



Business Support Network

Queen Mary Bioenterprises Innovation Centre (QMB IC) has an extensive service provider network, which has recently been formed and will continue to be expanded. This network aims to benefit QMB IC cluster members & tenant companies by:

- Making readily available a range of important services to support the successful growth of science & technology companies;
- Fostering links between Queen Mary Innovation spin-outs, QMB IC cluster members, tenants and the business community;
- Providing support services via events, clinic sessions, conferences and other associated network activity.

In order to ensure that providers continue to meet these aims, their services are regularly reviewed. As such, feedback from cluster members and tenant companies on current services and suggestions for future services are always welcomed.

The role of QMB IC in recommending particular service providers is to make those services more accessible for cluster members & tenant companies and is not advisory. Ultimately, the choice of which provider to use lies with the company and while QMB IC will have met with some representatives of the provider and approved them for use on the network, it cannot be held responsible should any problems be encountered between spin-outs and service providers.

Index

If you are using an electronic copy of this document, clicking the page numbers on the right will take you directly to that company's entry

LEGAL SERVICES.....	4
Morrison & Foerster	4
Dorsey & Whitney LLP	5
INTELLECTUAL PROPERTY ADVICE.....	7
Kilburn & Strode.....	7
Carpmaels & Ransford	8
TAX ADVICE.....	9
Crow Clark Whitehill.....	9
INSURANCE SERVICES.....	10
Giles Insurance Brokers Limited.....	10
FNC General.....	10
KEY BENEFITS.....	10
BANKING.....	11
NatWest	11
Barclays	12
FINANCIAL SERVICES.....	13
RSM Tenon	13
KNOWLEDGE TRANSFER & GRANT FUNDING.....	14
Queen Mary Innovation.....	14
Innovation China UK (ICUK)	15
GLE Group.....	16
GRANT FUNDING OPTIONS AVAILABLE TO TECHNOLOGY COMPANIES 2011.....	17

RESEARCH AND DEVELOPMENT FUNDING.....	17
INNOVATION & COMMERCIALISATION FUNDING.....	19
ADVERTISING, MARKETING AND PR.....	20
College Hill Life Sciences	20
PRINTING AND DESIGN SERVICES.....	21
Lighthouse Creative	21
Identity Creative	22
HOTDESKING & VIRTUAL TENANCY SERVICES.....	23
Queen Mary Bioenterprises Innovation Centre- Virtual Tenancy Services	23
ADMINISTRATIVE & SECRETARIAL SUPPORT	24
Red Personnel.....	24
QUEEN MARY BIOENTERPRISES LIMITED.....	25
42 NEW ROAD, WHITECHAPEL	25
LONDON E1 2AX.....	25
TEL: 0207 882 8950	25
<u>WWW.QMBIOENTERPRISES.COM</u>.....	25

Legal Services

Please contact Simone Reid at QMB IC on simone.reid@qmul.ac.uk for further details of the services and opportunities offered to cluster members & tenant companies by these firms. Alternatively, please see below for contact details and to find out more about the firms.



Morrison & Foerster

Morrison & Foerster has more than 1,000 lawyers in 17 offices in the US, Asia and Europe and provides a full range of legal services to technology companies and their investors, with work for these clients accounting for almost one third of their global business. Their commitment to the technology sector means that they act for multi-national companies, individual entrepreneurs, start-ups and growth companies at all stages of development.

“MoFo acted for Thiakis and the selling shareholders including Imperial on the sale of Thiakis to Wyeth for a consideration of up to £100 million. I found MoFo to be pragmatic and responsive. They came up with solutions to problems and made a substantial contribution in making the transaction happen.” John Burt, CEO, Thiakis Limited

Clients: Oxford Immunotec, Oxagen, Renovo, Oxford Biotherapeutics, CellcoTec, Orteq, Plethora Solutions, Rhytec, Lab21, PharmaKodex, GreenPower, Artidium, Telrock Communications, Skyguard Technologies.

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Dorsey & Whitney LLP

Dorsey is a leading global legal firm advising emerging technology-dependent businesses worldwide on all matters ranging from early – stage, ‘friends and family’ and business angel investments, subsequent venture capital and private equity funding rounds (both equity and convertible debt) through to exits via trade sale or initial public offering and beyond. Dorsey understands the value of intellectual property and works on global solutions for protection and commercialisation of intellectual property. We act for a large number of technology and life science spin outs from a number of British and US academic institutions and offer highly attractive feeing arrangements to high growth start ups.

Clients: DNA Electronics Limited, Toumaz UK Limited, EVO Electric Limited, Microsaic Limited MiNA Therapeutics Limited, Emcision Limited, LiverCyte Limited, Stanmore Implants Worldwide Limited, Greentech Corporation, Serapis Pharmaceuticals Limited, Ziva Bioscience Limited

Contact: Francis Doherty, Partner

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Phone: 020 7826 4517

Fax: 020 7588 0555

Web: www.dorsey.com



Fasken Martineau LLP

Fasken Martineau is one of the world's leading international commercial law firms. We have a global life sciences team comprising 71 lawyers. Our 21 strong life sciences team in London has over 125 years collective experience in the sector and one of the most complete life sciences legal offerings amongst any UK firm.

We can assist life sciences companies at all stages of their development, including:

- Formation (company law, tax law, employment law, seed and angel funding, commercial law and in-licensing);
- Development (first round and subsequent VC financings, intellectual property, outsourcing, regulatory, product liability, dispute resolution, competition law);
- Pivotal or exit transactions (large scale licensing and collaboration, M&A, IPO, public company law).

Fasken Martineau has considerable experience and expertise in dealing with spin-out and early stage companies and can service their needs in a cost effective manner.

Clients:

Biotech / Medtech Sector:

- We act for early stage companies (e.g. Aqix, CellCentric, Domainex, Modern Biosciences, Selective Antibodies, Stabilitech, Trojantec and Varleigh);
- Mid sized companies (e.g. Apitope, Novacta, Summit and Synairgen);
- Large companies (e.g. Antisoma), drug delivery companies (e.g. SkyePharma).

Pharmaceutical Sector:

- Mid sized companies (Alliance, Daiichi-Sankyo, Ipsen, Fresenius, Glenmark, Kyowa Hakko, Leo, Nordic, Nycomed and Sinclair Pharma) and small companies (e.g. Dunelm, HRA Pharma and Medesis);
- Large companies (e.g. Merck Serono, Mylan, Novo Nordisk and Takeda);
- We also act for generic pharmaceutical companies (e.g. Mylan and Omnipharm).

Details of all the transactions we have acted on for Life Sciences companies can be found at:

www.fasken.com/life-sciences

Contacts:

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Intellectual Property Advice

Kilburn & Strode

Kilburn & Strode

Kilburn & Strode LLP deal with all aspects of Intellectual Property in all areas of technology, including patents, trade marks, domain names, design, copyright, passing-off and confidential information. Acquisition, enforcement and strategic advice in relation to worldwide IP rights form a core part of our practice.

We are placed in the top-tier of both the Legal 500 and Managing Intellectual Property rankings of UK patent attorney firms, maintaining our longstanding reputation. Our Life Sciences and Chemistry groups have earned an excellent reputation for their work safeguarding the innovations and commercial interests of its clients, including for example "Dolly" the cloned sheep.

We provide efficient and cost effective innovative support to all our clients. We have significant experience working with start-ups and SMEs, recognising the importance of a flexible and proactive approach when assisting in the diverse requirements of a new and growing business. Our services include developing IP management systems, invention capture strategies and reviewing third party IP rights to advise on freedom-to-operate issues. We are always keen to ascertain and adapt to our clients' requirements and preferences.

Clients: Acrobot, Activiomics, Biosurfit, Breathing Buildings, Degrasense, DeltaDot, Ixico, Molecular Vision, Neurotex, Nexeon, Oncomorph Analysis Ltd, RepRegen, Smart Surgical Appliances, Sensixa, Stealthyx, Vaxome

Contact: Jennifer Harris

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CARPMAELS & RANSFORD

Carpmaels & Ransford

The first UK patent firm, Carpmaels & Ransford (C&W) has been at the vanguard of intellectual property for over 200 years. Carpmaels & Ransford's roots in London now extend to Munich and around the globe with long-standing client relationships in the USA, Japan and across Europe.

Carpmaels & Ransford has been at the forefront of biotechnology since the industry's inception. Carpmaels & Ransford have grown into the largest and most highly reputed team of biotech specialists in Europe.

The large volume of work C&W handle in the biotech field has enabled C&W to build unrivalled experience in all aspects of patent advice, from drafting through patent prosecution and, especially important in this field, opposition and appeal practice.

Clients: *Novartis, Oxford Gene Technology Ltd, Centocor Ortho Biotech Inc., Eli Lilly, ITI Scotland, Isis Pharmaceuticals, Oxford BioMedica and Janssen Alzheimer's Immunotherapy.*

Contact: *Hugh Goodfellow*

Email: hrg@carpmaels.com

Phone: 0 20 7067 1611

Web: www.carpmaels.com

Tax Advice



Crow Clark Whitehill

Crowe Clark Whitehill is a leading national accountancy firm offering audit, and advisory services. We assist start up companies, private companies, listed clients on AIM and the main market. We offer hands-on commercial and strategic involvement to businesses, working in partnership with your management team. We have particular expertise in the technology sector and can assist start-up and established companies with outsourced accounts and payroll, share and incentive planning, statutory audit and fundraising.

Contact: Fiona Hotston Moore, Partner

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Mobile: + 44(0)7770 642 491

Web: www.croweclarkwhitehill.co.uk

Insurance Services



Giles Insurance Brokers Limited

Giles Insurance Brokers Limited has a team of experienced staff dedicated to providing insurance solutions for Life Science companies and works with a number of specialist markets who can provide cost-effective cover to meet the requirements of University spin out companies.

Contact: David Baker, Head of Life Sciences

Phone: +44 20 7882 8158

Web: www.qmbioenterprises.com



FNC General

FNC specialise in finding the best insurance solutions for businesses particular requirements. Confidentiality and discretion are at the heart of FNC's ethos, and, combining 30 years of expert knowledge with superb attention to detail, FNC pride themselves on providing an excellent service that always puts you first. All of FNC's clients are provided with their Personal Client Manager's mobile phone number, so that you can be assisted promptly, everyday of the year, should you need it.

KEY BENEFITS

- Over 30 years experience and expert knowledge.
- Personal, friendly "Red Carpet" treatment.
- Select partnerships with leading underwriters.
- Round the clock help and assistance.
- Tailored policies that cover exactly what you need

Contact: Chris Edwards- Director

Email: chris.edwards@fncgeneral.com

Web: www.fncgeneral.com/

Telephone number: 01582 480 200

Banking



NatWest

NatWest offers an extensive customer service that can facilitate its clients' needs.

NatWest supports smaller businesses and provides financial solutions to help businesses focus on other key areas such as good customer relations, their people and their market place

NatWest is the only high street bank to offer start ups two years' free banking, supported by free face to face advice from its network of locally based business managers who understand the local marketplace and are committed to becoming active partners in their customers' businesses. The bank provides a range of bespoke funding products and offers advice on finance management, marketing and basic management.

Clients: *Emcision, Nexeon, Molecular Vision*

Contact: *Julie Baker*

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Phone: 07787 152161

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Barclays

Barclays Corporate's specialist Technology team supports over 30% of the UK's technology businesses (from start ups through to FTSE100's) and facilitates growth through focused relationship management and needs-based solutions covering:

- Deposits & Yields
- Corporate Lending
- Foreign Exchange Risk Management
- Cash Management & Trade

Contact: Roshan Wijayarathna - Relationship Director

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Financial Services

RSM Tenon

RSM Tenon

Through a comprehensive suite of accounting and consultancy services, RSM offer intelligent solutions to a national client base that ranges from individuals and entrepreneurial-led owner managed businesses, to large corporations and public sector organisations.

With leadership in the provision of business advisory, risk management, tax, recovery and financial management services, RSM are the UK's 7th largest accounting firm with a fee income of £250m, employing nearly 3,000 people with offices in all major commercial centres across the UK.

RSM help entrepreneurs create, protect and enhance personal wealth. RSM give board and senior executives the assurance they need to manage their organisation effectively and the proactive support they demand to help them stay ahead of the competition.

RSM Tennon are the UK member of RSM International, the 6th largest global accounting network with over 730 offices in more than 70 countries, and in excess of 30,000 people worldwide.

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Knowledge Transfer & Grant Funding



Queen Mary Innovation

The knowledge transfer strategy of Queen Mary, University of London (QMUL) is driven by Queen Mary Innovation (QMI) which promotes enterprise and innovation across the College. QMI provides a route for businesses and the wider community to access the skills and expertise of the researchers, academics and students at QMUL. QMI's technical and commercial experience in the healthcare and biotechnology sectors is a valuable asset which could bring significant benefits to your company when working with them including:

Technology Transfer

- Adding value to your proprietary intellectual property and know-how through:
 - Initial technical and patentability assessment
 - Market, industry and competitor analysis
 - In-depth technical and commercial due diligence
 - Commercialisation and route-to-market analysis
 - Advising on in/out licensing strategy, structure and drafting
- Assisting with business planning, business development and access to the early-stage VC community

Business Development

- Identifying know-how and research capabilities to meet your business needs
- Securing funding for collaborative research projects involving academia-industry partnerships. Assistance and advice are available on a range of funding streams including:
 - EU Framework 7 Programme
 - Technology Strategy Board Platforms
 - Industrial PhD Studentships
 - Knowledge Transfer Partnerships
- Accessing high-value specialist equipment and expertise
- Accessing skilled research students allowing assessment of future employment possibilities

Web: www.qminnovation.co.uk

Contact: Graeme Brown Director, Director, Technology Transfer

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Email: g.m.brown@qmul.ac.uk

Contact: Ian Llewellyn Head of Business Development

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Innovation China UK (ICUK)

Innovation China UK, a subsidiary of Queen Mary Innovation Limited, provides a full range of services to UK companies seeking to commercialise their technology and products in the Chinese market

Services

- **Market research**
Providing in-depth knowledge of the Chinese market for your technology, including local customers, competition and regulations
- **China entry strategies**
Working with you to develop the most suitable strategy for your technology and helping you source R&D partners, licensees, buyers and distributors in China
- **Intellectual Property commercialisation**
Using our knowledge of technology transfer in China we will guide you through the steps required to commercialise your IP in the Chinese market
- **Public sector events**
We are an official partner of Science Innovation Network, part of BIS, and leverage their support to organise technology partnering events and innovation forums in China

Background

ICUK began as a £4.9m government funded initiative to increase knowledge transfer and research collaboration between China and the UK, and has built up a wide range of expertise and contacts working with industry and government in the UK and China

The ICUK Team

We are a bilingual, UK and China based consultancy team, experienced in Healthcare, Engineering, Renewable Energy and Low Carbon technologies

With a strong track record of successfully introducing companies to the Chinese market ICUK is uniquely placed to help your organisation grow in China

Contact: Tom Saunders

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Web: www.icukonline.org



GLE Group

The GLE Group comprises four business areas each focussed on maximising the potential of individuals, small enterprises and growing businesses. GLE delivers public policy objectives by bringing commercial know-how in economic development, finance and regeneration.

The Group has offices in London, Brussels and Prague and its expertise draws on different professional and academic disciplines including economics, urban planning, business studies and social sciences.

Part of GLE Consulting is dedicated to London Innovation Network. London Innovation Network provides tailored support to enable businesses to access European funding, to engage with the opportunities of the European Single Market and to promote knowledge transfer and innovation. The work is being delivered within the Commission's new '**Enterprise Europe Network**' which offers a comprehensive range of services for European SMEs, entrepreneurs, research centres and universities. Launched in 2008, Enterprise Europe Network is made up of close to 600 partner organisations in more than 40 countries, promoting competitiveness and innovation at the local level in Europe and beyond. Services include:

- **Knowledge and Technology Transfer**
- **Access to funding and investments**
- **Support in International Trading**
- **Advice on legislation and commercial procedures**

GLE endeavour to provide support on EU funding, trade, legislation and technology transfer among others. Their services are free for the businesses as they are sponsored by the EC. GLE has already started working with technology transfer offices across the UK, to provide guidance on EC FP7 funding for the companies they manage. GLE offer very strong VC and private finance support and we have fantastic case studies for it.

Clients: *IC-Fineval, Mycologix, Plaxica, Novacem*

Contact: *Chris Farmakis, Fund Raising Manager*

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Phone: 020 7940 1514

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Grant Funding Options Available to Technology Companies 2011

Research and development funding



Applied Research Grants (Carbon Trust)

Applied Research Grant funding is available to businesses, research institutions and other organisations and aims to support the development and commercialisation of technologies which have the potential to reduce UK carbon emissions. As such the programme is endeavouring to encourage and support the progress of low carbon technologies towards large-scale deployment. Grant funding is offered up to £500,000 for applied research leading to low carbon products or services.

Check web site for upcoming and available calls: <http://www.carbontrust.co.uk/emerging-technologies/help-develop-my-technology/pages/default.aspx>

Collaborative research and development (TSB)

The Technology Strategy Board (TSB) -an executive non-departmental public body established by the Government in 2007- is all about driving innovation and promotes, supports and invests in technology research, development and commercialisation. Supported areas include energy generation and supply, transport, environmental sustainability and the built environment. In order to get involved in TSB activities, there are three main routes, i.e. Knowledge Transfer Networks, Collaborative Research and Development and Small Business Research and Initiative. For example, collaborative research and development (for almost fully developed products or services and elements of a supply chain) is designed to assist the industrial and research communities to work together on R&D projects in strategically important areas of science, engineering and technology. R&D competitions are regularly run; see the TSB website for more information on current calls.

Technology Strategy Board

Driving Innovation

<http://www.innovateuk.org/aboutus.ashx>



Practical guide to EU funding opportunities for Research & Innovation (European Commission)

The aim of this guide is to help potential applicants for EU funding for research and innovation to find their way to relevant information on funding opportunities in order to identify the most suitable choices among the relevant EU programmes.

http://cordis.europa.eu/eu-funding-guide/finding-sources_en.html



7th Framework Programme – Research for the benefit of SMEs (European Commission)

The aim of this programme is to strengthen the 'innovation capacity' of small and medium-sized enterprises (SMEs) in Europe and their contribution to the development of new technology based products and markets. The programme will help them outsource research, increase their research efforts, extend their networks, better exploit research results and acquire technological know-how, bridging the gap between research and innovation. Among the actions that will be supported are 'Supporting SMEs outsourcing research activities' and 'Developing and coordinating support to SMEs at national level'.

http://cordis.europa.eu/fp7/capacities/research-sme_en.html

Innovation & Commercialisation Funding

Entrepreneurship and Innovation Programme (EIP) (European Commission)

Around €430 million has been allocated to this programme supporting innovation (including eco-innovation) and SMEs in the EU. With a budget of € 2.17 billion for the overall period of 2007-2013 the programme aims to achieve its objectives through a number of actions with the two key ones being 'CIP Eco-innovation funding' and 'Access to finance for SMEs through "EU financial instruments"'.



http://ec.europa.eu/cip/eip_en.htm

Low Carbon Seeds Fund (Carbon Trust)

The Low Carbon Seed Fund aims to take equity stakes in companies raising up to £1m, where the equity gap is most severe. The fund is focused on identifying early stage cleantech investment opportunities that emerge both from the Carbon Trust Incubators as well as from other dealflow sources. The fund may invest up to £500k in any UK-based clean energy business that meets the fund's investment criteria. The total investment transactions will typically be between £500K and £1.5m. The fund must invest alongside other commercial investors on a pari-passu basis.



<http://www.carbontrust.co.uk/emerging-technologies/help-develop-my-company/investment/Pages/funds.aspx>

Advertising, Marketing and PR



College Hill Life Sciences

College Hill is an international business communications consultancy with global capabilities and reach, providing a range of complementary skills to businesses and institutions. The Company offers a comprehensive range of services organised by industry sector, including Life Science and TMT, and has established its leadership position by working in partnership with clients to deliver high quality communications that build and protect corporate value and promote leading edge products, technologies and services. College Hill has particular expertise across science-based sectors where entrepreneurship and innovation drive wealth creation and its expert team of communications professionals understand the challenges of communicating often complex messages to diverse audiences and the Company has a proven track record of using communications as an effective tool to drive value creation and business success.

Clients: Imperial spinouts, Acrobot, RePregen, Cell Medica and Plaxica; life science clients - Ablynx; Accentus Medical; Aquapharm Biodiscovery; BioInvent; Biota; DxS; GE Healthcare; Index Ventures; Merck Serono; PanGenetics; Powdermed; Ranbaxy; Roche Pharmaceuticals and Santaris Pharma; and TMT clients – Advanced Computer Software, Datatec, Imagination Technologies, IQE, NCC Group and Toumaz.

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Phone: 020 7457 2020

Web: www.collegehill.com/

Printing and Design Services



Lighthouse Creative

Lighthouse Creative is a London based design consultancy with experience across a wide range of marketing communication disciplines. Clients range from start-up companies to established international brands, each with their own specific requirements.

Lighthouse Creative services include:

- Corporate & Brand Identity
- Corporate & Sales Literature
- Direct Mail & POS Promotions
- Advertising
- Digital & Website Design
- Exhibition Graphics

Lighthouse is passionate about its creative work and quality of its service and delivery believing that the design process should be innately simple and effortless and that the client should be part of this process.

Clients: Barclays, Imperial Innovations, the BBC, Capio Healthcare, Unilabs, Tesco and dunnhumby.
Imperial clients: IC-Fineval & Respivert

Contact: Dean Tompkins

Email: dean.tompkins@lighthousecreative.co.uk

Phone: 020 7976 6088

Web: www.lighthousecreative.co.uk



Identity Creative

iDentityCreative is a graphic and website design agency based in Cambridge, UK. Specialising in corporate identity, branding, design for print, web design and development. iDentityCreative is very proud to work with a variety of national clients across diverse market sectors and making their target audience sit up and take notice.

Clients: The QMB Innovation Centre, Isogenica, Deep South USA Tourist Board, Glassworks International, European Spa Magazine, University of Cambridge, Bradshaws Residential, WalkerWallis Solicitors, Catalink, Oakbank Game & Conservation

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Hotdesking & Virtual Tenancy Services



Queen Mary Bioenterprises Innovation Centre- Virtual Tenancy Services

The QMB Innovation Centre is a hub for innovation and entrepreneurship providing office and laboratory space for early-stage and late stage science and technology companies.

For businesses looking for a base in London or for companies expanding into a new market, a Virtual Office is an easy, cost-effective way of boosting your company's image by having a prestigious business address. The Innovation Centre offers a professional answering service, mail forwarding services and hot desks.

Virtual membership packages can be obtained from contacting the QMB Innovation Centre management.

Tenants: Retroscreen Virology, BioMoti, Neurotex, Stealthyx, Activiomics, Dice Engine, DegraSense, Vaxome & Ferlin Medical

Contact: *Nastaran Kootiarab, Client Manager*

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Administrative & Secretarial Support



Red Personnel

Red Personnel Ltd is an innovative agency offering the highest calibre Temporary and Permanent Secretarial and Office Support staff to Clients from various sectors and industries.

Red Personnel have the advantage of over 30 years combined experience from our Consultants and believe passionately that we offer a personal and, above all, an honest service.

Red Personnel pledge to 2% of our profits to Breast Cancer Care and Breast Cancer Haven.

Clients: *Imperial College London Incubator, Imperial Innovations plc, Balfour Beatty, General Dental, Council, University of London, Virgin Active, Citadel Investments, CIPFA, COBRA Group.*

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Business Support Network 2011



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