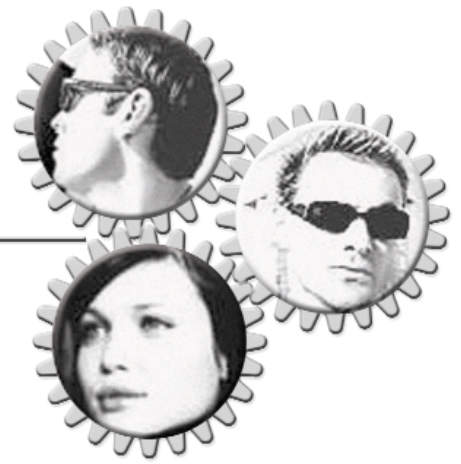


Make it Happen

The quarterly newsletter published by CU Entrepreneurs

CU Entrepreneurs Winter 2004 Issue 2



Cambridge University Entrepreneurs (CU Entrepreneurs) is the student run society organising the 50k, 1k and 3P (brand new for 2003-2004) business plan competitions. All our competitions are open to all members of the university. Membership of CU Entrepreneurs is free and you can join online at: www.cue.org.uk

CU Entrepreneurs makes it happen...

It has been a hectic and a rewarding term with an average of 1.1 events per week including our brand new business plan workshops: the **"Executive summary surgery"** and **"Know how of the For Profit and Not for Profit Business plans"**.

The weekly events saw Hermann Hauser, Karan Bilimoria, Candace Johnson, Tom Blundell, Alan Barrell, Bob Pettigrew, Jack Lang, **£50k Alum** (Asim Mumtaz, Tijana Ijnatovic, Ben Whitaker, Dr Gordana Apic) and many others giving the gist of their experiences and sharing their expert knowledge to show the path of entrepreneurship to the student community.

Students interested in the committee increased two fold, attendance at each event averaged close to 100 and

our membership database keeps on expanding. There are currently 23 highly motivated students in the CU Entrepreneurs committee, details can be found on the back of this newsletter.

The Euro Connection team attended an International conference on Entrepreneurship in Belgium and had one to one discussions with Belgian Finance ministers on **"Awareness of Entrepreneurship at Student level"**.

The **7th Global Start-Up Workshop** team, an international conference to be held in Cambridge, visited MIT (Boston) to finalise the conference agenda. They were also able to attend the MIT Venture Capital Conference.

Our final achievement of the Michaelmas Term was undoubtedly the huge increase in the number of submitted business plans. It reached an all time high of 57, a 50% increase from last year with a whopping 24 entries coming from the brand new **3P** competition that was launched this year.

Submitted business plans reached an all time high of 57, a 50% increase from last year.

+50%



Next term (Lent Term) has more spectacular events including a global conference, our very popular **£1k** ideas competition not to mention our **3P** and **£50k** specific training events. As always we encourage everybody to participate.

Society membership and attendance to all our events are free of charge and open to all members of the university.

Jasdeep Singh

President - CU Entrepreneurs

Inside >>>

President's Message	1
CU Entrepreneurs Update	2
GSW (Global Start-up Workshop): CU Entrepreneurs and MIT \$50k	3
Important Dates 2004	3
Lent Term Events (Jan - Mar 2004)	4
CU Entrepreneurs/GSW contacts	4

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Jeremy Sosabowski (Jesus College)
CU Entrepreneurs External Relations
email: external_relations@cue.org.uk

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CU Entrepreneurs builds stronger national and international networks

CU Entrepreneurs is expanding its horizon well beyond the river Cam and has been attending numerous national and international conferences. Our main interest in 'state-of-the-art in entrepreneurship' has always been important but we are also keen to establish a European network with top universities, business schools, entrepreneurship-centres and entrepreneurs. An update on the most interesting conference so far...

Taste of Entrepreneurship 18/19 November 2003 (Louvain la Neuve, Belgium)

Background information: The Taste of Entrepreneurship is a National development symposium promoting regional economic development. Discussion topics and presentations covered the following areas: financing (very early stage and beyond), research activities, commercialisation and the role of governments and financial institutions.

CU Entrepreneurs were pleased to hear the suggestions by a panel speaker that the Cambridge model of lectures and entrepreneurial activities for students (such as business plan competitions) should be expanded to other European universities. The Belgian Economic Ministers (Serge Kubla and Fientje Moerman) were particularly interested to hear about our 'bottom up approach' to student entrepreneurship at major research institutions such as Cambridge University.



The CU Entrepreneurs team discussing student entrepreneurship. From left to right: Jeremy Sosabowski (CU Entrepreneurs External Relations), Serge Kubla (Belgian Minister for Economic development), Fabienne Hick (Belgian representative) and Matthijs Van Leeuwen (CU Entrepreneurs Euro Connection Lead).

Lent Term £1k Business Idea Competition

Our brand new £1k Lead Ehsan Abdi-Jalebi will be taking you through the £1k Ideas Competition process, Ehsan is a second year PhD student at the Department of Engineering. His research focuses on a new type of electrical machine: Brushless Doubly-Fed Machines, which are particularly attractive for use as generators in wind turbines.



The CU Entrepreneurs £1k Business Idea Competition is designed to help you generate ideas and to begin to build a team. If you enter the CU Entrepreneurs £1k, no matter whether you win a prize or not, you put yourself in a better position to enter the CU Entrepreneurs £50k and 3P competitions next year because you will have looked at different issues involved in planning a business. You can either build on your existing CU Entrepreneurs £1k idea or work on a different project. Going through the different sections of your CU Entrepreneurs £1k entry will also help you identify areas in which you need the skills and contributions from other people and to fill the different roles on your founding team.

To be kept up-to-date, make sure you join the official £1k announcement e-mailing list: Send an e-mail to 1k@cue.org.uk with subject: **JOIN LIST**

Ehsan Abdi Jalebi,
£1k Lead & Junior Treasurer,
CU Entrepreneurs 2003-2004

MIT \$50K Global Start-up Workshop

(March 2004, Homerton College, Cambridge CB2 2PH)

The GSW (Global Start-up workshop) is a joint conference organised by CU Entrepreneurs and MIT \$50k to promote (amongst other things) best practices in running student business plan competitions. The teams from MIT \$50k and CU Entrepreneurs have been working very hard together to co-ordinate this huge event (4 days, starting 25th March 2004). An update from Bernard Leong, GSW (UK) Lead...



The CU Entrepreneurs team, consisting of Stewart MacTavish (Events Lead), Matthijs van Leeuwen (Overall Contents Lead) and myself, visited Boston from 5th to 9th Dec. 2003. The key purpose of this visit for CU Entrepreneurs and MIT \$50k was

to discuss and to finalise the GSW conference agenda. The team also had the privilege of meeting Sally Sheperd - the founder of the first GSW - who shared her valuable conference experiences. A lot of knowledge (and entertainment!) was shared between members of both teams.

After many cups of coffee and long hours, both teams managed to finalise the agenda for the conference. We have also made a lot of headway in the marketing and logistics of the conference.

The GSW conference 2004 promises a lot of action and fun for both the organising team and the delegates. It will kick off with an opening keynote by Hermann Hauser, founder of Amadeus Venture and Guy Kawasaki, CEO of Garage Venture. They will be speaking on the success stories of Silicon Fen, UK and Silicon Valley, US respectively and discussing how entrepreneurship can promote growth in these regions. The first day will focus on the themes of social entrepreneurship, events and marketing

for organisers of business plan competitions and business plan competitions with a technological and non-technological slant.

Day two will be covering success stories from business plan competitions, judging and sponsorship in business plan competitions and the effect of business plans on regional growth. The second day will end with a gala dinner held at Homerton College. Finally, on the 28th March, there will be a UK-wide conference that will bring together all the business plan competition organisers, government officials and E-centre managers to discuss the future directions of business plan competitions in the UK.

During their Boston visit, the CU Entrepreneurs team also attended the 6th Annual MIT Venture Capitalist Conference. The conference has been an eye opener for the team. The conference's main theme was on investing in new technologies, from biotech to communications.

One of the highlights of the conference was the lunch keynote address in the conference delivered by Professor Phillip Sharp, a Nobel Laureate in Medicine and an entrepreneur who is the co-founder of Biogen and Alnylam Pharmaceuticals. He spoke of the development in RNA interference, from how this biological process was discovered to how the transition from discovery to innovation for the pharmaceutical industry within the span of the last two years.

We hope to see you at the GSW conference, Homerton College, Cambridge, the single largest event ever co-organised by CU Entrepreneurs.

To attend this conference please visit:

<http://50k.mit.edu/gsw/>

Very Important Dates for 2004

Date/s	Venue/Times	Description
GSW / UK Wide conference 25-28 March 2004	Homerton College Cambridge CB2 2PH	Global Start-up Workshop, See article in this newsletter for more details. Registration at: http://50k.mit.edu/gsw/
Prize giving ceremony 20 May 2004	18:00 for 18:30 Concert Hall, West Road Cambridge CB3 9DP	Prize giving ceremony for the £50k, 3P and £1k business plan competitions
Gala Networking Event 10 June 2004	Evening event London City's Guildhall London	Your chance to meet the top ten £50k / \$50k teams from Cambridge (CU Entrepreneurs) and MIT (MIT \$50K)

Lent Term events in a Nutshell (January - March 2004)

Please subscribe to our mailing lists - via our website www.cue.org.uk - to receive the latest information.

Date/s	Day/s	Description
January 13 2004	Tuesday	Enterprise Tuesday - Writing the Business Plan
January 14 2004	Wednesday	One minute Pitch training & Welcome event - 50k/3p
January 16 2004	Friday	Qualifiers Dinner announcing up to 15 finalists - 50k/3p
January 20 2004	Tuesday	Enterprise Tuesday - Marketing for the new venture
January 27 2004	Tuesday	Enterprise Tuesday - The team and its evolution
January 30-31 2004	Friday - Saturday	Intensive Training Weekend - 50k/3p
February 3 2004	Tuesday	Enterprise Tuesday - Generating Ideas
February 13 2004	Friday	Annual General Meeting Dinner + extra 3p points
February 17 2004	Tuesday	Enterprise Tuesday - Developing and Protecting Intellectual Property
February 24 2004	Tuesday	Enterprise Tuesday - How to Sell Yourself and Your Ideas
March 2 2004	Tuesday	Enterprise Tuesday - Investors Special
March 9 2004	Tuesday	Enterprise Tuesday - 1k Special
March 15 2004	Monday	Deadline for all streams of Business Plan Competitions: £50k, 3p and £1k
March 25-28 2004	Thursday - Sunday	GSW (Global Startup Workshop) / UK Wide Conference



Committee contact details

Name	Title	Email address
Toby Austin	GSW Marketing Lead / SIFE coordinator	tasa2@cam.ac.uk
Davinder Bedial	GSW Asia Content Lead	db355@cam.ac.uk
Yen Chua Hui	GSW Financial Controller / CUE Events	hyc25@cam.ac.uk
Nicola Dee	3p Lead	3P@cue.org.uk
Tan Hong Hsien	GSW Logistics Co-Lead	hht21@cam.ac.uk
Elgan Huang	GSW American Content Lead	eh283@cam.ac.uk
Ehsan Abdi Jalebi	1k Lead	1k@cue.org.uk
Kaifeng Kang	GSW Logistics Lead	kk313@cam.ac.uk
Matthijs van Leeuwen	GSW Europe Content Lead	mvl23@medschl.cam.ac.uk
Dr. Bernard Leong	GSW UK Lead	cwbl2@cam.ac.uk
Wu Ai Leong	50K Lead	50k@cue.org.uk
Natalia Mazanova	Sponsorship Lead	nm319@cam.ac.uk
Stewart McTavish	Vice President / Web Lead / GSW Events	vp@cue.org.uk
Aymeric Monod-Gayraud	GSW UK Content Lead	aymeric.monod@st-edmund-hall.oxford.ac.uk
Carol Ng	Alumni Lead	alumni@cue.org.uk
Nii-Adotei Parker-Allotey	Marketing	marketing@cue.org.uk
Nicos Raftis	GSW Europe Team	nr10002@cam.ac.uk
Seena Rejal	Chairman	chairman@cue.org.uk
Adrian Seow	CUE Events	cys25@cam.ac.uk
Jasdeep Singh	President	president@cue.org.uk
Jeremy Sosabowski	External Relations	external_relations@cue.org.uk
Kay Ti Tan	GSW Events Co-Lead	ktt22@cam.ac.uk
Yalan Wang	Marketing / Communications	marketing@cue.org.uk