation.

Rob Haase, Technology Director, from a world leader in advanced power management technology, International Rectifier, said: "Such opportunities to meet the leaders and influencers within our industry and the business community are very useful. I talked to Iain about a range of energy management topics. It was a privilege".

For further information see [www.innovateuk.org](http://www.innovateuk.org)



# We are members



**Nearly 10%**

of the electronics, software and technology industry in Wales are now members of the ESTnet.

- AbsoluteSpirit Ltd
- Applied Software Engineering Ltd
- Axiom Manufacturing Services
- Cassidian
- Centillion Environment & Recycling UK Ltd
- DELTA Microelectronics Ltd
- E S I Technology Ltd
- Electronic Motion Systems
- G24 Innovations Ltd
- General Dynamics UK
- Gwent Cables
- International Rectifier
- IQE plc
- Jara Consulting
- LUX-TSI
- The Magstim Company
- Method4
- Microcomputer Workshops Ltd (MWL)
- Panasonic Manufacturing UK
- Panasonic System Networks Company UK
- Probe-RTS.com Ltd
- Russell IPM Ltd
- Silver Telecom
- Sony UK Technology Centre
- SPTS Technologies
- Trackyou Ltd
- Unisem (Europe)
- Zarlink Semiconductor Ltd

We also have a number of affiliates which provide valuable professional services to the electronics, software and technology industry:

- Edgar Stewart Selection
- Smart Solutions (Recruitment)

## Russell IPM...

the leading manufacturer of high-tech pheromone based insect monitoring and control systems in the UK and one of the largest in Europe

[www.russellipm.com](http://www.russellipm.com)

## Trackyou...

award-winning fleet tracking service provider, including applications for specialist operational vehicles, gritters, waste & recycling, sweepers and gully cleaners

[www.trackyou.co.uk](http://www.trackyou.co.uk)

## Join our Network?

**Benefit from being part of our specialist network for electronics, software and technology. Raise your business profile by become a trusted network member, getting your face (and your business) known by:**

- Building a circle of trusted contacts – maximise your connections.
- Opening up your marketplace – find customers, suppliers and partners.
- Influencing – use your voice and experience to shape your industry.
- Knowledge – gain and share innovation, trends and ideas.
- Building your reputation – showcase your skills, help and support others.
- Visibility – raise your CSR profile, demonstrate your support to the industry.
- Share best practice – discuss and share areas of common interest.
- Talent Pool – use your influence to fill the sector with world class people and skills.

To find out more about joining the ESTnet email [joinus@estnet.uk.net](mailto:joinus@estnet.uk.net).