



pro-manchester

TRAILBLAZING TECH

2021

FRIDAY 2ND JULY / THE LOWRY HOTEL



 @promanchester

#TTech2021

A message from Sam Booth
CEO of pro-manchester



Welcome to the pro-manchester Trailblazing Tech Conference 2021

You don't need me to tell you that 2020/21 will go down in history as the year that changed the world. Its global significance will be relived in stories told for centuries. Whilst more businesses than I dare to imagine have suffered as a consequence of this unforgiving crisis there are some incredible stories of resilience, adaption and innovation, and tech has been at the centre of it all.

Manchester is renowned for its leading technology scene and today we are going to lift the curtain on just some of the reasons why and how it has secured such a remarkable reputation.

Our Trailblazing Tech Conference will celebrate all of the good and positive things that have emerged in the past 12 – 18 months and look into how they have reshaped our everyday.

From ambitious zero carbon targets to 5G innovations in retail and education, to how the traditional financial and professional services firms are now operating. We have something for all sectors and businesses. We even have some live demos from some of the regions' very latest innovators who will be in with a chance of walking away with the pro-manchester Trailblazing Tech award for 2021.

Sam Booth,
Chief Executive, pro-manchester

Agenda

08.00 – 08.50	Registration & Networking
08.50 – 09.00	Welcome by Sam Booth, pro-manchester CEO
09.00 – 09.10	Trailblazing Tech at the heart of Greater Manchester <i>Anthony Morrow - OpenMoney</i>
09.10 – 09.40	A crucial year of change for Manchester's Fintech sector <i>Mark Robinson - Verlingue, Anish Kapoor - AccessPay, David Gardner - TLT Janine Hirt - Innovate Finance, Markos Zacharidis - Alliance MBS</i>
09.40 – 10.10	From Royal Mail to National Insurance, Cyber Crime: Part and Parcel of the new world? <i>Martin SFB Bryant - Big Revolution, Louisa Williams - TLT, Dr David Buil-Gil - University of Manchester, Nadia Kadhim - NAQ Cyber</i>
10.10 – 10.30	Sustainable product innovation and changing consumer behaviour <i>Jonatan Pinkse - Manchester Institute of Innovation Research</i>
10.30 – 11.00	Coffee Break
11.00 – 11.30	Enabling green growth - getting to Zero by 2038 <i>Steve Connor - Creative Concern, Jen Johnson - Thermatic, Daniel Dickinson - GC Business Growth Hub, Emily Hesketh - Deloitte, Julian Wells - Whitecap Consulting Limited</i>
11.30 – 12.00	5G Opening opportunities for business <i>Rob Searle & Elizabeth Ponsford - O2</i>
12.00 – 12.45	Trailblazing Tech Final - Live Demos <i>PollenPay - Leon Wilson Inovus Medical - Dr Elliot Street & Jordan Van Flute PixelMax - Shay O'Carroll & Andy Sands</i>
12.45 – 13.35	Lunch
13.35 – 14.05	Closing the gap - the changing face of talent and education <i>Susanna Lawson - OneFile, Lee Jones - Microsoft, Geoff Stevenson - Ada, Richard Few - Sales Geek, Sarah Novotny - GC Business Growth Hub</i>
14.05 – 14.35	Financial & Professional Services: Accelerating the pace of change <i>Sam Booth - pro-manchester, John Toon - Beever and Struthers, Simon Burlison - Moneypenny, Jason Dixon - Docutech, Bruce Jones - Kuits</i>
14.35 – 14.55	Game Changers in Media and Communications <i>Hitomi Hamaba - Sony</i>
14.55 – 15.25	Revolution; Renaissance or Evolution: What is the future for retail? <i>Danny Simpson - MID Communications, Nick Bianchi - Arighi Bianchi, Dr Timothy Jung - MMU, Dianne Wehrle - Springboard, Adam Warne - N Brown Group</i>
15.25 – 15.30	Trailblazing Tech Award Winner & Close

Conference Speakers

Adam Warne

Chief Information Officer •
N Brown Group



Adam joined N Brown in April 2018 as Chief Information Officer following ten years in a position leading the technology capability at AO World PLC.

Prior to this Adam held senior technology roles building successful teams within Sipton Building Society and EDS.

Andy Sands

Co-Founder • PixelMax



Andy's role is Head of Technology and he's an experienced technical development manager with a proven track record of successfully managing 3D technology teams in high growth environments. He is passionate about the use of immersive technologies to enhance and improve existing processes and experiences with proficiency of

achieving this across multiple industries such as education, health and manufacturing. What drives Andy is innovation and disruptive technologies, not for a gimmicky, prescriptive use but using something new to improve a process, a workflow or a way of life. He is an avid Liverpool fan, a proud father of three daughters and also rides an electric scooter to work, aged 41!

Anish Kapoor

CEO • AccessPay



Anish Kapoor is CEO of Manchester Fintech firm AccessPay. The chartered accountant has run both small UK focussed and large multi-national finance teams as finance director and chief financial officer. Anish is also a serial entrepreneur who has founded several technology businesses including Europe's largest data centre operator, Telecity.

He started AccessPay because he realised that finance functions were being poorly served by technology, in particular banks. In his words, the company is on a mission to re-invent the way finance teams use technology to work with their banks – freeing them up to give better data and insights to the business. AccessPay provides a secure digital connection to thousands of banks and payment schemes worldwide by integrating with corporate back office systems.

The fast-growing Fintech, which is venture capitalist backed, has helped hundreds of large clients transform their finance function, including Imperial College London, Eversheds Sutherland, ITV and the AA.

Anthony Morrow

CEO & Co-Founder • OpenMoney
Chair • pro-manchester



Anthony is chief executive and co-founder of OpenMoney, passionate about making financial advice accessible and affordable to everyone.

He has considerable experience of the financial services industry, most recently as founding partner of financial services group Tatton Asset Management plc.

Previously, he was a consultant at both Arthur Andersen and KPMG, specialising in regulatory, performance and strategic issues for the life and pensions sector.

Bruce Jones

Head of Intellectual Property • Kuits



Bruce is Head of Intellectual Property for Kuits. Bruce's singular combination of skills enables him to act for clients throughout the full intellectual property lifecycle and across the full spectrum of intellectual property rights.

His practice encompasses both contentious and non-contentious IP, including acting for both claimant and

defendant in all forms of IP disputes, with particular experience in multi-jurisdictional patent and trademark disputes. He also represents clients in domain name disputes before Nominet.

Bruce is a fellow of the Chartered Institute of Patent Attorneys, a member of the European Patent Institute, a member of the Law Society and a member of the Honourable Society of the Inner Temple.

Daniel Dickinson

Low Carbon Sector Advisor •
GC Business Growth Hub



Dan has been working in Greater Manchester's green technologies and services sector since 2013, joining the Hub from a background in energy reporting, large-scale renewables and energy storage.

Dan specialises in supporting SMEs in the sector to understand emerging technologies, improve service

development and build competitive advantage and holds an MSc in Environmental Monitoring, Modelling & Reconstruction.

Danny Simpson

Founder & CEO • MID Group



Danny Simpson is the CEO & Co-Founder of MID Communications, & The MID Group. MID Communications is the largest O2 Franchise in the Northwest with 16 sites, they have over 100 employees across the group looking after over 100,000 customers.

Danny is a trustee for cash for kids locally with The Hits Radio, & Cash for

Kids UK, and the Kingfisher learning trust, a multi academy trust of schools across Oldham. He is an ambassador for the NSPCC and local charities with On Side group. Danny is on the board for pro-manchester. He has achieved a Queens Award for Voluntary service and is passionate about making a sales and service in business, and actively contributes to making a difference in Manchester, the young people, and other businesses as a keen mentor.

David Gardner

Partner • TLT LLP



David is a partner in TLT's Technology team and leads the growing Fintech practice at the firm. He is a core member of TLT's specialist Payments segment and leads TLT's Digital Banking and Open Banking campaigns, frequently securing national and specialist press coverage, speaking slots and conference panel appointments to talk to clients and the wider industry

about these new and interesting areas of law and technology.

David is ranked as a leading individual in the field of Technology law in both Chambers & Partners and Legal 500, the independent guides to the legal profession. With over a decade and a half working in Technology and Financial Service, he is an authority on technology-driven procurement, outsourcing and collaborations. "David has long been a rising star and is the partner you want in your corner. He has a wealth of knowledge and experience across key technical developments in the IT world." (Legal 500 - UK 2020 edition)

Conference Speakers

Dr David Buil-Gil

Lecturer in Quantitative Criminology • University of Manchester



David Buil-Gil is a Lecturer in Quantitative Criminology at the Department of Criminology of the University of Manchester. His research areas cover geographic criminology, small area estimation applications in criminology, crime mapping, measurement error in criminological research, emotions about crime, perceptions about the police, new methods for data collection and open data.

Currently, David is member of the Board of the Spanish Society of Criminological Research (SEIC), co-coordinator of the SEIC Working Group on Quantitative Criminology, member of the Board of the Spanish Network of Early Career Researchers in Criminology (REJIC) and member of the European Society of Criminology. He is also member of the Advisory Board of the Costa Blanca Chair of Tourism, Cohabitation and Security, Miguel Hernández University of Elche. The results of his research have been awarded by the Archimedes Contest of the Spanish Ministry of Education, Culture and Sport, the Student Award of the Spanish Society of Criminological Research, the Final Dissertation Award of CRÍMINA Research Center for the Study and Prevention of Crime, and the Society of Chief Police Officers of Alicante (AJPLA).

Elizabeth Ponsford

5G Product Lead • 02



Leading 5G new product innovation for Business. Working extensively with customers and industry partners to explore the opportunities of 5G for business customers. Elizabeth has delivered a series of customer PoCs to test and validate 5G use cases and built 02's 5G product strategy. Now responsible for the delivery of innovative new products that help customers realise the benefits of 5G.

Diane Wehrle

Marketing & Insights Director • Springboard



Diane and is regarded as one of the leading experts on retail and retail destinations, with an unparalleled knowledge and expertise in understanding current and emerging retail issues and consumer trends. Diane is a regular commentator on the performance of retail for national broadcast and print media, appearing regularly on BBC, ITV, Sky News and CNBC and her opinion is often quoted in the UK's national and regional press. Diane has 30 years' experience in retail, and is a founding director of Springboard which was established in 2002. Diane leads all of Springboard's insights, and authors its regular commentaries, articles, reviews, and topical reports. She specialises in delivering intelligence and insights on both current retail performance and long term retail trends to retailers, hospitality occupiers, landlords, investors and place managers. Diane holds an MSc in Property Investment and is a Senior Fellowship of the Institute of Place Management, one of only 35 Senior Fellows worldwide. Diane was also named as one of the world's 100 top retail influencers in 2021 by Rethink Retail.

Dr Elliot Street

Co-Founder & CEO • Inovus Medical
Clinical Entrepreneur • NHS England



Dr Elliot Street is the co-founder and CEO of Inovus Medical, a multi award winning designer and manufacturer of surgical training technology. Elliot started Inovus from his student bedroom during his final year at Manchester Medical School with the aim to democratise access to affordable, accessible and functional surgical training. Elliot and his co-founder

Jordan decided that vertical integration of manufacturing, design and sales would be the best way to build a sustainable business from the ground up. Since its launch in 2012 the company has grown its base in St Helens to include a wide armamentarium of manufacturing techniques including production level 3D printing, raised over £2.5 million in outside capital and sold products in over 70% of NHS Trusts and 70 countries worldwide. Alongside his role as CEO of the business, Elliot is an active member of NHS England Clinical Entrepreneur Programme and a Goldman Sachs 10,000 Small Businesses Alumni.

Emily Hesketh

Senior Manager • Audit & Assurance, Deloitte



Emily is a Senior Manager at Deloitte and leads ESG Reporting & Assurance in the North.

Her experience includes leading complex assurance projects and advising corporate clients on external reporting comprising non-financial disclosures, sustainability reporting and compliance with frameworks such as TCFD.

Geoff Stevenson

Regional Manager • Ada, the National College for Digital Skills



Geoff is the regional manager of Ada, the National College for Digital Skills, where he is establishing a new hub for the college in the North West. Ada's mission is to educate and empower the next generation of diverse digital talent, and the college is currently delivering short courses and digital apprenticeships in the region.

Geoff has a PhD from the University of Manchester, and 10+ years of experience working for leadership and teacher development charities in the education sector in project management, programme delivery and partnerships. Before joining Ada he was Area Director at Ambition Institute.

He volunteers as a school governor and a trustee for a multi-academy trust in south Manchester. He lives in south Manchester with his wife and two children and loves to get out for a run, walk or cycle.

Hitomi Hamaba

Product Manager • Sony



Hitomi is a Product Manager at Sony managing news media solutions. She focuses on digitalisation and agile transformation of traditional businesses, especially in the media sector.

Her journey began as a journalist reporting for TV broadcasters in Japan, eventually becoming a Head of News focusing on audience engagement

strategies on multiple distribution channels. After a Cambridge MBA, she transformed her career to the tech side of the media industry and joined a scaled startup in the media space.

Growing up in a traditional society, she was always a weird one with career aspirations "like men's". She is an advocate for encouraging young women to pursue their career aspirations.

Janine Hirt

CEO • Innovate Finance



Janine Hirt is the CEO of Innovate Finance (IF), the industry body representing the world-leading UK Fintech sector. Having joined the founding IF leadership team in 2015 first as Head of Membership then Ecosystem Director, she moved into the COO role in 2017 before stepping up to lead the organisation in 2021.

Janine is passionate about driving transformation to create a more democratic, transparent and inclusive financial services sector for all. Her professional career has been marked by roles that sit at the intersection of policy, international relations, and industry, including senior positions at Chatham House, (the Royal Institution of International Affairs) and the Brazilian-American Chamber of Commerce.

Janine received her BA Magna Cum Laude from Boston College, JYA at Oxford University, and her MSc from the London School of Economics. Janine is an American, British, Swiss and German national who calls London and NYC home.

Conference Speakers

Jason Dixon

CEO & Chairman • Docutech Office Solutions



Jason's experience in the Document Management industry spans over 20 years, during this period he has forged strong partnerships with global manufacturers such as Ricoh, HP, Microsoft, DocuWare and Lexmark. There have been many changes to the industry over the years and Jason's ability to adapt to these is one of the

main characteristics that has seen his company become a major contender in the Document and Print sector. Jason's knowledge and reputation have seen recognition in some of the industries most prestigious awards for both himself, and his organisations.

In 2015 and 2016 one of his companies, Docutech Office Solutions, won back to back European Business Awards, as well as being awarded the RICOH Gold Award for customer support and engineer competence. Jason and Docutech had been on Ricoh's radar prior to this when they were recognised and the Fastest Growing New Business Partner in 2014. These awards are reflective of the very high levels of customer service that Jason insists upon and which have resulted in the company growing its customer base and financial results year on year. In 2016 Jason also founded VDocs International, a company combining global cyber security with document delivery and a GDPR program.

Jen Johnson

Managing Director • Thermatic



Jen Johnson is the Managing Director of Thermatic Energy Services, a national provider for BEMS, smart technology and Energy management solutions. With over 10 years experience within this industry, Jen is as passionate as ever about educating companies as to how they can improve their handle on their energy consumption, delivering end user energy management training through their Salford based training academy opened in 2018 by Andy Burnham.

Jen has previously worked within a number of different sectors, including education, retail and corporate buildings, focusing on breaking down the barriers between her clients and technology.

John Toon

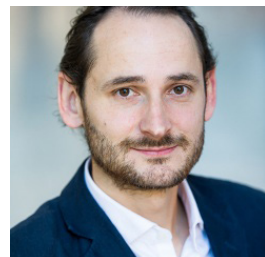
Senior Manager • Beever and Struthers



As Technical Strategy Lead at Beever and Struthers, Chartered Accountants and Business Advisors, John grows and manages a portfolio of clients based across the UK and internationally. He deals with a diverse range of sectors and specialises in the Innovation, Communication and IT sector and is a firm believer that whilst every business is unique, many business issues are common and unique solutions can be found in other sectors, you just need to find the software to do so!

Jonatan Pinkse

Professor of Strategy, Innovation, and Entrepreneurship • Executive Director of the Manchester Institute of Innovation Research (MIOIR) • Alliance Manchester Business School • The University of Manchester



Jonatan Pinkse is a Professor of strategy, innovation, and entrepreneurship and Executive Director of the Manchester Institute of Innovation Research (MIOIR), Alliance Manchester Business School, The University of Manchester. His research interests focus on corporate sustainability, business model innovation, social entrepreneurship, cross-sector partnerships and the sharing economy. In his research, Jonatan analyses how firms make strategic decisions to adapt to a more sustainable economy and deal with the ensuing tensions between issues and actors. He also investigates barriers to firm adoption of disruptive technologies from cognitive, organizational and institutional perspectives. Before moving to Manchester, he held positions at the Universiteit van Amsterdam and Grenoble Ecole de Management.

Jonatan has authored more than 50 scholarly and practitioner articles in journals such as the Academy of Management Review, Journal of Management Studies, Research Policy, Journal of International Business Studies, Organization Studies, California Management Review, Journal of Business Venturing and Entrepreneurship Theory and Practice. He is deputy/associate editor for the journals Organization & Environment and Business & Society. In 2020, he was included in the prestigious Highly Cited Researcher list.

Jordan Van Flute

Co-Founder & CTO • Inovus Medical



Jordan is the co-founder and CTO of Inovus Medical, a multi award winning designer and manufacturer of surgical training technology. Jordan started Inovus following his research into the use of cognitive testing for predicating laparoscopic surgical skill. Since its launch in 2012 the company has grown its base in St Helens to include a wide armamentarium of manufacturing techniques including production level 3D printing, raised over £2.5 million in outside capital and sold products in over 70% of NHS Trusts and 70 countries worldwide. Jordan has a wide breadth of engineering expertise both in hardware and software. He has a growing patent portfolio focused on internet of things based solutions to surgical training.

Julian Wells

Director • Whitecap Consulting



Julian is a strategy consultant with proven commercial expertise across the financial services, Fintech and professional services industries. His particular areas of focus are commercial strategy, proposition development, marketing, and sales & marketing alignment. He is particularly knowledgeable and well networked in the lending industry and intermediary market.

A conceptual thinker, Julian is able to see the big picture and ignite creative ideas. In a career spanning more than 25 years he has helped launch, build and enhance numerous business propositions that have made a real impact on P&L.

Julian's consulting engagements at Whitecap have included B2B, Financial Services, Fintech, Lending, Professional Services, LegalTech, Innovation, and Technology. He is heavily involved in Fintech North (the regional Fintech initiative that Whitecap co-founded in 2016), Fintech West (which Whitecap has been involved in since 2018), and the Fintech National Network.

Lee Jones

PS Digital Skills Lead UK • Microsoft



Lee is passionate about driving digital skills across both the public sector and into communities to ensure no-one is left behind as the Tech Intensity continues to accelerate.

Working to deliver the Microsoft Public Sector Digital Skills program across the UK and support, employees, citizens and the next generation of talent with the

future skills that will be essential.

She believes the most transformative characteristic in any situation, especially within tech, is inclusivity. When you build for all, you change the world.

Useful Resources for individuals and businesses to upskill their employees:

www.microsoft.com/en-gb/home/digital-skills

www.opportunity.linkedin.com

Leon Wilson

Founder & CEO • PollenPay



Leon is chief executive officer and founder of PollenPay, with a mission to create financial solutions that promote financial responsibility.

Having worked 15 years in Engineering and Project management, Leon understands the need for responsible financial decisioning. Through understanding today's current financial

market and emerging technologies, Leon saw areas for potential improvement in which he started PollenPay with a vision to solve problems in today's payments ecosystem.

Conference Speakers

Louisa Williams

Legal Director • TLT LLP



Louisa is a data protection specialist, experienced in assisting a broad spectrum of clients navigate the evolving landscape of data protection regulation across the UK and EU.

She advises clients on a wide range of data protection and privacy strategic issues, including taking the lead on large scale GDPR compliance programmes,

advising on complex data sharing arrangements, undertaking data protection impact assessments, handling large scale personal data breaches, and assisting clients in engaging with data protection authorities on a variety of topics.

Mark Robinson

Insurance Broker • Verlingue



Mark is a leading insurance expert who specialises in the technology, financial payments and on-line gaming sectors. Mark works with companies at all stages of their development, from start-up, scale-up and global organisations, to help them understand risk exposures within their business and how these can be mitigated or transferred to specialist insurance programmes.

One of Mark's current areas of focus is developing the next generation of cyber and fraud insurance solutions for companies operating in the cryptocurrency sector.

Martin SFP Bryant

Founder • Big Revolution



Martin SFP Bryant is the founder of technology and media consultancy Big Revolution and editor with technology media brand Geekout. He is also a speaker, writer, and educator in the fields of technology and media.

With Big Revolution, he works to help technology companies craft a narrative around their products and business.

He was previously Editor-in-Chief of international technology publication The Next Web, and Community Editor at Tech North, where he shone a light on the stories of startups and entrepreneurs in the North of England.

Professor Markos Zacharidis

Professor and Chair in Financial Technology (Fintech) & Information Systems • Alliance Manchester Business School



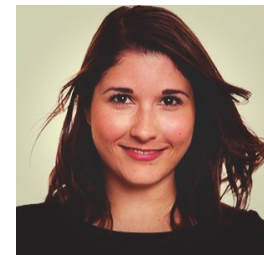
Professor Markos Zachariadis is a member of the World Economic Forum's Global Future Council on Financial & Monetary Systems and a Fintech Research Fellow at the Cambridge Centre for Digital Innovation (CDI), University of Cambridge. Professor Zachariadis' research sits at the cross section of economics of digital innovation, financial technology studies, and network economics.

He has studied extensively the economic impact of ICT adoption on bank performance, the diffusion of payment networks, and the role of data & standards in payment infrastructures (SWIFT), financial markets (LEI), and digital banking (Open Banking), among other things.

His research has been published in top academic journals such as MIS Quarterly and Research Policy and has been awarded the NET Institute Award (NYU Stern Business School) for his study on the economics of payment networks, and the SWIFT Institute, SMS, and GRI Awards for his research on Open APIs and Digital Transformation in Banking. As a recognised expert, Markos often shares his work and perspectives with a vast array of media outlets.

Nadia Kadhim

CEO • Naq Cyber



Nadia Kadhim is a GDPR lawyer and CEO of cyber security startup Naq Cyber. She specialised in International Humanitarian Law and child rights at Leiden University, after which she worked to implement the GDPR and data protection certification ISO 27001 within the private sector. She co-founded Naq Cyber at the end of 2020 and has worked with the British NCSC to protect SMEs from cyber crime.

Nick Bianchi

Director • Arighi Bianchi



Nick joined his family business fifteen years ago having worked in various external roles, most notably as sales director for a leading food broker, PA Ross Ltd, to being the official interpreter for Manchester United and England.

Nick's role as Director at Arighi Bianchi primarily encompasses the digital and marketing side of the business which

has now become the fastest growing sector in the business. Nick also works on business development too attracting customers and house builders/ developers/ interior designers to the store but being a family business, very possible that he might end up working on the menu for the Café bar with the Head Chef or replying personally to Trustpilot reviews!

Richard Few

Founder/Chief Geek • Sales Geek



We want to change the way the world perceives sales.

One day sales people will be proud of what they do, buyers will confidently engage with sales departments and sales will be a conscious career choice for young people in education.

Helping more people ethically sell more product and services by better understanding their product, their customer and themselves.

Rob Searle

Head of 5G • O2



Rob Searle is responsible for running the team that manages the governance, planning, finance, reporting and benefit realisation for O2's 5G transformation portfolio. He led O2's launch of 5G in October 2019 and has since driven forward its UK-wide rollout that has reached over 180 towns and cities. Rob is managing O2's deployment of its recently

acquired new 5G spectrum, and how this will benefit the pending rollout of 5G Standalone. He is also responsible for the 5G Tests & Trials innovation programme, which has a diverse range of PoCs from smart ambulances to medical delivery drones as well as AR, VR and XR experiences, as part of O2's 'return to live' programme.

Conference Speakers

Sam Booth

CEO • pro-manchester



At pro-manchester, Sam has been an integral part of its growth from a small, effective membership network to a sophisticated business development organisation. A firm part of the Manchester business community, Sam is a familiar face to most, constantly and efficiently working to bring businesses together in the city region.

As chief executive, Sam is responsible for the organisation's corporate engagement as well managing all existing key partnerships and member relationships. Whilst providing support to her team, Sam looks after the strategic direction of the business.

Sam also sits on the board of trustees for Forever Manchester, a charity that supports community activity across Greater Manchester. As well as this, Sam also sits on the City of Trees Executive Advisory Group and the Greater Manchester Organisational Representatives Group. More recently, Sam has become the Regional Deputy Chair of TheCityUK, where she helps to engage on a regional level on behalf of individuals in the financial and professional services industries.

Sarah Novotny

Head of Digital, Creative and Tech Sector Business Support • GC Business Growth Hub



With almost a decade of experience in growing teams and businesses, Sarah is passionate about bringing effective business growth strategies to the community behind Greater Manchester's (GM) Digital, Creative and Tech sector. She always strives to bring improvement by connecting creative minds and establishing environments which

accelerate growth and prides herself in bringing learnings around strategy, sales, innovation, pricing and productization.

Shay O'Carroll

Co-Founder • PixelMax



Shay graduated with a business computing degree from Leeds Metropolitan University in 2005 and has worked in a diverse range of sales roles. Shay's specialism lies in business development, having built the 3D technology sales division from £800k to £3.2m in just over three years in his last role based in central London.

His first award-winning project in the immersive technology space was in health & safety VR training six years ago, and recently he led one of the first major VR pilots on the government's 'Manufacturing Made Smarter' programme. In his spare time Shay likes to unwind from the technology world by unleashing his inner-vintage self. He likes listening to classic vinyl records, reading newspapers and drinking scotch.

Simon Burlison

Business Manager • Moneypenny



Moneypenny is the world's leading outsourced communications provider, delivering Telephone Answering, Live Chat and multichannel customer services. As Business Manager I work closely with a wide range of businesses across the Technology sector, understanding their challenges and finding solutions to help drive cost

savings and efficiencies.

Steve Connor

CEO & Co-Founder • Creative Concern



Steve is co-founder and CEO of Creative Concern. He specialises in ethical and sustainability issues, integrated campaigns, city strategies, brand development and creating strange installations out of trees, lights and beautiful type. Particular areas of expertise include climate change, place making, transport, food issues and the natural environment.

He is the former Chair of Manchester's Climate Change Steering Group and helped edit the city's climate change action plan: A Certain Future. He is a trustee of the Community Forests Trust, former Chair of the Northwest Forestry Forum and on the advisory board of Salford University's centre for Sustainable Urban and Regional Futures. He was formerly Communications Director at Sustainability Northwest and Head of Campaigns at the Vegetarian Society of the UK.

Susanna Lawson

CEO & Founder • OneFile



Susanna started her career as a psychology graduate from the University of Manchester, and went on to work with adults with learning difficulties in the NHS. Susanna then had to complete a NVQ in care to prove her practical competencies – and her involvement in vocational training began. After completing her NVQ levels 2 and 3,

she soon moved up the ranks, and was appointed the National Contract Manager for an independent training provider, responsible for over 1,000 apprentices across the UK. Throughout her journey she witnessed huge inefficiencies at every stage of the sector, and decided with her partner to build a technology solution: OneFile.

OneFile has developed from a back bedroom start up into the leading edtech software in the post 16 vocational training sector. OneFile has grown to a multi million pound company with a team of almost 80 with over 1.3m users. OneFile received a Queens Award for Innovation in 2017, and CIPD People Management in 2019. Susanna was awarded the 2019 Outstanding Achievement EVAS award and Institute of Directors winner for Equality, Diversity and Inclusion. OneFile was also listed in the Best Companies Top 100 companies to work for in 2021.

Dr. Timothy Jung

Founder and Director of the Creative AR & VR Hub • Head of MMU AR & VR Research Group



Dr. Timothy Jung is the Founder and Director of the Creative AR & VR Hub and Head of MMU AR & VR Research Group at Manchester Metropolitan University, UK.

Timothy has been involved in a number of funded Augmented Reality and Virtual Reality research projects at national and international level. He is an advisor of BirdHIVE VR & Drone project led by Lake

District National Park, UK, and Co-Director of AquaTravellers, a social enterprise to help raise funds for WaterAid. His research interests include AI, IoT, Big Data and 5G powered immersive technology innovation for well-being and quality of life.

Renowned for his work in Augmented Reality and Virtual Reality in tourism, cultural heritage, education and training, and health care, Timothy has extensively published in these areas with over 100 journal articles, book chapters and conference papers. He is co-author on six books, including Augmented Reality and Virtual Reality, which was the most downloaded book in Business and Management in 2018.

Timothy is a recipient of several best paper awards at international conferences as well as journal paper of the year awards including Emerald Literati Award in 2018, 2019 IFITT Journal Paper of the Year Award, and Emerald Literati Award in 2020. His research work has been covered by Manchester Evening News, TechNorth, VRFocus, TechRadar, Independent, Guardian and Huffington Post and he is a regular invitee and keynote speaker in major international conferences. He is the Conference Chair of International AR & VR Conference 2017, 2018, 2019, 2020 and 2021.

Premium Sponsors



As a global, triple crown-accredited Business School located in the heart of Manchester we offer postgraduate, research degrees and professional qualifications, many of which are recognised by industry associations.

We provide professionally focused education where student experience is at the heart of everything we do. We transform lives, businesses and communities with an education experience that helps to ensure students will succeed in a modern business and professional world.

Website: mmu.ac.uk

BEEVER
AND
STRUTHERS

CHARTERED ACCOUNTANTS
AND BUSINESS ADVISORS

Beever and Struthers is an award winning firm of Chartered Accountants and Business Advisors in Manchester, Blackburn, Birmingham and London. We have been providing accountancy and financial advice to clients for over 100 years and currently rank in the Top 10 firms in the North West.

The firm comprises of 16 partners, all of whom are specialists in their chosen field of expertise. They are supported by an enthusiastic team of directors, managers and support staff who work in partnership with our clients.

We have many areas of expertise, but one single minded focus. We judge our achievements on what we achieve for our clients, by striving to excel in everything we do, in every sector we operate in, every day.

For each sector we apply specialised knowledge and a very specific set of accounting tools. But we also apply something else; true business insight. Because we believe that the better informed you are, the better your business growth will be. You'll find our approach more personal and more proactive. Whatever your business model, we'll take the time to understand your organisation, the challenges you face and your future aspirations.

Website: beeverstruthers.co.uk



GC Business Growth Hub unlocks and accelerates the growth potential within Greater Manchester's business community to create a thriving and productive economy. We are passionate about business. We leverage local resources to unlock global opportunities, connecting people to people and businesses to businesses. No matter where your company is on its growth journey, our range of innovative solutions will help you fuel employment, skills, investment and enterprise for the benefit of all.

Since the Hub was founded in 2011, we've worked with countless businesses to secure investment and help increase sales, supporting the creation of new opportunities and safeguarding jobs across the region. From digital, creative and tech, to science, manufacturing, engineering, financial services, energy and utilities; we've got all sectors covered. And we work with businesses of all sizes from the self-employed and start-ups to SMEs and multinational companies.

Website: businessgrowthhub.com



Appleyard Lees is a long-established intellectual property firm, with a multidisciplinary team of patent and trade mark attorneys. From a network of offices, we provide Intellectual Property services to the whole of the UK, Europe and the rest of the world.

We are committed to delivering our highest service levels at the right cost. We have an experienced and dedicated team with specialist knowledge in technical areas including headline sectors such as Electronics & Software, Engineering & Physics, Chemistry & Pharmaceuticals and Life Sciences & Biotechnology.

Website: appleyardlees.com



The University of Manchester
Alliance Manchester Business School

Established in 1965 as one of the UK's first two business schools, Alliance Manchester Business School is part of the prestigious University of Manchester and the UK's largest campus-based business and management school. Ranked 2nd in the UK for research power their influential research impacts business locally, nationally and internationally and covers a broad range of areas across four divisions: accounting and finance; innovation management and policy; management sciences and marketing; and people, management and organisations.

With triple accreditation from AACSB International, AMBA and EQUIS, Alliance MBS provides industry-focused education across its undergraduate, Master's, MBA and Executive Education programmes. It also offers level 7 degree apprenticeships, funded by the Apprenticeship Levy, and postgraduate research programmes including the PhD.

Website: alliancembs.manchester.ac.uk



The University of Manchester

The University of Manchester is a truly global institution with a reputation for education and innovation that resonates across the world. We conduct a wide range of world-leading research; our research beacons are examples of pioneering discoveries, interdisciplinary collaboration and cross-sector partnerships that are tackling some of the biggest questions facing the planet.

Website: manchester.ac.uk



MID Communications are an independent franchise of O2 (Telefónica UK Limited). We provide O2 products and services under the O2 brand in line with O2's instructions. We are a fun, energetic & most importantly a professional company, operating locally within several communities across Greater Manchester, Lancashire, Merseyside, Cheshire and the Fylde coast. In total, we operate 15 O2 retail stores along with our head office and business centre, based in Rochdale, servicing over 7,500 SME's.

As we are ambassadors of the latest tech, we pride ourselves on our mission to become the go-to organisation for mobile connectivity, tech insight and advice to support not only Greater Manchester but also the Northwest.

Website: midcommunications.com

Premium Sponsors



TLT are a top 50, full service commercial law firm built on ambition, innovation and a dedication to client service delivery. Our dynamic Fast Growth team is led out of our award-winning corporate practice, supporting a wide variety of funders and investors, from business angels to institutional funds working on investments from seed rounds through series A, B, C and D. We advise ambitious people and businesses looking to achieve rapid growth on a full range of issues and have a strong track record of advising early stage ventures and entrepreneurs seeking investment. We are leading advisers to those ambitious businesses looking to “scale up” and achieve rapid growth, acting as a sounding board for early stage ideas and continuing that support as products and services are developed and exploited. Our multi-disciplinary team ensure that your ideas are fully protected, work with you when you are raising finance, draft and negotiate your key contracts and deal with the data and other regulatory requirements you need to meet.

Website: tlt solicitors.com



Verlingue Group is one of Europe's largest independent Employee Benefits and Insurance Broking groups employing over 1000 people and placing annual premiums in excess of €1.8bn. We are trusted advisors to a broad portfolio of clients both in the UK and overseas and, as members of the Worldwide Broker Network, we are often able to offer our clients global solutions and premiums not available elsewhere. Verlingue holds the prestigious Investor in Customer award in recognition of our exceptional customer service, support and advice.

Website: verlingue.co.uk



VisionEvents Manchester (VEM) are a full event production company located in Manchester. We bring together various elements of event design under one roof, making our clients lives easier when organising often complex events. Our vast spectrum of highly specialised skills allows us to offer you the full events package. This means you have just one main contact for your project who will pull together all these various aspects - regardless how big or small they are. Put simply, VisionEvents Manchester can complete every element of your creative and technical project.

Website: visioneventsmanchester.co.uk

Event Sponsors



The Lowry Hotel is a five-star contemporary hotel on the banks of the River Irwell. Part of the prestigious Leading Hotels of The World, The Lowry Hotel has gone through a full refurbishment in 2015 and 2016. Offering 165 bedrooms, six suites and the Charles Forte Presidential suite. The Lowry Spa is a contemporary space to enjoy treatments and The River Restaurant is one of Manchester's best restaurants to eat and drink. The River Bar has a more informal surrounding; a quiet place to network, drink and kick-back with a perfectly mixed cocktail, club sandwich, salad, or more substantial dish from our menu

Website: thelowryhotel.com



Latitude Marketing is a strategic marketing and design consultancy based at the Bonded Warehouse, Enterprise City and in Clitheroe. Our dynamic, highly skilled and talented team provide strategic marketing advice and fulfil campaigns that achieve proven outcomes.

Strategy, branding, rebranding, digital, social, websites, literature, advertising, content creation, PR, exhibition, event management and promotion are our mainstays.

Our unique feature beyond our creativity is our ability to go the extra mile. We are passionate about what we do and live and breathe a project much in the way you do. We focus on delivering a 'Return on Investment' and in developing lasting working relationships based on understanding and empathy.

Website: latitude.marketing



Transforming Through Tech

We're a small team, making a BIG impact on the businesses we work with.

A little bit about us

Yobah started out as a small consulting company which has since grown into a cloud-managed services and cybersecurity provider alongside a core of advisory, consultancy and design work. We're a group of experienced consultants and technical staff who have worked together on multiple large scale projects providing solutions for some of the UK's best known financial services brands. At the core of what we do is the want to find the right solutions to help our clients grow.

The right people for the job

We're passionate about providing the right people for the job so whilst our core team is small, we have access to big talent through our extensive network of specialists. We're in touch with some of the best minds in the business who operate on a freelance or contract basis and who have experience across a whole host of industries and disciplines. So whether you need an information security specialist, data architecture, DevOps engineer or server specialist, we have them ready to go.

Website: yobah.co.uk

Trailblazing Tech Awards

Manchester is the UK's biggest tech city outside of London, employing nearly 72,000 talented people in the region. We are celebrating our region's disruptors by giving them the opportunity to do a live tech demo of their new products. Our three finalists will showcase their tech product live on stage today where you, our audience, will decide who will win the pro-manchester Trailblazing Tech Award for 2021.

On Thursday 10th June our shortlist presented in front of our expert judges and were then put through their paces during our quick fire Q&A. Judges included Danny Simpson – MID Communications, Ed Prior – GP Bullhound, Caroline Monk – Beever & Struthers Julie Nauwelaers - TLT and Howard Read & Ean Davies Appleyard Lees.



Inovus Medical

Inovus Medical is a multi award winning designer and manufacturer of surgical training technologies based in St Helens, UK. The company was founded in 2012 with a clear purpose, to improve surgical care through connected training. At the heart of everything Inovus does are its core values of affordable, accessible and functional technologies.

Product

LapAR the world's first high fidelity laparoscopic box trainer, brings together the realism of expensive VR and the affordability of box trainer simulation, truly democratising access to a distance learning platform offering educational and training institutions the opportunity to deliver fully tracked laparoscopic simulation at a scale never before possible.

The LapAR platform consists of two versions, an institutional system and a take home simulator. Both systems enable full procedure training with tracking of performance metrics, making LapAR the only platform capable of delivering high fidelity, distance learning at scale.

LapAR is underpinned by ground breaking, Internet of Medical Things based technology that combines real feel soft tissue models, Augmented Reality overlays, computer vision based object tracking and machine learning feedback loops. LapAR represents a paradigm shift in the democratisation of surgical education.



PollenPay

PollenPay is a financial technology-driven payments company that enables customers to purchase products and services on a buy now, pay later basis, as an alternative to traditional credit.

Product

PollenPay provides a buy now, pay later (BNPL) service that gives an individual shopper the power to personalise instalment repayments on purchases they make instore and online. We believe our customers should have the power to manage their own cash flow with our slide bar feature. This allows our customers' repayments to fit around their individual circumstances.



PixelMax

PixelMax is a 3D technology software business that helps businesses solve any problems and wows their audience. Founded in 2019, the Company has changed how organisations network, promote, inform and educate its users by providing virtual events, digital twinning and product or process simulation. PixelMax wants to create a world where they amplify every voice, transform every experience and give every idea a chance. Businesses want to take ownership of their workplace communications and remove platforms that are not fit for purpose. Remote and hybrid working is here to stay, and PixelMax has the potential to be the long-term solution.

Product

As all businesses moved online due to the pandemic, employee engagement scores dropped and communication issues increased, especially with out of office working. PixelMax reacted upon this and created an immersive communications platform to pivot from the industrial digitisation space and usual video conferencing. The platform has the ability to render an environment or asset which can be accessed by any device and delivered to an unlimited amount of users. PixelMax has delivered a range of virtual events for blue-chip organisations including the Union of European Football Associations (UEFA) and the Chartered Institute of Public Relations (CIPR). The platform has excellent UX, increased engagement, real time chat, presentations, workshops and networking opportunities. PixelMax now offer bespoke features including mini games, wellness rooms, live social media feeds, breakout rooms and developing stand purchases.

Shortlisted



pro-manchester

pro-manchester is the largest business development organisation in the North West. Often described as 'the gateway to the business community'.

With around 250 members from a huge variety of sectors, we are here to support the growth and development of businesses across the North of England. Established in 1986, pro-manchester is the member's organisation representing the business, financial and professional sector in Greater Manchester.

Our key success factors are membership, events, networking and business development. We host up to 150 events each calendar year and increase professional excellence through knowledge sharing, creating partnerships and staying ahead of the ever-changing business environment.

If you're interested in becoming a member or want to attend any more of our events, head to **www.pro-manchester.co.uk**

pro-manchester
Level 9, Tower 12
The Avenue North
18/22 Bridge Street
Spinningfields
Manchester
M3 3BZ

T: 0161 833 0964
E: admin@pro-manchester.co.uk
W: www.pro-manchester.co.uk
T: @promanchester



If you're interested in sponsoring any of our future events please contact
Oliver.GalvinJones@pro-manchester.co.uk