

ENTREPRENEURS ARE

GREAT

BRITAIN & NORTHERN IRELAND

Global Entrepreneur Programme (GEP)
Meet the Dealmakers



UK Trade
& Investment



Dealmakers (UK)



Sarah Turner

Digital Media & Software

Sarah has spent most of the last 20 years working in and around digital media in the UK, Europe, US and Asia. She works with start-ups and growth stage companies as advisor, supporter and connector; and helps larger organisations and multinationals develop their peripheral vision by identifying areas for innovation and the best partners and processes to help them deliver it.

Sarah is the Director of digital strategy company Turner Hopkins whose clients include BBC, Ofcom and Thomson Reuters and the Founder of Angel Academe, a pro-women (but not women only) angel investment group.

Dealmakers (UK)



Alpesh Patel

Financial Services, Media and Cyber security

Alpesh is responsible for India, Malaysia, Singapore and Southern China for the GEP, dealing with the Financial Services, Media and Cyber security.

He is founder of an asset management company and a past member of the Advisory Board of ICICI's private banking division. He is a former columnist for the Financial Times, has authored 18 books and co-presented Bloomberg TV for three years. He is a former Visiting Fellow in Business, Oxford University and a Barrister.

Alpesh was appointed by the Foreign Secretary to the UK India Roundtable, is a Board Member of the UKIBC and co-founder of TiE-UK. When US Congressional intern for Hon Eliot Engel he worked on lobbying the White House on countries involved in international terrorism.

Dealmakers (UK)



Tony Kypreos

Consumer internet, mobile, digital media

Founder & CEO of DUPL the next generation of mobile communication that enables "real-time in conversation joint experiences" from shopping, studying, planning or watching videos together.

An investor and board advisor in various sectors including mobile technology, natural language processing, digital media and nanotechnology. He was a founding investor in Springboard Cambridge (acquired by Techstars), and he is shareholder / board member in companies including P2i Labs, Lingospot Inc., PlayMob, Arachnys, apiary.io, onCura.tv and Printed Wardrobe.

Previously on the operational board of T-Mobile International and Deutsche Telekom's VC arm, T-Ventures. Startup experience includes being co-founder of mobile entertainment company, Mobilephonia and leading the repositioning, turnaround and sale of digital services agency Bluewave in 2003. Member of the leadership team for the \$800m IPO of Agency.com (NASDAQ: ACOM).

Dealmakers (UK)



James Graham

Clean technology, Renewable energy and Environment

James is a serial entrepreneur with more than 14 years' experience in the fields of climate change and renewable energy. James has worked in Europe, North America and Asia.

In 2003, James co-founded Camco, taking the business from concept through two rounds of financing and on to a listing on AIM.

At the end of 2009, James left Camco to build a portfolio of private business activities. His work has since included renewable energy project development across Europe (solar, wind and hydro) and mentoring entrepreneurs with breakthrough technologies in carbon capture, offshore wind turbines and materials science.

Dealmakers (UK)



Andrew Humphries

Software, IT, Digital Media and Mobile Internet

Andrew is highly experienced in helping entrepreneurs and new businesses find the best and most profitable opportunities fast in new markets. He has held senior executive roles in Sales and Marketing for some of the world's largest IT manufacturers.

In his first startup he was a key part of a team that raised over \$42m, and went on to develop the world's largest and most successful alert and messaging solutions business for the financial industry. Since then he has co-founded two successful technology businesses, and now is co-founder of The Bakery, an accelerator dedicated to the advertising and media sector, working with some of the world's largest brands and agencies.

Dealmakers (UK)



Anthony Sheehan

Digital Media, Digital Health, Software and Telecommunications

Anthony works with start-ups and growing enterprises from across Europe and North America. An active entrepreneur, he also has extensive experience in executive positions with large global technology companies and VC funded start-ups. His primary areas of focus are mobile, internet, software, analytics & digital health.

Anthony is currently founder & CEO at mobile news platform Near You Now. Prior to this, he successfully established multiple new business lines in Europe and ran global strategy for mobile marketing, location and personalisation technologies at Qualcomm. He has also led the successful European market-entry of multiple US software start-ups including Packetvideo & Urban Science.

Dealmakers (UK)



Judith Milne

Aviation, Business and Commercialisation

Judith is a specialist business advisor, primarily in the international aviation sector. She has recently exited her own organisation and now advises companies and individuals on all aspects of corporate strategy, including fundraising, sales, employment and international growth.

She was appointed Non-Executive Chairperson for Blink Ltd, a new start-up based in London, that raised \$30M Series A funding in 2007. The company was founded by two Harvard graduates and Judith was appointed by the investors to coach and mentor the new Managing Directors in strategy, people management, logistics and international development.

Dealmakers (UK)



Richard Leaver

Engineering, Software, Energy and Physical Sciences

Richard has extensive experience building and investing in market-led technology businesses from start-up to commercial success. With a PhD in Artificial Intelligence, his career at BAE Systems focussed on autonomous robotics, developing an advanced telematics concept car before moving to international management consulting.

Following a successful flotation, Richard became a Fund Manager, investing in many technology companies before setting up the UK's first Homeland Security fund and subsequently leading an AIM-listed investment plc as CEO. He is a board member and investor in several private and public companies, a mentor at the Judge Business School, and works extensively in the UK, Europe and China. Richard is primarily based in Cambridge.

Dealmakers (Overseas USA)



Sheetal Walsh

Software, Social Enterprise, Angel Investor

With over 18 years experience in technology, venture capital and social enterprise, Sheetal has served as a Dealmaker to the Global Entrepreneur Programme since 2006 in London and is now based in San Francisco.

She began her career in the UAE as Director of WestLB, and started the VC Relations business for Microsoft as Director in the Silicon Valley and then EMEA. Sheetal has worked with over 250 start ups and now is advisor and investor to a select few, helping them expand globally and often enhancing their social impact.

Sheetal is founder of Shanti Life a UK social enterprise that promotes sustainable living through entrepreneurship and microfinance for the poor in India and is on the Board of MetaCert, a US mobile security start up. A Canadian and British Citizen, Sheetal completed her MSc at London School of Economics and BA Honors at University of Alberta and she teaches yoga.

Dealmakers (Overseas USA)



Sam Bakri, MD MBA

Healthcare Services and Lifesciences (Therapeutics, devices and diagnostics), Animal Health

Sam is a serial healthcare entrepreneur. He trained at Guys and St. Thomas's hospitals as a doctor and also has an MBA from the Harvard Business School where he was a Fulbright scholar. He is the entrepreneur-in-residence at Mayo Clinic working with Mayo clinic ventures to build and fund new disruptive healthcare companies.

As an entrepreneur he is the co-founder and former CEO of Kind Consumer which has developed the first medically approved alternative to a cigarette. He was also the founder and CEO of Eastern Healthcare partners a healthcare services company partnered with a large academic medical centre to build scalable obesity solutions.

His specialism is in healthcare and life sciences and also companies coming out of the Middle East and North Africa.

Dealmakers (Overseas Aus/NZ)



Andrew Corbett-Jones

Digital and creative and media, healthcare/medical devices

Andrew is our Dealmaker for Australia & New Zealand and is based in Sydney. He has extensive experience including television reporting and production, e-commerce, digital publishing, and technology commercialisation with organisations such as WIN TV, Channel Nine (*60 Minutes*), Redwood London, and Lion Interactive.

He has advised some of Australia's leading corporations on digital strategy, user-centric design and strategic thinking, including Telstra Innovation, Hardie Grant Publishing, Sydney Swans Football Club, and NRMA.

Andrew is a founding mentor at PushStart, co-founded Healthcare at Home Australia, and is managing director of an innovative resource recovery company, his sixth and current start-up.

Dealmakers (Overseas India)



Anmol Nayyar

Financial Services, Telecommunications, Software, Environment and Automotive

Anmol Nayyar has more than ten years of global business experience and is currently based in New Delhi. He founded IndEU Capital, an international private equity firm and is the India founding partner for Bryan, Garnier & Co, a leading European investment bank.

He has advised some of the world's leading corporations including Apax, ICICI, Airtel and Goldman Sachs. He is a board member of several companies, a charter member of TiE and the Deputy Chairman of the UK-India Business Angels Network.

Dealmakers (Regional)



Simon Sprince

Creative and digital media

Simon's background is in digital media with 20 years experience of content and application production. He has an in-depth understanding of digital industry's key sub sectors as well as the technologies and markets that drive them.

After building up extensive experience of working at the intersection between industry and academia, he set up Focus Innovation. The team at Focus specialise in analysing user & market trends in order to identify the essential factors needed to influence the development of new products and services.

Simon's network includes leading figures from industry and the research community and he has a great depth of knowledge in regards to public and private product financing.

Dealmakers (Regional)



Tony Hughes

Games, Digital Media & Software

Tony has been working in traditional and digital media for over 15 years. He established a Digital Media lab, partnering with a television company and a University in the late 1990s.

He has worked with a variety of start-ups ranging from e-learning, retail and commerce to games and mobile applications. He set up the UK's first Digital Content dedicated incubator and currently is the Commercial Director of Focus Innovation, providing consultancy services and establishing start-ups with innovative products and services.

Tony works closely with start-ups to introduce them to relevant networks, whether academic or commercial, along with potential mentors and funders. He has worked with UKTI for over 6 years, supporting overseas companies landing in the UK from Asia, Europe and North America. Tony is based in Bristol and Liverpool

Dealmakers (Regional – South East)



Stephen Mooney

Software, ICT, Innovation and Life Sciences

Stephen has over 20 years experience working in sales, business development and IT strategy across a broad range of sectors in both a start up and Fortune 500 environment. As co-founder of ENXSuite, he led product sales within key clients and was also responsible for successfully leading that company's expansion into the UK/EMEA market until its acquisition in 2010.

Stephen is currently the Director of iVeridis, an innovation management software provider that links large corporates to emerging global technologies. He also assists the EU's top-ranked business incubator in Europe, SetSquared, to help start-ups to acquire customers and investment. Prior to founding ENXSuite Stephen served in a various roles for Pfizer and holds a Bachelor of Arts from The University of Calgary and a Masters of Business Administration from The University of Victoria.

Dealmakers (Regional – Yorkshire)



Amanda Lennon

Innovation, knowledge transfer, international business growth

Amanda specialises in growth and knowledge transfer strategies with particular emphasis on technology sector start-ups, academic spin-outs and both, public and private sector innovation initiatives.

Amanda has led the feasibility, creation, delivery innovation/incubation projects, been instrumental in the establishment and management of incubators and incubator-aligned investment funds, in the UK and NZ. She is an active member of the international innovation community, providing expertise and to connect entrepreneurs and IP producers with international investors, research partners and market opportunities.

Amanda's passion is connecting people and she has assisted 100+ companies/organisations to exploit their ideas, produce business cases, commercialise their technology and raise capital across the UK, Europe, North America, Singapore and New Zealand.

Dealmakers (Regional – North West)



Walli Ullah

Film, TV, Creative and digital media

A successful entrepreneur with over 30 years experience in film, TV and digital media, Walli Ullah has been at the forefront of developments in digital media and was an early pioneer of VOD and IPTV.

He was responsible for the exceptional growth and subsequent sale in 2007 of IFE, a leading global entertainment content production and distribution company having taken the business to a \$100 million revenue with 200 staff and offices throughout the world.

Walli joined the board of TiE UK North in 2009, and has gone on to become Head of Mentoring and has recently been made joint President. He was also a board member of iNspire which is a charity incubator set up to support, encourage and develop small charities by aligning them with the business skills of successful entrepreneurs and leaders.

He is also a mentor and business start-up advisor with The Prince's Trust giving inspiration and focus to young people.

Dealmakers (Regional – Midlands)



Mark Shaw

ICT, Aerospace, Satellite Applications Defence and Security

Mark has 20 years of experience in supporting and building growth in SMEs either through investment or organically. Having worked within and for global corporations such as BAE Systems, Oracle and IBM, he changed track to get involved with small companies with global propositions in the IT and IT security world.

He wears the scars of fruitless investment rounds and the laurels of success. He co founded TSA Europe and lately the Ashover Group and has now got investment in several start ups. Securing investment to support growth, at the right time, has always been part of Mark's remit and he has an extensive business network that has a particular focus in Central and Eastern Europe. He sits on the Board of three SMEs and is involved in Regional entrepreneurial groups.

Dealmakers (Regional – Midlands)



Tim Luft

Computer games, adv. manufacturing, automotive supply chain, digital

Tim is the Dealmaker for the West Midlands and is based in Coventry. Tim's focus surrounds; Digital, Computer Games, Advanced Manufacturing and the Automotive supply chain with extensive experience across digital media, serious games, ICT, advanced engineering, e-Learning and simulation.

Tim was the founder of the Serious Games Institute, a University technology centre, which was the world's first Serious Games Institute, here Tim put in place the research and development systems and processes necessary to design, develop and prototype new digital media products.) As CEO of a Serious Games and Simulation Studio based in the West Midlands Tim works with a number of major blue chip clients including Jaguar Land Rover, BAE systems, Nissan, British Airways, BT and the MOD. Tim has also helped establish various incubation centres, providing mentoring and support to SMEs within the digital media sector both in the UK and overseas.

