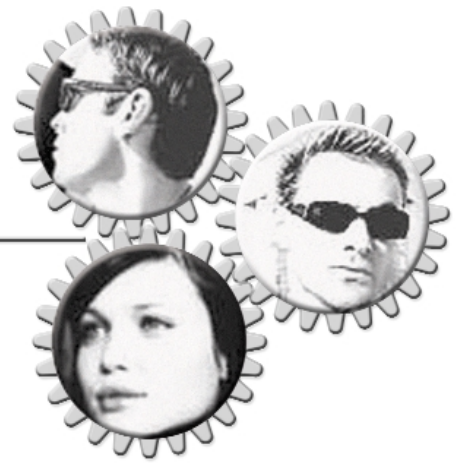


## Make it Happen

The quarterly newsletter published by CU Entrepreneurs

CU Entrepreneurs Summer 2003 Issue 1



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](http://www.cue.org.uk)

### Dear Entrepreneurial Community,

*"There is one thing stronger than all the armies in the world; and that is an idea whose time has come."* – Victor Hugo.

At Cambridge University Entrepreneurs we make all the initiative to foster and facilitate creation of such ideas that makes difference in socio-economic structure of communities. Having begun in 1999, the society has grown into a mature student run organisation awarding £100,000 worth of prize money (**highest globally**) through three streams of business plan competitions. With the number of entries reaching an all-time high of almost one hundred, the enthusiasm of the organisation is bolstered with the shift in attitude of students towards entrepreneurship, visionary **support from Sponsors** and collaborative inputs from organisations (Cambridge Enterprise, CfEL) and individuals working for the same mission.

This year will see the introduction of a series of new and exciting initiatives including the launch of the **3P** (People, Planet, Productivity) social entrepreneurship competition and the hosting of the **Global Start Up Workshop**, in conjunction with the MIT\$50k. The £50k and £1k competitions, along with their supporting activities and events, will continue to be strengthened. Every year brings along with it different flavour of students, mentors, speakers, events and it is our effort to amalgamate these clusters to form a coherent mission to infuse and further the spirit of entrepreneurship.

Finally, I would like to thank the past committee for laying the foundations and setting up the momentum that will enable us to create the next generation of Cambridge University Entrepreneurs. We commit to do our best to **"make it happen"** for the coming year.



Jasdeep Singh

President – CU Entrepreneurs



Seena Rejal

Chairman, ex-President

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*Make it happen* is written and produced for circulation amongst CU Entrepreneur members, sponsors and fellow entrepreneurs, and may not be forwarded to any third party without prior permission from CU Entrepreneurs. For more information on articles featured or future submissions contact:

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## Dear CU Entrepreneur members, sponsors and fellow entrepreneurs

It's with great pleasure that CU Entrepreneurs has decided to introduce a regular newsletter to better inform and update the ever growing number of people interested in our student organisation. The purpose of this newsletter is to highlight the events and activities that may be of interest to you. This includes our business plan competitions our calendar of events for 2003-2004 as well as an update from our previous £50k winners.

As always we would love to hear from our current members, alumni or other people/organisations who would be willing to share their entrepreneurial knowledge and experiences.

**Jeremy Sosabowski** (*Jesus College*) >>>  
CU Entrepreneurs External Relations  
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## CU Entrepreneurs 2002 – 2003 In pictures



HRH the Duke of York encourages our members to make it happen at our 2002 Grand Launch.



Our 2002 £50k qualifying dinner at Kings College.



Enecsys (winners of the 2003 50k Competition) at our May 2003 prize giving ceremony.

*Left to right: Professor Gehan Amaratunga, Lesley Chisenga, Asim Mumtaz, Jayanti Durai, Dr Anthony Winter.*

## A brief overview of our 2003 £50k winners



**Enecsys** (previously known as Cambridge Solar Electronics) Winner of the 2003 £50k Business Creation Competition (total prize money £30,000)

Most solar power generation systems consist of a number of solar panels whose summed output is fed into a large power conditioning unit (PCU). The PCU has long been the Achilles heel of solar power systems; responsible for 80% of system failures.

Enecsys has developed revolutionary technology that allows the integration of the power electronics into the back of each panel.

Team members include: Asim Mumtaz (CEO), Jayanti Durai (CFO), Lesley Chisenga (CTO), Mark Kinsey, Mo Salih and Professor Gehan Amaratunga (head of advisory board).

More can be found information:  
[www.enecsys.com](http://www.enecsys.com)



**Novexin** Runners up in the 2003 £50k Business creation competition (total prize money £10,000)

Novexin is focused on the production of proteins for drug discovery, development and large-scale manufacture. The market in protein-based drugs is currently value in excess of £12 billion per annum. With the recent sequencing of the human genome this market is expected to see explosive growth as the path from gene to function protein to the next generation of blockbuster drugs is fully exploited.

More information can be obtained by e-mailing: [info@novexin.co.uk](mailto:info@novexin.co.uk)

## AccelErector

**AccelErector** Runners up in the 2003 £50k Business creation competition (total prize money £10,000)

A patentable solution to provide self-erecting scaffolding towers.



Lookout for the 2004 50k Winners & Runner's up company profiles

## 3P (People, Planet, Productivity), the brand new CU Entrepreneurs business plan competition for 2003-2004



**Nicola Dee**  
(3P Lead)

**Nicola Dee (3P Lead) is working towards a PhD at the Institute for Manufacturing: 'high-technology enterprises investing in environmental technologies'. She is currently spearheading the brand new CU Entrepreneurs 3P competition:**

When I did my undergraduate course at Cambridge a few years ago, I'd never heard of the word 'entrepreneurship', let alone knew how to spell it. I then left university and went to the Philippines as an assistant on a PhD project looking at fish populations in marine reserves. This allowed me to combine my passion for conservation with diving – but I left frustrated. We witnessed the destruction of dynamite fishing, the dilemma of local fisherman when trying to feed their families from dwindling fish stocks, the coral bleaching from cyanide fishing for tropical fish, the death and maiming of locals from extreme fishing methods, the silt run-off from de-forested land, the over-population of an island where their shell fish fed off human faeces, the desire of a father to rid his five year old daughter of a headache when there was no medicine available, and the fear when we were told to go into hiding from what was thought to be the arrival of the Abu-Sayif (Muslim terrorist group).

I do believe that the developed countries are often viewed as an example to developing countries. I believe that business is a powerful force of change. I also believe that the problems in the Philippines are just a tiny part of many global social and environmental problems - many of which start at home. My story is not dissimilar to many other students at Cambridge. CU Entrepreneurs are now providing a vehicle of change to tackle social and environmental issues with a very powerful tool- the brains and enthusiasm of Cambridge University students. We are introducing a new business creation competition called 3P, for People, Planet and Productivity. This will support people with businesses which are explicitly environmental or social and are profit or non-profit. We also expect the 50k and 1k competitions to incorporate an appreciation of their environmental and social impacts.

The competition will be run in parallel with the 50k competition, and will demand just as rigorous a test of people's business ideas in combination with the support from lectures, mentors, networking events, workshops and so on. This is in response to student demand, and we expect the success of the new competition to be disseminated to other universities at the GSW event.

If you wish to support us in this pioneering endeavour, please get in touch with Nicky Dee e-mail: [nd248@cam.ac.uk](mailto:nd248@cam.ac.uk)



## Very Important Dates for 2003-2004

Date/s	Venue/Times	Description
<b>Grand Launch 2003</b> Wednesday 15 October 2003	18:00 for 18:30 Concert Hall, West Road, Cambridge CB3 9DP.	<i>Official Launch of our 2003-2004 business plan competitions including our brand new 3P competition.</i>
<b>£50k &amp; 3P Qualifying dinner</b> Friday 16 Jan 2004	19:30 for 20:00 Kings College, Cambridge CB2 1ST.	<i>This formal black tie event is part of the £50k and 3P business plan competition process.</i>
<b>GSW</b> Friday 26 to Sunday 28 March 2004	(need times here?) International conference held in Cambridge (UK), see details below.	(Global Start-up Workshop)
<b>Prize giving ceremony</b> May 2004 (need date here?)	18:00 for 18:30 Concert Hall, West Road, Cambridge CB3 9DP.	<i>Prize giving ceremony for the £50k, 3P and £1k business plan competitions.</i>

## GSW (Global Start-up Workshop): CU Entrepreneurs and MIT \$50K

CU Entrepreneurs is pleased to announce that it will be hosting a global start-up workshop (GSW) in conjunction with MIT \$50k, our partner organisation in the US, see <http://50k.mit.edu/>

This international conference will be hosted in Cambridge (UK) and will be a platform to promote best practices in the organisation of business plan competitions around the world with a host of renowned academics and businessmen, sharing their experience and ideas.

It also act as a forum and showcase for winners from various business plan competitions. The preliminary dates for the GSW conference will be from 26 to 28 March 2004.

**Further information can be obtained from the CU Entrepreneurs GSW Lead, Dr Bernard Leong (Sanger Institute, Cambridge): [cwbi2@cam.ac.uk](mailto:cwbi2@cam.ac.uk).**

## Michaelmas Events in a Nutshell (October – December 2003).

Please subscribe to our mailing list - via our website [www.cue.org.uk](http://www.cue.org.uk) - to receive the latest information.

Date	Day/s	Description
October 7-8, 2003	Thursday - Friday	Freshers' Fair
October 15, 2003	Wednesday	Grand Launch
October 21, 2003	Tuesday	Enterprise Tuesday + Meet the Millionaire
October 30, 2003	Thursday	Stories of my Start Up
November 11, 2003	Tuesday	Enterprise Tuesday + 50k exclusive
November 18, 2003	Tuesday	Enterprise Tuesday + 3P exclusive
November 27, 2003	Thursday	Ideas Market 1, Executive Summary Surgery
December 4, 2003	Thursday	Team Building, Ideas Market 2
December 12, 2003	Friday	Deadline for Exec. Summary (3P and £50k) + Christmas Party

## Our competitions for 2003 – 2004:



### Business Creation Competition

- > Top prize of £30,000.
- > Most entries from IT, Biotechnology and Engineering sectors.
- > Executive Summary Deadline: 12th Dec, 2003.
- > Full Business Plan Deadline: 15th Mar, 2004.
- > Email: [50k@cue.org.uk](mailto:50k@cue.org.uk) for more information.



### People, Planet and Productivity

- > A new competition encouraging businesses with social and environmental impacts.
- > Same deadline as 50k Competition.
- > Email: [3p@cue.org.uk](mailto:3p@cue.org.uk) for more information.



### Business Idea Competition

- > To help develop imaginative and creative ideas that have the potential to be lucrative businesses.
- > Up to 10 prizes of £1,000 are awarded to winners unconditionally.
- > Single deadline: 15th Mar, 2004.
- > Email: [1k@cue.org.uk](mailto:1k@cue.org.uk) for more information.



## Committee contact details

(Alphabetical order)

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<b>Nicola Dee</b> Email: <a href="mailto:nd248@cam.ac.uk">nd248@cam.ac.uk</a>	3P Lead
<b>Ehsan Abdi Jalebi</b> Email: <a href="mailto:ea257@cam.ac.uk">ea257@cam.ac.uk</a>	1K Lead & Junior Treasurer
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