

# TechVenture Solutions

YOUR VISION - OUR PASSION™



## **What our Clients say about working with TechVS.**

***Testimonials achieve what no amount of advertising or marketing can accomplish singlehandedly. These are simple, authentic statements of fact from our existing clients, describing the value and benefit they derive from doing business with TechVS.***

To be blunt, you are going to believe our existing clients far more than you will ever believe our own sales and marketing messages!

Our Clients are innovative and entrepreneurial business people, the VC's or Business Angels who back them and the Science and Innovation Incubators that house and support them.

We are proud to have the opportunity to work with these individuals and organisations at the very heart of innovation and entrepreneurial life in the UK.

There are significant barriers to successfully commercialising innovation. Our goal is to lower and overcome those barriers - turn the odds around in favour of our clients and in so doing turn their vision into reality.

Our passion is for the successful commercialisation of your innovation. We are committed to helping technology entrepreneurs transform their innovation and ambition into sustainable, dynamic, value creating businesses.

Our priority is value added – value delivery – a return on your investment.

Our clients choose to work with us because we generate value. They expect – and we deliver – a significant return on their financial investment in our services.

We will do no less for you.

## **Contact TechVenture Solutions Ltd.**

**[info@techvs.co.uk](mailto:info@techvs.co.uk)**

**[www.techvs.co.uk](http://www.techvs.co.uk)**



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## University of Manchester Incubator Company Ltd

Dr Martino Picardo  
Managing Director  
www.umic.co.uk  
martino.picardo@umic.co.uk



**“**  
*Phil brings a level of experience and understanding to a new business, start-up or even more mature companies, that is highly valued and extremely professional. Allied to his natural energy and enthusiasm, it is a powerful skill set and of value to any business being coached or requiring assistance.*  
*I have thoroughly enjoyed working directly with Phil on a number of projects over the past 12 months where I have seen first-hand the value that he brings.*  
**”**  
*I would whole-heartedly recommend his services to anyone.*

The University of Manchester Incubator Company Limited (UMIC) manages the facilities and business support associated with The University of Manchester's incubation activities. With its growing portfolio of incubators, covering both the Bioscience and IT/Hi-Tech sectors, UMIC provides an optimal environment for spin-outs, start-up companies and SMEs to reside and grow.

UMIC is a company wholly owned by [The University of Manchester](#), a research-led institution committed to promoting research of the highest quality. The University has a global reputation for being at the forefront of innovative and enterprising research.

The University of Manchester Incubator Company is the sister company to [The University of Manchester Intellectual Property Ltd \(UMIP\)](#), the managing agent of The University of Manchester for intellectual property commercialization.

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## Farfield Group Ltd

Dr Gerry Ronan  
Chief Executive Officer  
gronan@farfield-group.com  
[www.farfield-group.com](http://www.farfield-group.com)



“  
*Phil is a super guy to work with and brings a great sense of perspective to any business problem. We've worked with him over the past year where he has helped crystallise the Board's priorities associated with not just business development but also the divestment of the business which was successfully completed during the project. I hope to continue to use Phil to address other strategic issues and can warmly recommend him to all.*

”  
*Dr Gerry Ronan, CEO, Farfield Group Ltd*

Farfield Group's mission is to invent, develop and supply new analytical technologies and instruments that address the emerging and evolving measurement demands of 21st Century science.

In **Biophysics**, Farfield's proprietary **AnaLight®** technology is the first that is capable of revealing the intimate and complex, relationship between structural change and function in biological molecules.

In **Surface Science**, Farfield delivers metrology solutions to the physical scientist, providing unique insights into the structural and functional behaviour of polymers, surfactants, fine chemicals and biomolecules on a range of surfaces relevant to FMCG industries. The Group's philosophy of innovation and analytical excellence has won Farfield many international awards and support throughout the global research community.

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## Daresbury Science and Innovation Campus

Mr John Leake

General Manager

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

[John.Leake\\_DSIC@nwda.co.uk](mailto:John.Leake_DSIC@nwda.co.uk)



**“*Phil has brought some sharply-focused commercial and marketing expertise into technology companies at Daresbury SIC.***

***This has helped shape their vision and growth strategies.***

***This allied with his national and international network makes a powerful combination to support up and coming high-tech businesses.***

***Mr John Leake. General Manager. Daresbury SIC***”

Daresbury Science & Innovation Campus is world class location for high-tech business and leading edge science. It provides a unique environment for innovation and business growth, with knowledge sharing, collaboration and networking. It is home to the ground-breaking Daresbury Laboratory and the Cockcroft Institute as well as 100 high-tech companies.

Daresbury won a prestigious United Kingdom Science Park Association (UKSPA) Award on 17<sup>th</sup> September at a glittering award ceremony in the Museum of Science & Industry, Manchester. The Campus was recognised as the Outstanding Science Park 2009 – an award for the Science Park seen to be ‘setting the pace’ and making the most significant contribution to the exploitation of the knowledge base.

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## mpirical Ltd

Drew Mason  
Business Development Director  
dmason@mpirical.com  
www.mpirical.com



**“  
I have worked with Phil Tapsell for over a year. During this time he has provided invaluable advice for our business.**

**The real benefit of the support Phil provides is that it is tried tested and comes from many years of working in business and practicing what he preaches!**

**In addition to business support, Phil has personally invested time to mentor and coach me through some challenging business situations and decisions.**

**His no nonsense approach is not wrapped up in "business text book jargon and methodologies" but focussed specifically on the issues being discussed.**

**I would not hesitate in recommending Phil .”**

mpirical have an unrivalled reputation for the development and delivery of the highest quality training to the communications industry.

Using its unique blended learning methodology, in conjunction with industry experienced trainers, mpirical provide integrated learning solutions to many of the world's leading equipment vendors, software developers and service providers.

mpirical also provides training management and outsourcing through their dedicated content and learning management system - the **Learning Zone**.

As organizations deal with the ever demanding economic and environmental challenges of today, mpirical are able to offer the most comprehensive, effective, flexible and innovative learning solutions in the industry.

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## PagePlay Ltd

Chris Charlton  
Business Director  
chris@pageplay.com  
<http://pageplay.com>

PAGEPLAY™

**“**  
*Working with our coach through the high growth programme is bringing a much needed focus to our business strategy.*  
*Phil's methods are incisive and revelatory. We feel as though we have a non-executive director in the business now.*  
*Anyone can tell you how it is, but Phil brings real in-depth knowledge and experience into the mix helping you to get real about your business strategy.*  
**”**  
*Highly recommended!*

Believe in easy. Modlia is the home of PagePlay

We develop web applications which are easy-to-use and we solve problems for our clients so that they can focus on what they're good at. We don't believe in manuals or unnecessary functionality. We give you everything you need and nothing you don't want. Most of all, we aim to challenge your perception of what you can use the web to do. We believe it's nice to be nice.

We are much better known for our ground breaking PagePlay service. PagePlay is the new way to have a website developed exclusively by Modlia. For just £19 per month, clients get a content managed website with full hosting, email and free telephone support. It's really easy to use so anyone can do it.

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## Leap29 Ltd

Zoë Watson - Director

Leap29 Ltd

[zwatson@leap29.com](mailto:zwatson@leap29.com)

[www.leap29.com](http://www.leap29.com)

“  
*Phil came into our business as a business advisor and coach. He provided great support while challenging our knowledge and skill, but never left us without the coaching needed to succeed.*

*He helped us get to the core of our businesses opportunity and facilitated the approach and action plan moving forward. Phil is naturally inclusive as well as innovative in his approach.*

*From the sessions that we had with Phil, we were able to crystallize the strategy and develop a very aggressive plan to grow our business.*

*I can recommend Phil and his business for clear, forward thinking business results.*”

Leap29 was launched on 29th February 2000. We have grown in line with our core values which are; **passion, integrity, respect** and **hard work** into the substantial global recruitment business we are today. We offer global search solutions for expatriate, repatriate and indigenous mobilisation. Our multilingual specialist recruitment intermediaries are high achievers and are trained in our unique recruitment methods.

These technical and regionally focused experts will provide you with a specialist secure and safe route to quality new employees and freelance professionals.

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## Bloomtrigger<sup>TM</sup>

James Sutton

Founder

[james@bloomtrigger.com](mailto:james@bloomtrigger.com)

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



bloomtrigger<sup>TM</sup>

“  
*Phil is an experienced professional whose charisma and no nonsense approach is an essential element in our management team and for success of any type of organisation.*

*I feel very fortunate to have enlisted Phil's expertise in developing a clear and comprehensive strategy for our investment & growth with bloomtrigger (a social enterprise start-up).*

*He is a well grounded, consistent adviser, who will install confidence in your strategy and people.*

*Phil comes highly recommended*”

bloomtrigger is a creative non-profit organisation, which will create a revolutionary model for fundraising. A mechanism designed to harness the very latest social and technological trends in order to engage the creativity of the digital generation. The bloomtrigger project will be the first of a series of projects...

- **will generate £100 million.**
- **will protect 1 million hectares of the most biodiverse rainforest on the planet.**
- **a vast, global creative project for the 21st Century.**
- **creating the biggest collaboration of digital art ever.**

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## SnapGuard Ltd

Jow Arif

Managing Director

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

[jow.arif@snapguard.co.uk](mailto:jow.arif@snapguard.co.uk)



**“**  
*Phil is our business consultant and advisor. I have also asked him to become a non exec director for the firm.*

*He is a trustworthy, dedicated and knowledgeable technology consulting professional who has helped to bring clarity, focus and direction to my growth ambition for Snapguard.*

*I now see the future clearer than before and without question, better decisions are being made, which is ultimately helping my team and I to stay on track and to meet ambitious personal and corporate targets.*

*Phil will deliver significant measurable value to your business*  
**”**

Recognising that corporations, schools and families need to know how people are using their PCs and what they are doing on the Internet, SpectorSoft was founded to provide the first useful and intuitive recording and playback products for Windows and Mac OS based computers.

SpectorSoft products and services originate from the U.S. and are brought to the UK and Ireland by Snapguard, a Manchester based organisation. Snapguard is the official distributor and support partner of SpectorSoft products in the UK and Ireland.

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## Wetac UK Ltd

Grant Brackley

General Manager

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



**“ Phil has brought a clear and cogent focus to our business strategy in the time he has worked with us.**

**He has helped us to define our company goals, and from this he has created for us a clear direction for our business development.**

**Phil has a strong vision and a clear perspective on the key aspects of running a company. In particular his greatest strength has been guiding us in our sales development.**

**Phil is an excellent asset to have helping any business. I highly recommend him ”**

Wetac UK is part of Wetac International which operates throughout Europe with the Head Office in the Netherlands and sales companies in Germany and Czech. We supply critical systems such as for those for UPS, Emergency Lighting, DC Telecoms and Switch Tripping.

For people who need reliable, high quality power, Wetac will provide systems to meet your precise needs and with 24/7 support, ensure their availability exactly when you require them.

Wetac have supplied blue-chip organisations with their secure battery needs including, T-Mobile, O2, NHS Scotland and The Scottish Court Service.

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## The Majik House Company Ltd

Carol Burrow

Director

[carol@majikhouse.com](mailto:carol@majikhouse.com)

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



**“  
The trap it is so easy to fall into as an SME. You are so busy doing the business every day that you forget to plan your business development and only move on by default.**

**Our business consultant would have to be knowledgeable of our industry, direct in their approach, and able to tell us something we didn't already know!**

**A tall order.**

**But this is where we got it right when we asked Phil to work with us. His skill was in reflecting our words back to us and getting us to consider alternative options rather than inferring we had got it wrong!**

**Combine that with a good dose of sales led FOCUSED strategic business development and we have achieved significant growth month on month.**

**Many thanks to Phil for pushing us as far as he has – so far  
”**

The Majik House is the UK's largest showroom of smart automation for your home. Where smart homes differ from other houses is that they have a communications infrastructure that allows various systems and devices in the home to communicate with each other. These can be cabled or wireless systems; dependent on whether your home is in the planning stage or has recently been refurbished.

The integration of systems includes:- heating, lighting, home cinema, music, security, TV/satellite distribution, gate control, blinds, curtains, water and much more.

In an era where time is at a premium you want to achieve maximum relaxation and enjoyment from your home - whilst also maximising its value when it's time to move on - Smart automation for your home allows you to make the most of your property.

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