

Cambridge University Entrepreneurs

COMPETITIONS HANDBOOK 2005/2006

CUE Business Creation Competition (CUEBiC)

**3P (People, Planet, Productivity) Business
Creation Competition**

Platinum sponsor:



Gold sponsors:



Content

1. INTRODUCTION	-----	3
2. ACKNOWLEDGEMENTS	-----	5
2.1 CfEL and CE	-----	5
2.1.1 About the Centre for Entrepreneurial Learning	-----	5
2.1.2 About Cambridge Enterprise	-----	5
3. WHICH COMPETITION DO I ENTER?	-----	6
4. COMPETITION PROCESS	-----	6
4.1 Overview	-----	6
4.2 Timeline	-----	6
4.3 Teaching and social events	-----	6
5. RULES	-----	7
5.1 Eligibility	-----	7
5.2 Entry fee	-----	8
5.3 Content	-----	8
5.4 Executive Summary Submission	-----	8
5.5 Full Business Plan Submission	-----	9
5.6 Final presentation to judges	-----	9
5.7 Judging	-----	9
5.8 Prizes	-----	10
5.9 Confidentiality of your Entry	-----	10
5.10 Protection of your Intellectual Property	-----	10
6. ENTRY PACK	-----	12

1. INTRODUCTION

Welcome to another exciting year with Cambridge University Entrepreneurs (CUE).

Beginnings

CUE is a passionate student organisation aiming to develop an entrepreneurial culture amongst the university population, to facilitate and support the creation of world class firms, and to catalyse the commercialisation of research in the university. We have been organising business creation competitions since 1999, starting with the £30k and £1k competitions: the former a business creation competition, the latter focussing on creating business ideas. The £30k competition has evolved to become the '£50k Business Creation Competition'. The '3P (People, Planet, Productivity) Business Creation Competition' was later launched to encourage social and environmental entrepreneurship.

Where Angels Dare

In May 2005, we introduced 'Where Angels Dare' at the annual Award Ceremony, where the three winners of £50K Business Creation Competition were given an opportunity to make their pitch for investment funding, live on stage, to an impressive panel of business angels. The esteemed group of angels included David Cleavelly, Sherry Coutu, Hermann Hauser, Andy Richards, Robert Sansom, Hugh Parnell representing GEIF and Boyd Mulvey representing Create Partners. BBC's Dragon's Den star and Cambridge Angels co-founder Doug Richard was a lively addition as the coordinator to the panel onstage. Excitement and tension ran high as each winning team was put on the spot to answer tough questions from the angels in their bid to receive funding. In the exciting bout of negotiations, Boyd Mulvey of Create Partners led the angels in reaching an investment deal of £150,000 with EnvAI, the double-winner for both £50K and 3P competitions.

£50K to CUEBiC

The great success of 'Where Angels Dare' in May convinced us that the time was right for the £50k Business Creation Competition to evolve. The new CUE Business Creation Competition (CUEBiC) will bring in more involvement from the Cambridge business community and challenge the participants with more real-life business scenarios. The winners of the competition will be awarded an opportunity to make their pitch for investment to a panel of respected business angels and seed funds.

Competitions in 2005/2006

CUE Business Creation Competition (CUEBiC)

To create businesses with innovative ideas and high growth potential

3P (People, Planet, Productivity) Business Creation Competition

To create sustainable businesses or charities with social and environmental focus

The competitions will take you through a unique and powerful learning process, as well as providing some exceptional opportunities:

- Introduction to a network of world-class entrepreneurs, investors and potential partners
- Introduction to the private equity world in and around Cambridge
- Mentoring by established and seasoned professionals
- Training in essential business skills
- Feedback on your work from world class entrepreneurs
- Media exposure for your business idea

The Challenge

Each competition is a process, a learning experience, and ultimately a challenge - a challenge that we, as organisers, lay down to you. There are no better places in the world than Cambridge to face this challenge and Make It Happen!

Leon Ooi
Competition Manager
Cambridge University Entrepreneurs

JOINING CUE:

We welcome anyone with enthusiasm and will to participate in, or help organise, our events and competitions.

Email us at membership@cue.org.uk with your **name, email address, college, subject, graduation year (where relevant), and your interest.**

Please also visit our website at:

www.cue.org.uk

2. ACKNOWLEDGEMENTS

CUE would like to express our gratitude and appreciation to our current sponsors. Without their support, our competitions would not have taken place.

They are:



The
Cambridge-MIT
Institute

ARM



HLBBshaw
European Patent & Trade Mark Attorneys

2.1 CfEL and CE

We would also like to thank **Cambridge Enterprise (CE)** and the **Centre for Entrepreneurial Learning (CfEL)** for their continuous support, advice and training for participating teams and CUE as organisers.

2.1.1 About the Centre for Entrepreneurial Learning



The Centre for Entrepreneurial Learning aims to spread the spirit of enterprise by providing teaching and training that inspires and builds skills in the practice of entrepreneurship. The Centre collaborates with over 200 experienced entrepreneurs, innovators and other practitioners to deliver relevant and practical programmes. The Centre work with nascent and novice entrepreneurs to help give them the knowledge, tools, contacts and confidence to transform their ideas into reality.

Website: www.entrepreneurs.jbs.cam.ac.uk

Competition role: Education and support for all entrants in partnership with CU Entrepreneurs.

2.1.2 About Cambridge Enterprise

**Cambridge
Enterprise**
Knowledge to Value

Cambridge Enterprise exists to help University of Cambridge inventors, innovators and entrepreneurs make their ideas and concepts more commercially successful for the benefit of society, the UK economy, the inventors and the University. Cambridge Enterprise brings the University's commercialisation activities together into one organisation, to enhance the University of Cambridge's contribution to society through knowledge transfer from the University to the community.

Website: www.enterprise.cam.ac.uk

Competition role: Organisation of judging, provision of mentors, specific business skills training for finalists, and post competition support.

3. WHICH COMPETITION DO I ENTER?

CUE Business Creation Competition (CUEBiC)

Participants of this competition would create businesses that are:

- With high growth potential
- Innovative, very often hi-tech based
- Seeking business angel investment

3P (People, Planet, Productivity) Business Creation Competition

Participants of this competition would create businesses or charities that are:

- Socially and /or environmentally focused
- Sustainable
- For-profit or not-for-profit

*A particular idea may enter **only one** of the above-mentioned competitions.

4. COMPETITION PROCESS

4.1 Overview

The process is the similar for both CUEBiC and 3P.

1. Teams submit executive summaries for the first round by **5pm on 12th December 2005**.
2. Finalists will be chosen by judges based on the executive summaries in January 2006
3. Finalists for both competitions must submit a full business plan by **5pm on 20th March 2006**
4. Winners will be announced at the Awards Ceremony in May 2006.

Teams can be of any size, and the only requirement for entry is that one principal member of the team is a fulltime registered student at any level at the University of Cambridge. The entry fee is £20 per business plan.

Throughout the competition, CUE will be supported by the Centre for Entrepreneurial Learning (CfEL) and Cambridge Enterprise (CE) to provide teams and individuals with education, support and inspiration. Judging is carried out by an independent team of experienced entrepreneurs and venture capitalists.

4.2 Timeline

13 th October 2005	CUE Annual Grand Launch
19 th November 2005	Boot Camp 1 – One-day training for potential competition teams
12th December 2005	5pm - First round submission of executive summary
12 th January 2006	Finalists announced at Qualifiers' Dinner
28 th -29 th January 2006	Boot Camp 2 – Two-day training for finalists
20th March 2006	5pm - Final round submission of full business plans (finalists only)
May 2006	Awards Ceremony - 'Where Angels Dare'
June 2006	Gala Networking Reception and Dinner

4.3 Teaching and social events

4.3.1 Enterprise Tuesday

CUE has teamed up closely with the Centre for Entrepreneurial Learning to provide education and support during the competitions. Enterprise Tuesday aims to introduce participants the world of business, as well as to encourage and inspire individuals to pursue their entrepreneurial ambitions. Enterprise Tuesday sessions run in conjunction with CUE Business Creation Competitions, and assist you in preparing your competition entry by providing you with the skills and know-how that you will need. Enterprise Tuesday is a free evening programme open to all Cambridge University staff, students and members of the local high tech business community. It is the most popular non-assessed programme within the University.

To sign up for the programmes, please visit the CfEL website at www.entrepreneurs.jbs.cam.ac.uk

4.3.2 Boot Camps

Boot Camp 1 is designed to provide potential participants of CUE competitions some basics of business planning, and skills needed to prepare for their first round executive summary.

Boot Camp 2 is an intensive course designed to help finalists to formulate effective business plans; particularly targeting areas such as marketing, financial and IP issues.

4.3.3 £100 Pitch Challenge

This is a series of workshops open to all University members, where each event will be focussed on a particular aspect of a good business pitch. Participants will have an opportunity to pitch their ideas to a panel of judges, and receive valuable feedback on their pitch. The winning pitch will be awarded a cash prize of £100.

4.3.4 Qualifiers Dinner

This is an annual black-tie dinner where the finalists for the two competitions will be announced. The finalists will have the opportunity to make a 55 second “Elevator Pitch” at the Qualifier’s Dinner to an audience of fellow entrants, judges, mentors and invited guests from the business community.

4.3.5 Awards Ceremony

Winners of CUEBiC and the 3P Business Creation Competition will be announced at this event. CUEBiC winners will be given an opportunity to make their pitch for investment funding to an impressive panel of business angels live on stage. A further ‘wild card team’ will be selected from the CUEBiC finalists by the panel of angels and will be invited to join the CUEBiC winners in making a pitch on stage.

4.3.6 Gala Networking Reception and Dinner

This annual event in London is organised by Cambridge Enterprise. It brings together winners, finalists, industry experts, angel investors and venture capitalists from around the world for a prestigious black tie dinner and networking event.

5. RULES

The following rules apply to both CUEBiC and 3P competitions unless otherwise stated.

5.1 Eligibility

- 5.1.1 All staff and students at all levels of education and from any department, registered with the University of Cambridge for the year 2005/2006 are eligible to enter. This includes visiting and exchange students. The only exception to this rule is the President of Cambridge University Entrepreneurs who may not enter any competition during his tenure as president. There are no restrictions for all other CUE committee members or organisers, as they will not have access to confidential information regarding the competition.
- 5.1.2 Other people that do not meet this requirement may join or form teams, provided that at least one of the principal entrants on the team meet the requirement in 5.1.1 above. It is understood that the winning team would, upon incorporation, have at least one entrant described in 5.1.1 as a board director.
- 5.1.3 Competitors are encouraged to seek the involvement of faculty members, alumni, post docs, researchers and other staff. Multidisciplinary teams are seen to do best but there are, however, no restrictions on the composition of your wider competition team.
- 5.1.4 Teams that have already secured arrangements for capital from any source must disclose the amounts and sources clearly in their entries. (For example, generating cash from sales revenues or contracts, research grants, personal/family funds). Ideas that have received outside investment from venture capital firms, private investors or industry sources before the finalists are announced, will be automatically disqualified.

5.2 Entry fee

Entry fees for both CUEBiC and 3P competitions are £20 per business plan entry. Teams with multiple business plan entries will be charged multiple entry fees. A particular idea may enter **either** of the CUEBiC and 3P competitions but not both. A cheque payable to 'Cambridge University Entrepreneurs' (or cash payment) should be included in the **first round** of submission materials. Failure of fee payment on time will result in rejection of the entry.

Payments are valid only for competitions in 2005/2006 and are not transferable to future CUE competitions.

5.3 Content

- All entries must be the original work of the entrants.
- Entries should be made with full understanding of University regulations on Intellectual Property Rights. It is the responsibility of the Entrant to ensure that no third party (such a research sponsor or another member of the University who participated in your research) has any rights in your idea which might prevent your exploiting it. Do not disclose any proprietary information about your idea on the Entry Form, as this information will be published.
- It is recommended that entrants obtain a letter from the appropriate person within their department e.g. the Head of Research or Supervisor, confirming they know a business plan has been submitted in relation to your idea.
- Entrants for the '3P Competition' Competition need to clearly demonstrate the social and environmental purpose of their venture, in addition to many of the traditional business plan headings.

5.4 Executive Summary Submission

ALL submissions must be made in paper in sealed envelopes. Online submissions will not be accepted.

5.4.1 Deadline: 5pm on 12th December 2005. You are advised to arrive before 4:50pm.

5.4.2 Venue: Paper submissions must be made in full, **in person** at the address below:

Cambridge Enterprise
10 Trumpington Street, Cambridge CB2 1QA
Tel: 01223 760339

5.4.3 Documents required for EACH business plan entry:

- 12 copies of Executive Summary with **no more than 1500 words** (including appendices)
- cheque/cash payment of £20, payable to 'Cambridge University Entrepreneurs'
- 1 fully completed Entry Pack given in section 6 of this hand book

5.4.4 Public summary

A public summary of no more than 100 words will be required as part of the Entry Pack. It will be used for circulation for press releases and CUE competition publications for promotional purposes.

5.4.5 Penalties:

- Competition entries will be processed in the order in which they are received. Participants are advised to complete all the documents before arriving at Cambridge Enterprise. No entries will be accepted after **5pm on 12th December 2005**.
- Participants are required to provide an accurate word count of their Executive Summary and the Public Summary submitted in the Entry Pack. Anything beyond the 1500 word limit for the Executive Summary and the 100 word limit for the Public Summary will be disregarded.

- Incomplete submissions with missing documents, incomplete fields or missing signatures will be rejected.
- If an insufficient number of copies or uncollated papers are submitted, this will not be rectified and as a result will not be sent to the judges.

5.5 Full Business Plan Submission

Only finalists announced at the Qualifier's Dinner in January 2006 will be required to submit 12 copies of a full Business Plan.

The full Business Plan should be no more than 40 pages, including all text, graphics and appendices. Finalists will be required to provide a page count. Any pages exceeding the limit will be disregarded by the judges.

All submissions must be made in paper in sealed envelopes.

Deadline: 5pm on 20th March 2006. You are advised to arrive before 4:50pm. Entries submitted after this time **will not be accepted**.

A poster will be required for each finalist Business Plan for public exhibition purposes on the Awards Ceremony and future CUE events. The poster will need to be in electronic form.

Further details on the final round submissions including the poster submission will be given to the finalists after the qualifying round.

5.6 Final presentation to judges

Each finalist team will be asked to present to the Judging Panel for **not more than 10 minutes**, which will include a question and answer session. Its purpose is primarily to clarify issues that arise from the proposed business. However it is also a golden opportunity to convince the judges that the team will be able to meet or surpass its business goals and challenges.

No AV equipment will be provided for this final presentation.

5.7 Judging

- The Judging Panels of both CUEBiC and 3P competitions will be appointed by Cambridge Enterprise and will include experienced entrepreneurs and venture capitalists. They are highly experienced and respected members of the wider entrepreneurial community and are under the supervision of the Cambridge Enterprise Judging Coordinator to ensure the impartiality of judging.
- The Judging Panel reserves the right to disqualify any entry that, in its opinion, violates the letter or the spirit of the Competition Guidelines.
- The Judging Process is as follows:
 - Finalists are short-listed from the Executive Summaries submitted in December 2005.
 - Winners are determined from the Full Business Plans submitted and the 10 minute presentation and discussion session with the Judging Panel.
- Judges' feedback will be provided for each entry.
- Judging criteria will be available online at www.cue.org.uk.
- Judges' decisions are final and not subject to appeal.

5.8 Prizes

Start-up packages will be awarded the winning teams for both CUEBiC and 3P competitions, which must be claimed in instalments linked to agreed milestones in setting up the business.

Winners of CUEBiC will also be awarded an opportunity to make their pitch for investment to a panel of respected business angels and seed funds at the Award Ceremony.

Prizes in the form of sponsored services might also be awarded to the finalists or the winners

5.9 Confidentiality of your Entry

- All judges with access to the entries will sign a nondisclosure agreement. A copy of the NDA is included at the end of the Handbook.
- You will be asked to submit a title for your business idea and a short (100 words or less) public summary. This **will** be published by the organisers in promotional materials, press releases etc. Do not disclose proprietary information about your idea in the short public description.
- Similarly, a qualified mentor may be provided from whom to obtain feedback. Following your consent, your entry may be shared with prospective mentors who will **agree verbally** to a non-disclosure agreement. Mentors will be selected for finalist teams.
- Your entry may also be shared with prospective investors – the panel of business angels and seed funds on ‘Where Angels Dare’ Award Ceremony

5.10 Protection of your Intellectual Property

- Cambridge University Entrepreneurs, the Organisers, and Sponsors of the CUEBiC and 3P Business Creation Competitions have taken reasonable measures to ensure the confidentiality of your entries.
- The Sponsors and Judges of the Competitions include non CUE organisations that are in the business of working with and investing in the ideas of entrepreneurs. Note that sponsoring organisations and mentors will agree to a confidentiality agreement which extends for twelve (12) months after the public announcement of the winners of the Competition.
- Copies of these confidentiality agreements are available from the CUE Judging Coordinator. The competition cannot and will not take further responsibility to protect the intellectual property or other rights of the Entrants.
- The protection of these rights is the ultimate responsibility of each entrant. Entrants are urged to mark as “confidential” any portion of their Entries that they consider to be confidential. Entrants should be careful about disclosing any patentable concepts in the entries.
- Entrants looking to incorporate are strongly advised to seek professional advice on issues surrounding Intellectual Property Rights. A list of recommended bodies is available from CE, on request.
- Please also refer to the document in the **next page**.

INTELLECTUAL PROPERTY

Intellectual property covers a range of topics including patents, copyright (for example in software), trade secrets, database rights and design rights. Some rights are protectable through registration, such as patents and design rights, and some are automatic, such as copyright. Patent protection is often very important to technology based companies and this sheet looks at some of the basic issues involved in obtaining patent protection, and ownership of intellectual property within the University.

A basic “rule of thumb” guide to whether or not your idea should be investigated further for patent protection.

Answer yes/no to the following:

	Yes	No
Is it novel? If it has been made public in any way (e.g. through a conference paper, publication, abstract or public talk, including on the internet) then it is no longer novel.		
Is it inventive? If your idea is obvious to someone knowledgeable in the field then it may not be inventive.		
Does your idea have industrial utility? You cannot patent something that does not have an identifiable use.		

If you have answered ‘yes’ to all of the above questions then it is worthwhile asking the advice of a patent expert.

EXCEPTIONS

There are a few classes of inventions that cannot be patented:

- | | |
|---|--|
| <ul style="list-style-type: none"> • Discoveries • Scientific theories • Mathematical formulae | <ul style="list-style-type: none"> • Surgical procedures • Plant or animal varieties • Business schemes |
|---|--|

In addition to the usual scientific abstract databases there are websites that allow you to search published patent applications: www.gb.espacenet.com. Please be aware that patent applications are only published 18 months after they are initially filed and that the claims in an application may change considerably prior to the grant of the patent.

UNIVERSITY POLICY

The University’s policy on IP ownership can be found at: www.rsd.cam.ac.uk/about/policies/ip

STUDENTS

The ownership of IP created by students is a complex issue and depends on a number of issues.

You should ask yourself these questions:

1. Might the idea be covered in any way by contractual obligations undertaken by the University e.g. through research grants, studentships or material transfer agreements?
2. Might the idea be “pulling” on intellectual property of others in the department, or make significant use of departmental facilities?
3. Graduate students – what are the terms of your studentship or research contract?

CO-INVENTORS

Consider carefully whether anyone else has been involved in the invention. Is there anyone else who could legitimately say that they have made an intellectual input to the invention? This means that they have been more than “a pair of hands” doing what was instructed, but actually contributed intellectually.

ADVICE ON PATENTS

Cambridge Enterprise, the University of Cambridge commercialisation office, is always pleased to help and offer advice. Please contact one of our specialists as listed at www.enterprise.cam.ac.uk or email us at enquiries@enterprise.cam.ac.uk

PATENT SURGERIES

Cambridge Enterprise’s Business Creation Team holds regular “surgeries” on Wednesday afternoons during the Michaelmas and Lent terms. Patent lawyers and other professionals give their time for free to offer their expertise in a 40 minute confidential meeting.

For further information please visit www.enterprise.cam.ac.uk

REMEMBER – IF IN DOUBT, FIND OUT!

6. ENTRY PACK

Please find the following:

- Submission Checklist
- Statement of Entry
- Executive Summary Entry Form
- Disclaimer
- Non-Disclosure Agreement for Entrants

Copies of these and further information can be found at www.cue.org.uk. Please read the **Rules** carefully to ensure you submit your documents correctly.

Also enclosed is the *Non-Disclosure Agreement for Judges* for reference.

CUEBiC/3P

SUBMISSION CHECKLIST

TEAM NAME:

COMPETITION:

WORD COUNT: _____ words

I confirm that I have enclosed the following documents:

- Two** copies of submission checklist - completed
- NDA – signed and dated by all team members
- Disclaimer – signed and dated by all team members
- Statement of Entry – signed and dated by all team members
- 1 Entry Form with all fields completed
- 12 copies of Executive Summary
- Payment of entry fee - £20

NAME:

SIGNATURE: _____

DATE:

PLEASE NOTE:

TWO copies of this document will be required at submission

.....
INTERNAL USE ONLY

Time Received: _____

Date Received: _____

Documents checked: Yes/No _____

Entry Fee Received: £ _____

Payment Method: Cash / Cheque _____

Signed: _____

On behalf of CU Entrepreneurs

CUEBiC/3P

STATEMENT OF ENTRY

TEAM NAME:

N.B. THIS FORM MUST BE COMPLETED BY EACH TEAM MEMBER

I confirm that I have read the competition rules as laid out in the CUEBiC/3P Business Creation Competition 2005/06 handbook and agree to abide by them.

I confirm that I have verified the intellectual property position of my contribution to the team's entry and that it is my original work. To the best of my knowledge, my team's entry does not infringe the intellectual property rights of any third party and is not subject to any agreement or restriction which would prohibit or restrict the disclosure of the entry to the Competition or the exploitation of the plans contained in the entry.

I have informed my supervisor and/or a senior member of my department of my participation in the competition and the nature of my team's entry.

NAME:

SIGNATURE:

DATE:

CUEBiC/3P EXECUTIVE SUMMARY ENTRY FORM

TEAM NAME: _____

Team Composition:

Please provide details of all team members. Please clearly indicate principal entrant.

Name	College	Department	Year of Study (eg. 1 st BA, 2 nd PhD)	Email	Telephone
------	---------	------------	---	-------	-----------

Public Summary (maximum 100 words):

Other entries:

Please list any other entries any team members may be involved with.

Name	Entry	Competition
------	-------	-------------

Competition Disclaimer 2005/6

Definitions:

Term	Definition
Competition	Cambridge University Entrepreneurs CUEBiC/3P
Entrant	Individual / team who submits an entry to the competition
Ideas	Ideas and concepts contained in an Entry
Entry	Entrant submitted executive summary
Plan	Entrant submitted full business plan
Guidelines	Located within the Rules section of the Competition Handbook
Organisers	Cambridge University Entrepreneurs
Officials	Organiser, Cambridge Enterprise, Centre for Entrepreneurial Learning, judges and mentors

By submitting an Entry to the Competition the Entrant/s agrees to the following conditions:

Originality

The Ideas, Entry and Plans submitted by the Entrant will be the original work of the Entrant(s) and will not, to the best of the Entrant's knowledge infringe the intellectual property rights of any third party. Neither the Ideas nor the Entrant(s) is subject to any agreement or restriction which would prohibit or restrict the disclosure or submission of the Entry concerned to the Competition or exploitation of the Ideas in accordance the Entry or Plan concerned.

Compliance

We confirm that we have read the Guidelines and by signing this Disclaimer certify that their Entry complies with, and we agree to abide by, those Guidelines.

Liability

We acknowledge that the Competition Officials are volunteers, assisting with a student run, minimal entry fee, prize competition, and have no duty to provide any advice or service to any Entrant. In particular, but without imitation, any views expressed by Competition Officials are their own opinions, given in good faith, and not those of the University of Cambridge or any other person or entity. Teaching is provided as teaching only (not advice) and is not a substitute for professional advice necessary to develop any idea into a commercial venture.

Understanding

We understand that Competition Officials will take reasonable steps to keep Entries confidential, subject to the need to share and circulate information as necessary to facilitate smooth running of the Competition. We acknowledge and agree that legal protection of the intellectual property rights in any Entry beyond that provided by signature of the Judges[and Mentors] Non-Disclosure Agreement is the sole responsibility of the Entrants.

In consequence we understand and agree that, save in relation to personal injury or death caused by negligence or in respect of fraud or fraudulent misrepresentation,

(a) no warranties are made in relation to the Competition or views expressed by or conduct of Competition Officials; and that

(b) neither the Competition Officials nor the University of Cambridge shall be liable for any damages or expenses of whatsoever nature and howsoever arising (and whether in contract, tort, negligence or for breach of statutory duty or misrepresentation) in connection with an Entry, the Competition or views given by Competition Officials, including without limitation any indirect, incidental or consequential loss.

The Entrant/s agrees to respect, and protect, the confidentiality of any information shared between other Entrant/s of the Competition.

Signatures

Each individual or team member of an Entry MUST all sign, and date, below to show their understanding of the above (please enter Entry /Team name as well). Continue overleaf if necessary.

Entry / Team name:

Name (printed)	Signature	Date

NDA for Entrants

To: Cambridge University Entrepreneurs
Institute for Manufacturing
University of Cambridge
16 Mill Lane, Cambridge, CB2 1RX

RE: CONFIDENTIALITY AND NONDISCLOSURE AGREEMENT

I would like to participate in the 2005/2006 Cambridge University Entrepreneurs CUE Business Creation Competition or 3P Business Creation Competition (the "Competition(s)"). The purpose of the Competition(s) is to choose the best executive summaries prepared by members of Cambridge University Entrepreneurs (CUE) and to foster entrepreneurial activities within the University and surrounding area.

I understand that in the course of my participation in the Competition(s) I may have access to executive summaries of business plans of entrants and the full business plans of the finalists (collectively "Plans"), whether in hard copy or electronic form. These Plans may contain the ideas, inventions and concepts (collectively "Ideas") of entrants in the Competition(s). I understand that all intellectual and other property rights of all entrants will remain unaltered as a result of entering the Competition(s). I also understand that some of these Ideas or Plans may constitute trade secrets and that entrants may not have yet taken appropriate steps to patent or otherwise protect their Plans or Ideas. In consideration of my being accepted by the University of Cambridge to participate in the Competition(s), I agree for the benefit of the University and the individual entrants involved in the Competition(s) I will hold Plans and Ideas which I may receive in the course of the Competition(s) in strict confidence and will not copy, reveal, or disclose such Plans or Ideas to others and that I will not use any such Plans or Ideas for any purpose other than evaluating them with a view to submission of a joint entry with the owner of such Plans or Ideas concerned and, if agreed, the preparation and submission of such an entry. In particular I will not use them for my own benefit (other than through a joint entry with the owner of the Plan or Idea concerned) or the benefit of any organisation with which I am affiliated.

The above restrictions shall not apply to any Plans or Ideas which are in the public domain at the time of disclosure or become publicly known through no wrongful act of mine, are known to me at the time of disclosure or are independently developed by me, are used or disclosed in breach of such restrictions with the approval of the entrants involved, are furnished to a third party by the entrants without similar restrictions on the third party's rights, are received by me from a third party who has a lawful right to disclose them to me, or are to be disclosed pursuant to the requirement or request of a governmental agency provided that in such event I shall inform you of the nature and extent of any disclosure so required.

The above restrictions will apply during the time that the Competition(s) is occurring and for a period of twelve (12) calendar months after the winners are publicly announced.

I am pleased to support the Competition(s) and during my involvement with it I agree to abide by such other rules and guidelines which the University of Cambridge may reasonably impose.

Entry / Team name:

Name (printed)	Signature	Date

NDA for Judges

To: Cambridge University Entrepreneurs
Institute for Manufacturing
University of Cambridge
16 Mill Lane, Cambridge, CB2 1RX

RE: CONFIDENTIALITY AND NONDISCLOSURE AGREEMENT

I would like to participate in and be supportive of the 2005/2006 CU Entrepreneurs CUEBiC Business Creation Competition and/or 3P Business Creation Competition (the "Competition(s)"). The purpose of the Competition(s) is to choose the best executive summaries prepared by members of Cambridge University Entrepreneurs (CU Entrepreneurs) and to foster entrepreneurial activities within the University and surrounding area.

I understand that in the course of my participation in the Competition(s) I may have access to executive summaries of business plans of each entrant and the full business plans of the finalists (collectively "Plans"), whether in hard copy or electronic form. These Plans may contain the ideas, inventions and concepts (collectively "Ideas") of entrants in the Competition(s). I understand that all intellectual and other property rights of all entrants will remain unaltered as a result of entering the Competition(s). I also understand that some of these Ideas or Plans may constitute trade secrets and that entrants may not have yet taken appropriate steps to patent or otherwise protect their Plans or Ideas. In consideration of my being accepted by the University of Cambridge to act as a judge in the Competition(s), I agree for the benefit of the University and the individual entrants involved in the Competition(s) that I will only review the Plans submitted to me in the course of the Competition(s) with other judges of the Competition(s) who have also undertaken to maintain confidentiality of the Plans. I further agree that I will hold Plans and Ideas which I may receive in the course of the Competition(s) in strict confidence, in a safe place and will not copy, reveal, or disclose such Plans or Ideas to others and that I will not use any such Plans or Ideas for any purpose other than judging the Competition(s). In particular I will not use them for my own benefit or the benefit of any organisation with which I am affiliated. At the conclusion of the Competition(s) I will return the Plans to the Competition(s) organisers without retaining copies.

The above restrictions shall not apply to any Plans or Ideas which are in the public domain at the time of disclosure or become publicly known through no wrongful act of mine, are known to me at the time of disclosure or are independently developed by me, are used or disclosed in breach of such restrictions with the approval of the entrants involved, are furnished to a third party by the entrants without similar restrictions on the third party's rights, are received by me from a third party who has a lawful right to disclose them to me, or are to be disclosed pursuant to the requirement or request of a governmental agency provided that in such event I shall inform you of the nature and extent of any disclosure so required.

The above restrictions will apply during the time that the Competition(s) is occurring and for a period of twelve (12) calendar months after the winners are publicly announced.

I am pleased to support the Competition(s) and during my involvement with it I agree to abide by such other rules and guidelines which the University of Cambridge may reasonably impose.

SIGNATURE

NAME (PLEASE PRINT OR TYPE)

DATE