Managing Corporate Growth
24th April 2018

Stephen Taylor
CEO

Managing Corporate Growth

Agenda

09:00	Arrival, refreshments and networking
09:30	Welcome Stephen Taylor, Technology Scotland
09.35	Ben Hanley, Enigma People Solutions
09:45	Key Note Speaker Seonaidh MacDonald, Chairman & CEO, EOLAS (Advisory) Ltd and former CEO of mLed: 'The Road to Exit'
10:45	Networking break
11:15	Angel Investor Nick Jones, Galvanise
11:45	Tech company and CodeBase occupant Javid Khan, Holoxica
12:15	Lunch
13:00	Finish

Technology Scotland

Industry Association for Enabling Technology Organisations

Representing industry interests to government

Promoting Scottish technology capabilities within the UK and internationally

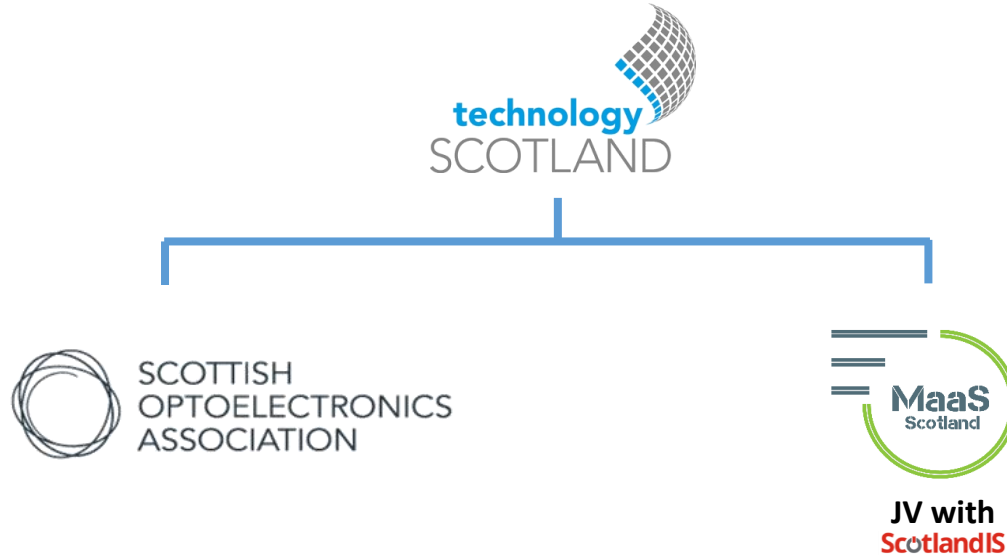**Influencing** policy at both Scottish and UK government level

Supporting the community through events, workshops and forums, aimed at funding, networking, skills sharing, collaboration

Interfacing to key national and international stakeholders

Technology Scotland – Two Main Clusters

- Over 1700 in community
- Representing some 800 organisations
- Now 101 corporate members
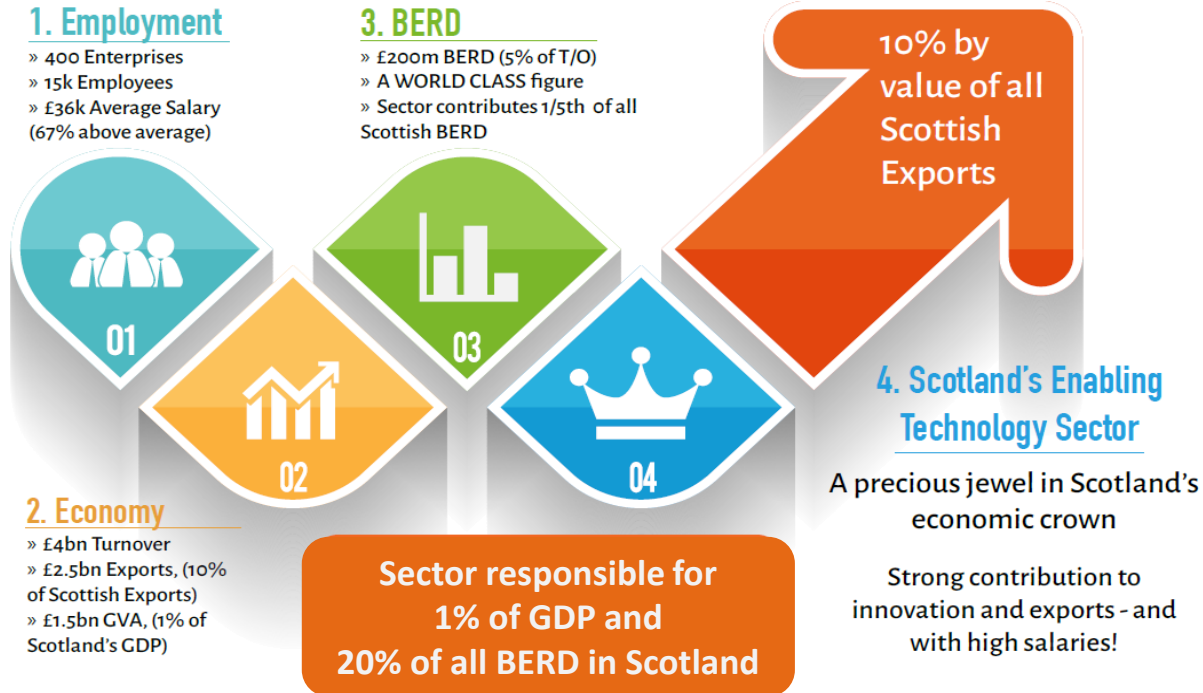- Over 50 events / workshops – some 2000 participants

Photonics / Electronics Members

Overall some 101 organisations have joined TS

Scotland's Enabling Technology Sector

technology SCOTLAND

1. Employment
» 400 Enterprises
» 15k Employees
» £36k Average Salary
(67% above average)

01

3. BERD
» £200m BERD (5% of T/O)
» A WORLD CLASS figure
» Sector contributes 1/5th of all
Scottish BERD

03

10% by value of all Scottish Exports

2. Economy
» £4bn Turnover
» £2.5bn Exports, (10%
of Scottish Exports)
» £1.5bn GVA, (1% of
Scotland's GDP)

02

04

**Sector responsible for
1% of GDP and
20% of all BERD in Scotland**

4. Scotland's Enabling Technology Sector

A precious jewel in Scotland's economic crown

Strong contribution to innovation and exports - and with high salaries!

Source: SE 2016

Emerging and Enabling Technologies

Driving *Step Changes* in Product and Service Performance

Enabling Technologies

- Advanced Materials
- Advanced Manufacturing
- Industrial BioTechnology
- Micro and nano electronics
- Nano Technology
- Photonics

Enabling technologies provide a basis for:-
- *significant advancement* of product and service performance and capabilities
- the *modernisation* of the global industrial base by *unlocking innovation*
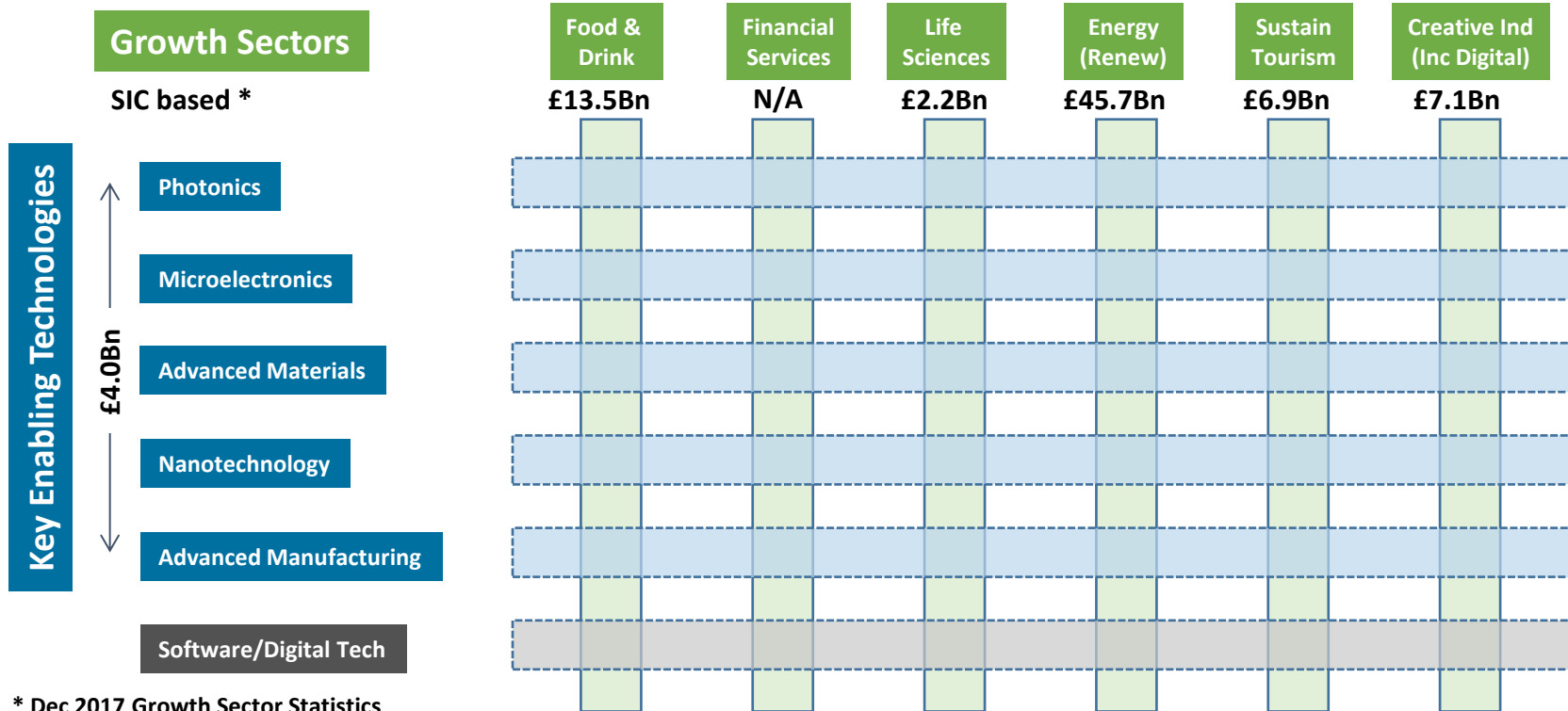- catalysing *step changes* in efficiency and *productivity*

Not intended as complete lists!

Emerging Technologies

- Quantum Technologies
- Advanced sensors
- Cyber security
- FinTech
- Satellite earth observation
- Cloud Computing
- Internet of Things
- 5G Wireless & Mobile
- Artificial Intelligence
- Data Science
- Robotics / Autonomous Systems
- Location Specific Services

Enabling Technology - Horizontal Sectors

Cross cutting and enabling all growth sectors

Growth Sectors	Food & Drink	Financial Services	Life Sciences	Energy (Renew)	Sustain Tourism	Creative Ind (Inc Digital)
SIC based *	£13.5Bn	N/A	£2.2Bn	£45.7Bn	£6.9Bn	£7.1Bn

Key Enabling Technologies

£4.0Bn

- Photonics
- Microelectronics
- Advanced Materials
- Nanotechnology
- Advanced Manufacturing
- Software/Digital Tech

* Dec 2017 Growth Sector Statistics

Enabling Tech - Addressing Global Challenges

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Scotland's Growth Sectors

Energy (Inc Renewables)

Food & Drink

Financial & Bus Services

Enabling Technologies

Life Sciences

Tourism

Creative Ind (Inc Digital)

Global Challenges

MOBILITY

HEALTH

SUSTAINABILITY

PRODUCTIVITY

SECURITY

ENVIRONMENT

Smart Mobility

Critically dependent on Enabling Technologies


MaaS Finland
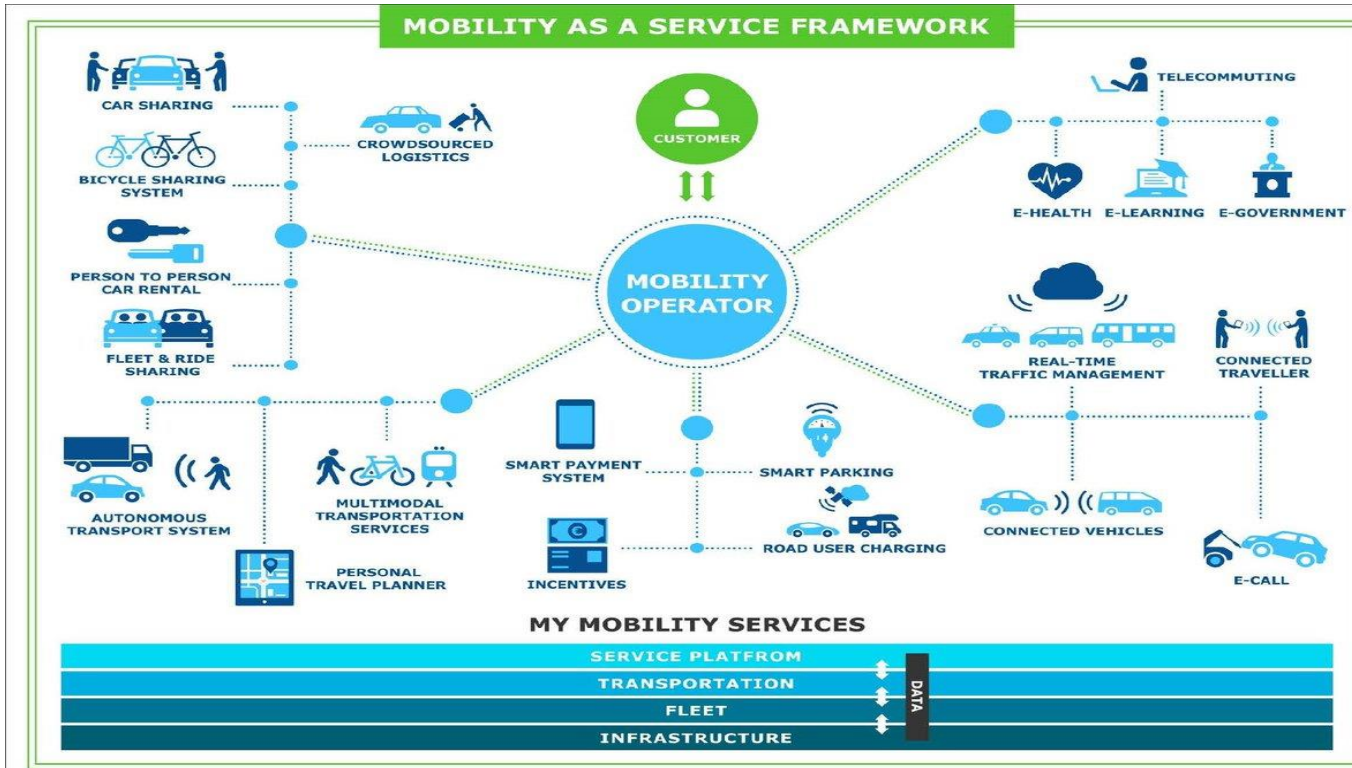
Facebook Data Centre, Lulea Sweden

This is the physical reality of "The Cloud" or "The Internet"

- 70 miles from arctic circle
- Typical outside temperature 10C (summer)
- Minimise costs of AirCon
- Size inside about 6x football fields
- Co-located with 12x hydro-electric plants renewable power
- 10% more efficient &
- 40% less power than traditional data centres

Smart Energy

Critically dependent on Enabling Technologies

NEC
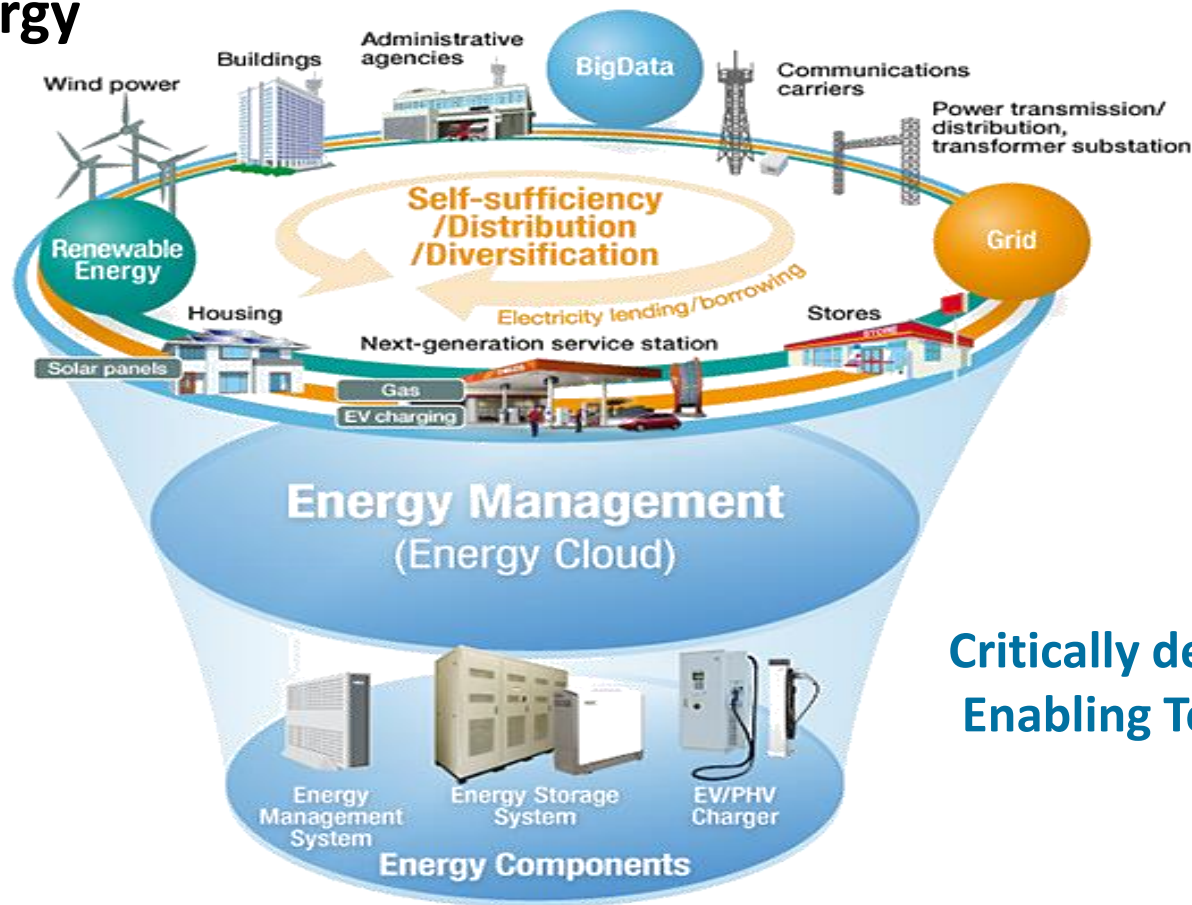
Membership Fees

Company Size (number of employees)	Membership Fee
Public Sector/University/RTO	£500
1	£150
2 – 10	£250
11 – 20	£500
21 – 50	£1,000
51 – 100	£1,500
101 – 250	£1,750
251 – 750	£2,000
> 750	£3,000

Head Office
Suite 47, Geddes House
Kirkton North
Livingston
West Lothian
EH54 6GU
Tel: +44 (0) 1506 401210
Fax: +44 (0) 1506 420609

www.technologyscotland.scot

https://www.linkedin.com/company/10387387

info@technologyscotland.scot