

TECHISLAND UK CONFERENCE REPORT



THE AIMS OF THE TECHISLAND UK EVENT WERE AS FOLLOWS:

To establish whether there was proof of concept for a Techisland UK initiative;

To raise awareness of the importance of Technology jobs to local, national global economies;

To develop an understanding of where technology jobs are located on the Island;

To explore an analysis of Technology and the Isle of Wight economy;

To identify strategies for attracting more Technology companies and Technology start-ups to the Isle of Wight Economy;

To explore the value of organizing an Annual Tech Festival for business, education and community;

To gain stakeholder feedback on how to take the initiative forward.

THE PROGRAMME

The Techisland UK stakeholder event held on 11th October 2016 is part of a wider Techisland UK project proposal, supported by the Royal Society of Arts (RSA) and Isle of Wight Council. The aim of this project is to develop the Isle of Wight's identity as a technology economy and create a social movement for change. This event was designed to establish 'proof of concept' with a broad range of key stakeholders from organisations across the Isle of Wight and Solent area.

TIME	ACTIVITY	SPEAKER/FACILITATOR
9:00 - 9:30	TEA / COFFEE ON ARRIVAL Welcome to the Royal Yacht Squadron, Cowes Castle	
9:30 - 9:35	WELCOME TO THE EVENT	<ul style="list-style-type: none"> Her Majesty's Lord-Lieutenant of the Isle of Wight, Major General Martin White CB CBE JP
9:40 - 10:00	BACKGROUND TO THE RSA AND THE FELLOWSHIP NETWORK ON THE ISLE OF WIGHT	<ul style="list-style-type: none"> Oliver Reichardt Director of Fellowship, Royal Society of Arts Jonathan Peel FRSA Chairman of Millimages RSA IOW Network Convenor
10:00 - 11:00	TECHNOLOGY & THE UK ECONOMY <ul style="list-style-type: none"> Investment and the Global Economy Skills & Policy Agenda Regional Patterns of Tech Clusters 	<ul style="list-style-type: none"> Patrick Seely, Managing Director of Mooreland & Partners Emma Swift, Programme Lead, Techcity UK
11:00 - 11:15	TEA / COFFEE	
11:15 - 11:45	TECHNOLOGY JOBS ON THE ISLAND Current Initiatives, Research Findings and the Techisland UK Project	<ul style="list-style-type: none"> Geoff Underwood CEO of IFPL, President of the Chamber of Commerce and Chair of the Island Technology Group Christina Conroy FRSA OBE, Director of Coralesce Ltd
11:45 - 12:00	RSA AS A CATALYST FOR CHANGE	<ul style="list-style-type: none"> Greg Slay, Fellowship Councillor, RSA South Central Region
12:00 - 12:30	GROUP DISCUSSION Strategies for change on Isle of Wight & Plenary	
12:30 - 12:45	NEXT STEPS Could an annual Island TECH FESTIVAL facilitated by the RSA support an agenda for action for all stakeholders?	<ul style="list-style-type: none"> John Peckham, Principal, Cowes Enterprise College Jonathan Peel FRSA

CLOSE

SUMMARY OF SPEAKER PRESENTATIONS

INTRODUCTION & WELCOME

The event commenced with a welcome from her Majesty's Lord-Lieutenant of the Isle of Wight, Major General Martin White CB CBE JP who identified the importance of investment in the Isle of Wight and his support for this initiative. He felt that bringing about social change is a great challenge, not least because there are so many factors outside of direct control. Successful social change is achieved where a central focus is identified, that has authority and enthusiasm, which is agreed by the major stakeholders and demonstrable action takes place.



BACKGROUND TO THE RSA AND THE RSA NETWORK ON THE ISLE OF WIGHT

Oliver Reichardt, Director of Fellowship at the RSA provided a brief history of The Royal Society for the Encouragement of Arts, Manufactures and Commerce (RSA). The RSA is a London-based, British organisation committed to finding practical solutions to social challenges. The mission of the RSA (Royal Society for the Encouragement of Arts, Manufactures and Commerce) is to enrich society through ideas and action. Founded in 1754 it was granted a Royal Charter in 1847. Fellows are members of the RSA who come from all walks of life and seek to catalyse change in their local communities.

Jonathan Peel, Chair of Millimages SA and Network Convenor for the RSA Fellowship on the Isle of Wight explained that there is a flourishing network of Fellows on the island who meet bi-monthly and undertake community projects to make a difference to the arts, economy and education. One of these projects is Techisland UK which is being led by an RSA Fellow, Christina Conroy, with a small amount of seed funding from the RSA. He advised that if feedback from stakeholders on the Techisland UK concept was positive that the aim would be to seek further RSA Catalyst Funding to support the project. Although this could only be a start as it would be important for other stakeholder organisations to contribute if it is to be a truly collaborative activity.

TECHNOLOGY AND THE UK ECONOMY

Patrick Seely, Managing Partner of Mooreland Partners International LLP provided an overview of the digital 'tech' Industries in the UK.

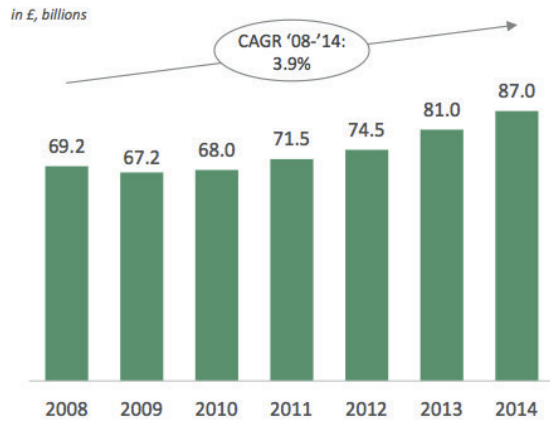
Overview of The Digital Tech Industries in the United Kingdom

Leading Sectors of the Digital Tech Industries

-  App & Software Development
-  Data Management & Analytics
-  Hardware, Devices & Open Source Hardware
-  Enterprise software & cloud computing

- 1.56m** jobs within the Digital Tech Economy
- £161bn** Total Revenue of the Digital Tech in 2014
- Digital Tech's GVA accounts for **5.19%** to the UK economy
- The UK's Digital Tech Industries are growing **32%** faster than the rest of the UK economy
- 2.8x** faster job growth in the Digital Tech Economy compared to the rest of the economy

Gross Value Added of the Digital Tech Industries



- Between 2010 and 2014, the Digital Tech GVA grew 28%, adding an additional £19 billion to the economy
- Similarly, there has been rapid growth in turnover. In 2014, turnover of Digital Tech Industries was estimated at £161 billion
- It grew 32% faster than the national average between 2010 and 2014

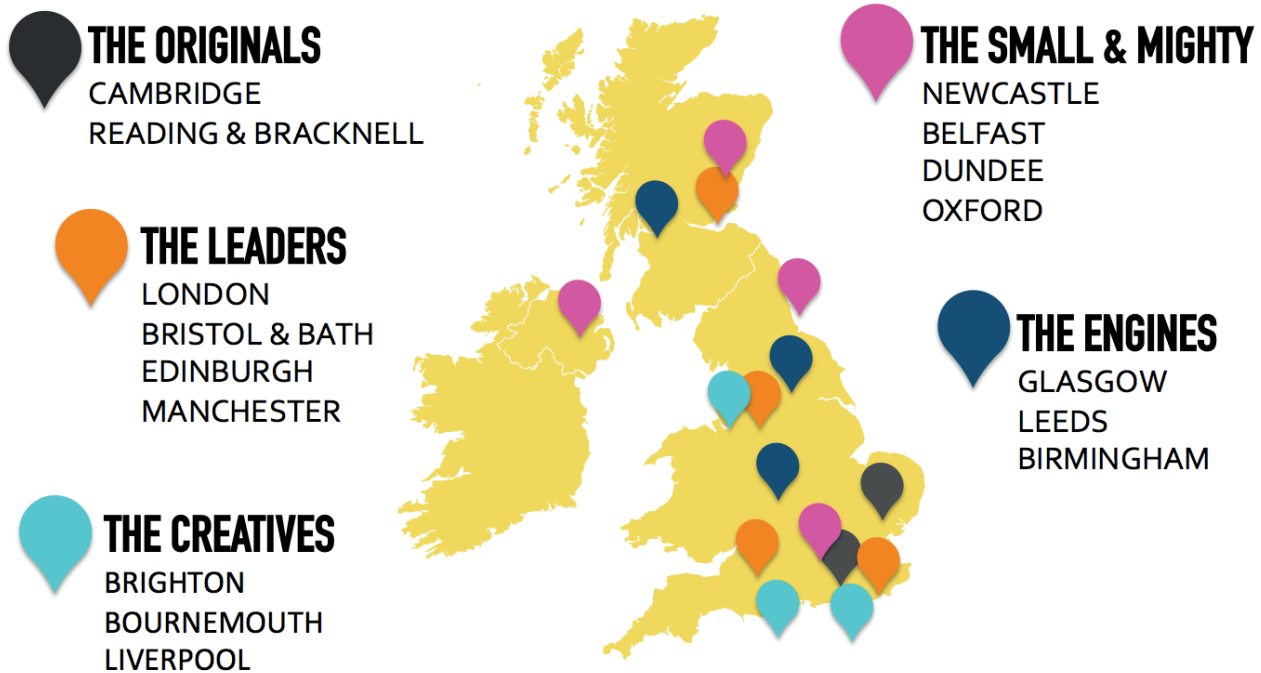
Note: Gross Value Added (GVA) measures the contribution of each economic unit by estimating the value of an output (goods or services) less the value of inputs used in that output's production process. It is used in the estimation of GDP

He explained that there is strong momentum for the technology sector in the UK and that there is a high level of private equity and venture capital investment activity. Technology investors look for large markets/global growth opportunities; clearly defined addressable market; technology advantage and differentiation; high gross margins; recurring revenues; ability to scale rapidly; developed and predictable business models and experienced management teams. On average margins in software are 80%, Hardware 50% and Services 30%. Current major technology investment themes are enterprise software, digital media, communications and industrial electronics.

For Techisland UK to be a reality on the Isle of Wight he recommended looking to leverage off existing areas of expertise such as radar & satellite; marine composites; gaming software; wind & tidal energy and IT connectivity. Linking these to higher education will also be a powerful driver to support this initiative.

Emma Swift, Programme Lead, Techcity UK gave a presentation about the work of Techcity UK and its research findings regarding the technology industries in the UK (Tech Nation Report 2015). Techcity UK is a small publicly funded body which aims to accelerate the growth of digital businesses by promotional campaigns, policy development and offering a range of programmes. Tech clusters are not just found in London over 75% of all technology businesses are outside the capital. In their Tech Nation 2015 research report, of the 27 clusters looked at,

over 89% has seen GVA growth; 86% have seen growth in total company turnover and 82% have seen job growth. Technology businesses are also providing high paying jobs across the country in turn fuelling local economies. Nationally the average advertised digital salary is £50K which is 36% higher than the national average. Emma identified hot spots for tech clusters in the UK which were:



She outlined the theory behind successful Tech clusters which builds on Felde (2012) Boulder Thesis which is that:

- Entrepreneurs are the leaders
- Take a long-term view
- Be inclusive
- Create engagement with a central focus.

She also explained about the eco-system required to support tech start-ups. These constitute educators; investors; accelerators/incubators; spaces & places; events & community; communication platforms; corporate places and government support. Once you have all the players in place you need access to growth drivers: talent, finance, good infrastructure and community networks. These are the conditions that are important for businesses to grow. Talent includes university, industry and self-taught people with skills. Finance includes both public and private. Infrastructure covers property, transport and broadband. Community include partners and business support. Emma then explained about some of the challenges facing Technology Clusters which was finding talent and finance to help businesses grow. She felt that developing the Isle of Wight as a Technology Economy offers a real opportunity for creating high value high pay jobs on the island.

TECHNOLOGY JOBS ON THE ISLAND:

CURRENT INITIATIVES, RESEARCH FINDINGS AND THE TECHISLAND UK PROJECT

Geoff Underwood, CEO of IFPL (a local technology company) and President of the Chamber of Commerce highlighted the importance of growing high value, high pay jobs for the Isle of Wight Economy. He stated that the top 10 Technology and manufacturing companies on the island generate more wealth than the whole of the combined tourism industry. High value jobs provide people with more disposable income which is good for the economy. Technology and knowledge based companies can locate anywhere but there has been a big growth in Digital & Creative businesses particularly in NE Wight & Cowes (Mainland access).

A SWOT analysis shows the main weaknesses for the Island is isolation; lack of professional level people; economy dominated by low value jobs; demographic imbalance; low aspirations; schooling below average (but improving); decay of the built environment and lack of Island status. But there are significant strengths including a wonderful outdoor environment; great skill clusters such as Marine; good rural broadband; safe place for children; high level of non-graduate skills; loyal workforce and a perfect "Test bed" environment for new technologies.

Geoff gave an overview of the 48,000 jobs on the island with over 5,000 of these in the technology industry and over 40 tech companies which represents a good starting point for developing a 'Tech' cluster. He highlighted that he has been Chairing the Isle of Wight Technology Group and these companies had identified the key challenges for growth to be lack of management/professional level skills; retention and recruitment; poor schools and lack of connectivity to the mainland. Young people and parents do not have visibility to the employment opportunities in technology so it will be vital to engage with schools.

Geoff's wish list for developing Techisland UK was to:

- Get out there and "sell" the Island as a great place to do business
- Give us a University/HE provision
- Invest in regenerating our towns
- Get our arms around one or two schools and help them be exceptional – the rest will follow
- Create a vibrant, collaborative knowledge-based environment
- Build fab labs/maker spaces etc. with a coffee culture
- Encourage Children – let them know there are opportunities
- Engage with parents – help them raise their children's aspirations
- 4G everywhere

Christina Conroy OBE, Director of Coralesce Ltd and Project Lead for RSA Techisland UK cited international research carried out on island economies on the structural challenges they face for economic development, Baldacchino (2005). These were small size; high transport costs; inability to achieve economies of scale; limited mix of businesses; lack of skilled labour/expertise and dearth of infrastructure. However, the research evidence on islands suggests that success can come from island based founder-owners; existing firms acting as Incubators; exploiting the power of digital; securing overseas clients; building on island social capital; island branding; targeted external support; seeking & securing international standards and building on a professional & loyal workforce

Christina gave a background to the RSA Techisland UK Project. The context for this project is that the Island, with a population of just under 140,000, has a low value economy with lower wages, more economically inactive adults, lower qualifications and an older population which is out of step with the rest of the South East and UK. Key themes in the island's Economic Development Plan are to move beyond tourism and attract high value industries, raise young people's aspirations and generate sustainable employment.

Key stakeholders such as the Local Authority, SOLENT LEP and the Chamber of Commerce recognise that the only way to support an ageing population is to generate a higher value local economy that can transact with national and global markets, engage older people in being economically active, attract inward investment and raise career aspirations of young people. Technology provides the means and ends to transform the economy of this naturally bounded community. But the industrial profile of the island from the NOMIS Report highlights that ICT and other business services is way out of kilter and needs to be developed alongside other knowledge industries. Christina presented some of the key statistics that highlighted the variance of the Isle of Wight to the rest of the South East.

KEY STATISTICS

% of businesses by sector	IOW	SOUTH-EAST	UK
ICT	1.7%	6.3%	4%
Financial & Business Service	10.5%	20.8%	21.8%

ECONOMIC	IOW	SOUTH-EAST (not including London)	UK
PAY(average full-time pay)	£435	£541	£540
%Economically active 16-64	75.7%	80%	77.4%
Of those 16-64 economically inactive % giving reason is that they have retired early	24.5%	16.4%	14.3%
% with qualifications over NVQ level 4	28.1%	39.1%	36%

POPULATION PROFILE BY AGE	IOW	SOUTH-EAST (not including London)	UK
0-14	15.1%	17.8%	17.6%
15-64	61.1%	65.1%	65.9%
65+	23.8%	17.2%	16.4%
TOTAL	138,100		

She explained that the Techisland UK project had been supported by the RSA with some seed funding as a Phase 1 Catalyst Project. This funding had supported this event which was designed to establish 'proof of concept' with a coalition of stakeholders and identify strands for social action and leadership. The next stage would be to scale up this project with additional funding and support from stakeholders.

RSA AS A CATALYST FOR CHANGE

Greg Slay, RSA Fellowship Councillor explained that the RSA offer Catalyst funding for projects to support one of the RSA 3 themes: Learning & Development, Public Services & Community or Economy. Projects seeking funding must demonstrate clear impact and the potential to be sustained in the long term. He advised that to scale up to get further funding to a maximum of £10k (Catalyst Grants – Phase 2) the project should have demonstrated 'proof of concept'. He advised that he had been impressed with the engagement with stakeholders over the Techisland UK project however RSA Catalyst funding is only the start. The project needs to generate energy, time and resources from a wide coalition of stakeholders if it is to be a success.

ISLAND 'TECH' FESTIVAL

John Peckham, Principal of Cowes Enterprise College showed a video about the Cowes Enterprise College Physics Festival as an example of using events to inspire young people into technology.

Jonathan Peel, FRSA highlighted that an annual Tech Festival event could be organised alongside an existing event as part of Techisland UK Project. This was warmly supported by participants.



PARTICIPANT FEEDBACK AND IDEAS FOR ACTION

During the event stakeholders discussed the Techisland UK concept. Participants worked in groups brainstorming ideas and then recording them on Post-it notes. 157 responses were received from 57 stakeholder participants representing 53 organisations that had a stake in the Isle of Wight economy and society. A content analysis of the comments was undertaken around ten themes. The overall stakeholder feedback was that there was proof of concept of Techisland UK and that it could be achieved in the medium term (next 10 years).

Feedback was constructive and progressive and focused on the activity areas for the Techisland UK initiative and the methods to get the initiative off the ground. The activity areas identified were:

- brand;
- accelerator space;
- community engagement;
- educational change;
- higher education development;
- infrastructure;
- inward investment; and
- 'Tech' Festival programme.

To get Techisland UK initiative off the ground the critical building blocks would be to get effective leadership in place and securing funding resources.



1 BRAND

Getting the Techisland UK brand and promotion was seen to be vital in getting the message across within the island and to global audiences. However, it will be important to define the scope of the Techisland concept.

“Is it purely software, digital, manufacturing or hardware or is it technology across other industries such as in hospitality?”

Participants felt that we are not telling the story about the island’s potential for business and a Techisland UK website could be an interactive vehicle for communication about the opportunities on the island (not the challenges). By having a fully cohesive branding of the island as Techisland UK this could help to balance and reposition the island and economy as not just about tourism.

Communicating the story of existing exemplars of success on the island would be helpful in promoting Techisland. *“Identify who are the successful people that are based on IOW and who make it work”* This would increase visibility for potential inward investors but also provide young people and parents with the awareness of the opportunities that are available. As part of this the media needs to get behind the smaller newer businesses giving them column inches and space to celebrate their contribution to Techisland UK.

Participants felt that a business promotion group should be organised to create a strong Techisland UK brand to make a clear business message. This could support off-island events to show the market the island which would also promote the benefits of the island - lifestyle, loyal local workforce, lower rents etc. *“Emphasise the IOW USP which is work with a high quality of life”*

The brand needs to include the artistic creative aspects to build interest and attract energy. One participant felt that we needed to connect the promotion with other current ‘tech’ hotspots (London, Bath, and Cambridge) in the same way *“we market the Isle of Wight in London for tourism why not tech”*. *“Perhaps this could be combined with a London/Isle of Wight ‘tech’ solution for companies that involves a duality of locations for a work-life balance.”*

Selling the brand internally was also seen as important to help change the culture on the island. Techisland UK was about how people work, how businesses work, not traditional offices, more online informal, less need for travel with work life balance. The brand should help to create a culture or a buzz on the island as a high ‘tech’ cluster which would help to attract employees by making the island a vibrant and exciting place to be. This means bars, arts, media and other cultural pursuits need to be part of the brand. Techisland UK brand could also be built by creating positive propaganda adverts playing before films in the cinema to show young people they can have a bright future to build aspiration.

2 HUB/ACCELERATOR/INNOVATION SPACE

One of the most popular themes was to create co-working incubator/accelerator/innovation space for start-ups. Other names given were Fab Labs or Enterprise Labs. Some felt that there should be one central Hub for

promoting island 'tech' businesses and allow people to meet and network whilst others saw that there should be multiple centres in the key towns such as Ryde, Cowes or Newport. Location suggestions included using and adapting empty Council buildings, using the College, using empty buildings in Newport High Street or creating a maker space or incubator on a site in helping to develop Sandown. Other locations included developing Quay Arts or the island's 60 church buildings which have a certain number of towers for communication masts.

These spaces should be open flexible work spaces that were cheap (or even free) with easy in easy out terms that supported growth. It was felt that the space needs to have a business lounge café culture with a relaxed network environment with free broadband for networking. The centres should have a business suite to hold displays on island companies, meeting rooms, offices and open plan spaces to hire by the hour for presentations, meetings and hot desking. As one participant commented there are; *"lots of self-employed working from home so the business hub would be a great place to come together and get greater connectivity for growth"*.

Pricing needs to be competitive with Southampton and Portsmouth. To encourage and support participants using this space it was felt that it would be useful to identify Island business angels, banks, advisors and brokers who would provide business support, investment and mentorship to support a mindset to inspire growth. Engaging with existing businesses on the island to develop incubators was felt to be very important. The general feeling was that existing space on the island is too expensive, too inflexible and not aspirational enough to create a 'tech' innovation culture. By creating this space, it would be a positive statement that would generate demand and aspirations.

3 COMMUNITY LEARNING & ENGAGEMENT

Participants felt that engagement with the community was crucial as part of the culture change. *"It will be important to raise community awareness of the importance of tech industry in the local economy"*.

Technology teaching and education for the parents (in or out of work) will help to raise their awareness of the opportunities and inspire them that things can change on the island. This will influence young people and encourage them to work in the 'tech' industries. Compiling the range of opportunities will influence attitudes to living and working on the island for young people. *"Have an Isle of Wight 'Tech' Directory or 'Tech' Yellow Pages"*.

In addition, Adult & Community Learning ought to be focused on helping adults to retrain into the 'tech' industries even if it is only in the lower level support roles as well as providing specific qualifications which young people can achieve out of school e.g. Microsoft Training. Participants recognised the importance of online learning and felt that this could be an opportunity for the Isle of Wight to develop a range of online learning opportunities for the community such as an IOW 'TED' series (Video presentations/lectures) that could be packaged up with existing online education resources available Udemy, Linda, Coursera etc. to provide innovative training opportunities for adults. The community would also benefit from books and resources in libraries on technology, coding and design and support in using technology in their everyday lives.

Harnessing the 'grey resources' on the Island would also support community capacity building. One participant felt that a community project to engage retired engineers/scientists in volunteering as education support or as mentors to SMEs would be extremely valuable.

4 EDUCATIONAL CHANGE

Education on the island needs to change in both Primary and Secondary to inspire young people into technology. There needs to be investment in educating educators to support a greater curiosity and appetite for technology. This can be done by making technology fun for young people to engage them; improving physical technology in Schools; having a digital STEM Programme for young people; or encouraging young people to go into software through competitions e.g. Software development competition intra and inter-school. The primary schools are key. Primary school pupils are sponges and are enthused about everything so work experience and careers planning should start at a much earlier age. One Secondary Head felt an Island Secondary Project would be good to run on Techisland that would educate, inspire, and provide information, advice and guidance to secondary pupils. As one participant stated: *"The Island needs to work together, around all of its schools, to enhance and enable improvements within them"*. However, an alternative view was to specifically support one or two schools to turn around attainment and demonstrate aspiration on technology.

As part of the education agenda developing the links between business and educational institutions on the island was a way to inspire young people to careers in technology. In particular connectivity between small 'tech' businesses/younger entrepreneurs with education would provide a way to raise children's expectations and aspirations. It was felt that an RSA Techisland UK initiative or the Chamber of Commerce could play a role in coordination of education and business links and projects. The type of activities could include school talks, work experience, mentorship, parent engagement, school ambassador roles, classroom projects and teacher placement in industry. This would help schools develop their design technology, technology, engineering and ICT curriculum. *"By taking 'tech' education into schools it would improve interest in 'tech' careers."* One participant stated *"Companies do their own thing but complain skills are not there"* and this would be an opportunity to contribute back to education.

5 HIGHER EDUCATION DEVELOPMENT

Developing the higher education provision was seen to be essential in developing a high value knowledge economy on the Island. It was felt that by having a University or R&D Department from other universities based on island would attract and retain young people on the Island. As one participant put it: *"Don't let talented youngsters be forced to leave the island for higher education, as they want to come back. We need decent University Level education here"*.

The subject specialisations identified were:

- Clean technology focusing on wind and tidal
- Degree & Level 4 courses in Technology, Computer Science, Graphics and Design
- Degree Level apprenticeships in Engineering and Software Engineering
- Marine Technology

Although one contributor felt it would be important to do a mapping exercise on the needs of industry for higher level skills.

Collaboration for island based HE provision was essential. However, there were several views on who would be the sponsor for the University. On the one hand, it was felt that the University needed to be an outstanding Institute of Technology (HE version of University Technology Colleges) specialising in IT and Technology education supported by the most relevant Technology Universities such as Imperial College in partnership with Industry for funding and experience opportunities. Alternatively, it was felt that strong links need to be made with Southampton and Portsmouth Universities given their proximity. Isle of Wight academic institutions should also be involved in examining the scope for a University on the island.

Participants were clear that a university facility on the island would be a catalyst for talent. Graduate talent retention was critical and a way to retain the 20-30 year olds to stay on the island and not go to the mainland. The potential to use scholarship funding to retain high achieving students in computing was also identified. This talent would create a supply chain for graduate jobs and the start of knowledge based entrepreneurial spin-offs. Higher education provision would create opportunities to grow and attract other young people to industry on the island as well as retain local talent. As one participant put it:

“We need to create opportunities for young people. Without these chances, they will become disillusioned and any aspiration will decline creating a detrimental catch 22 situation. We have bright children who need the nurturing of the whole community”.

6 INFRASTRUCTURE

Getting the infrastructure right would be essential if Techisland UK is to become a reality. However, what constitutes infrastructure varied across the participants. The majority felt that the infrastructure step change needed would be in terms of getting ultra-fast broadband broadcast widely and for free and superfast 4G connectivity across the island and by reducing the cost of the ferries to island ‘tech’ businesses and ‘tech’ students on work experience. Whilst some participants felt the infrastructure could only be improved by getting a new internal rail transport infrastructure or a fixed link.

7 INWARD INVESTMENT

In addition to new start-ups and growth of existing businesses inward investment of existing technology companies to the island was also seen as important. Tax concessions, plus favourable property space for attracting bigger ‘tech’ companies to relocate, were good strategies for stimulating inward investment. These new high ‘tech’ high pay industries coming to the island could help change the imbalance of the demography on the island and create more high value knowledge jobs.

8 ‘TECH’ FESTIVAL PROGRAMME

An annual Tech Expo or Festival was seen as valuable. This should also include a Technology Conference on

the Island of the major global industries as well as the island businesses. This annual event should be part of a 'tech' calendar of events under the Techisland UK brand incorporating shows, fairs, visits, speakers, projects, challenges, competitions or a Techisland UK awareness event on board a Red Funnel Ferry. These events would allow people to comment, mix and expand their understanding of what is happening on the island. Participants felt that Cowes Week would be the best time to run a 'Tech' Festival as it would build on the social capital generated. This was a good time to promote the island as a place to work and relocate.



METHODOLOGY FOR GETTING TECHISLAND UK INITIATIVE STARTED

9 LEADERSHIP AND COORDINATION

Participants were upbeat about the potential for success of Techisland UK. They felt it was achievable in the short and medium term with concerted action by all the stakeholders: As one participant put it: *"You're only 10 years away from success"*. However, it will be important to visualise what success would look like e.g. % revenue generated, number of new start-ups by 2025, number of new jobs and % of tech companies relocating to the island. Effective leadership of Techisland UK would be critical to achieve success. Whilst support could be obtained from the Council and potentially the local MP it was recognised that there was a need to create specific leadership for this initiative. It was felt that if Techisland UK is to be successful a leadership/steering group would need to be created.

Joined up working across the local authority, chamber, business, education, entrepreneurs and existing event holders and organisations was the way to go. *"Connect the different organisations facilitating the tech industry e.g. IOW tech group, café scientific, Cowes Enterprise College Physics Festival etc. in a coordinated approach"*. Gaining buy-in from tech entrepreneurs and young people was of critical importance. *"It is important to engage everyone and be inclusive and not just have the old guard running the initiative."* Some participants felt that business people, with vast experience from bigger businesses, need to come forward to support the leadership group and inspire entrepreneurs. Engagement with professional bodies such as the Institute of Engineering & Technology and other major island institutions (Prisons, Health, Police) could also provide assistance and ideas as there are innovations and resources they can offer.

The RSA on the island was a useful organisation to teach, inspire, initiate local discussion groups, retired,

voluntary, actively employed, students and entrepreneurial people to support the cultural change and the Techisland UK initiative. It was felt that the Fellows could regularly address the island and local town council meetings with approaches and ideas on promoting 'tech' developments on the island. This would encourage local authorities to review and develop their policies and activities to support 'tech' development. In addition, recruiting more Fellows across the island would also provide further resources to support the initiative.

10 FUNDING

The Techisland UK initiative needs to attract funding to keep the momentum going. This would cover coordination costs and create the environment to make it a reality. Ideas for funding were in terms of central government grants, RSA Catalyst funding, crowd funding, sponsorship from industry, corporate social responsibility funding from larger businesses or lobbying Isle of Wight Council to press for island technology grant with co-operation with SOLENT LEP.

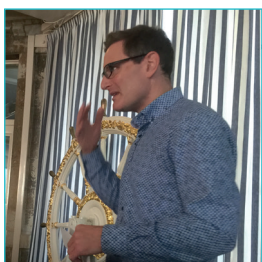


SPEAKER PROFILES



JONATHAN PEEL FRSA

Jonathan Peel FRSA is a Film and Television Producer, Writer and Director. He has been Chairman of Millimages SA, a renowned producer of Film and Television, for 18 years, floating it on the Paris Bourse in 2001 and re-privatising it in 2014. His work has been awarded two BAFTAs, with two further nominations, two Primetime Emmy Awards with a further nomination, and many other national and international awards. Jonathan is the Network Convenor of the RSA on the Isle of Wight



OLIVER REICHARDT FRSA

Oliver Reichardt is the Director of Fellowship at the RSA and Executive Lead for its work on the Economy, Enterprise and Manufacturing. Before this he was Director of Delivery and Performance at the New Forest National Park Authority, leading the authority's work on community and visitor services, communications, special projects and operations. He previously held a variety of roles across civil society including at the National Council for Voluntary Organisations, the Overseas Development Institute and the New Economics Foundation.



PATRICK SEELY

Patrick is Managing Partner of Mooreland Partners International LLP a San Francisco, New York and London-based technology-focused financial advisory firm. Mooreland advises globally on raising money for technology companies typically more than \$15-20 million and mergers and acquisitions typically between \$25-500 million in value. Mooreland has four main practice groups – Enterprise Software & Services, Digital Media, Communications Technology, Industrial Electronics and Technology; it employs just under 50 people; and in 2015 it completed 28 transactions making Mooreland a global leader in mid-market technology advisory. Mooreland is very well connected to the global technology investment community particularly in venture capital and private equity. Patrick has been chairman of a software company, and a public company director of a Spark plc, a UK listed investment company focused on technology investing. Patrick has lived nearly all his life on the Island in Mottistone and then Brook. He has an MA from Trinity College, Cambridge and an MBA from INSEAD, Fontainebleau, France



EMMA SWIFT

Emma Swift is Programme Development Lead at Tech City UK, overseeing the Tech Immersion Course educating corporates about the start up world and tech industry. She is responsible for the most comprehensive analysis on the UK's digital industry, 'Tech Nation', and building Tech City UK's national network. Prior to this, she was an Associate with Teneo Strategy, in New York and in London, supporting government-facing campaigns and corporate communication.



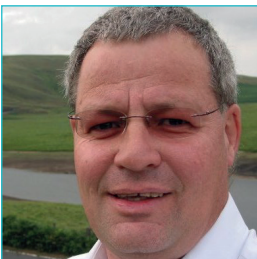
GEOFF UNDERWOOD

Geoff is President of the Isle of Wight Chamber of Commerce and is Chairman of the Isle of Wight Technology Group. He is founder and CEO of IFPL, an electronics company that designs and manufactures equipment for In Flight Entertainment Systems. Born on the Isle of Wight, he was apprenticed to Plessey Radar, and then studied Mechanical Engineering at Portsmouth Polytechnic. Geoff has worked in the UK and USA on Military Avionics and Missile Systems, until taking the role of Chief Mechanical Engineer at GEC Marconi In Flight Systems, Portsmouth in 1993. When GEC Marconi pulled-out from the market in 1996 Geoff established IFPL as a design consultancy, working from home. The company, currently based in Calbourne, began manufacturing its own products in c.2000 and since then has seen year on year growth. IFPL currently employs circa 60 people. IFPL is proud to have recently been awarded The Queen's Award for Enterprise for the second time.



CHRISTINA CONROY FRSA OBE

Christina is Director at Coralesce Ltd, an online Training and Research company based on the Isle of Wight. She is Chair of the Audit Committee at Southampton City College, Member of the Employment & Skills Panel on SOLENT LEP and Project Leader for the RSA Techisland UK Project. Prior to working in the private sector Christina worked for 27 years in further education. She trained as a Social Scientist at Reading University and the London School of Economics and worked in both market and social research before coming into further education as a lecturer, manager and College Principal. Christina was awarded an OBE (Royal Honours) for her services to further education in 2002.



GREG SLAY FRSA

Greg is the lead for quality assurance and performance for Adults' Services in West Sussex County Council. In that capacity, he is the member of various county-wide single and multi-agency boards associated with strategic service commissioning, scrutiny and professional practice. Greg has been a Fellow of the RSA since 2006. He was the elected chairman for South Central region from 2010-2012, and was the region's elected Fellowship Councillor for 2014-2016.



JOHN PECKHAM

John has been a teacher of personal and social education, head of careers, head of sixth form and deputy head, working in schools in Cheshire and Kent. He spent 15 years as head of a very large 11-16 school in Stockport and four years as one of Her Majesty's Inspectors at Ofsted. From September 2014, he set up his own educational consultancy and is currently working with the Ormiston Academies Trust as Principal at Cowes Enterprise College.

STAKEHOLDER PARTICIPANT LIST

Cllr. Paul M. Bertie	Cowes North, Isle of Wight Councillor
Carla Bradshaw	Business Manager, St Mary's/St Thomas/St Saviours & Holy Cross Primary Schools
Chris Brammall	Economic Development Officer, Isle of Wight Council
Rob Brindley	Head of Adult & Community Learning, Isle of Wight Council
Alison Colley	Real Employment Law/Coordinator of Isle of Wight Ladies Business Network/Deputy Chair Southampton Solent University
Peter Collinge	Sales Director, Wightfibre
Christina Conroy OBE FRSA	Director of Coralesce Ltd& Project Lead Techisland UK
Shaun Cuff	Graphic Designer & Owner, Cuff & Cuff Ltd
Will Darling	Head of Marketing, The Wight Choice & Owner, Will Darling Design
Timothy Eccles	Headteacher of Holy Cross Catholic School, East Cowes
Tom Gadd	Reporter, Yoppul (County Press)
Peter Gallop	Head of Technical Services, Isle of Wight College
Phil Hagen	Director of Cowes Week
Ken Hicks FRSA	Fellow of the RSA
Joanna Hunt	Reporter, Isle of Wight County Press
Grant Hesse	Product Manager, Yokogawa Marex
David Hutchinson	Innovation & Impact Lead, Faculty of Technology, University of Portsmouth/Trustee for the Island Innovation Trust
Luke Jeffries	Director, Dataswift Ltd
Josh Jeffries	Head of IT, Vessels Value Ltd
Richard Jones	Policy and Communications Manager, SOLENT LEP
Rob Kettleby	Owner, Islecre8
Rosy Jones FRSA	Partner, Smart PA
Mark Lloyd	Owner, Mark Lloyd Graphic Design
Iain Mackinnon FRSA	Corporate Financier, I F Mackinnon & Company
Tom Marriott	Conference Event Assistant, Coralesce Ltd
Richard Matthews	Managing Director, Spotty Dog Strategy Ltd
John Matthews DL	Deputy Lieutenant and the Under Sheriff of the Isle of Wight
Wayne Matthews	CEO, Yokogawa Marex
Stella Mgubaegbu CBE	Principal & CEO of Highbury College, Portsmouth
Jo Muncaster	Director of East Wight 6th Forms (Ryde Academy)
Gordon Mucklow	Adaptive Engineering Solutions
David Newton FRSA	Senior Partner at Corporate Impact
Robin Nicholas	Director, Superfast Broadband Programme, BT
Cllr John Nicholson	Ward Member Cowes South & Northwood
Andrew Nordbruch	CEO, Wight Computing
John Peckham	Principal, Cowes Enterprise College
Jonathan Peel FRSA	Chairman of Millimages SA
Simon Perry	Editor, On The Wight
Professor Charlotte Rayner FRSA	Visiting Professor at Portsmouth University Business School
Oliver Reichard	Director of RSA Fellowship
Shirley Robson	Labour Market Information Officer CfBT Advice & Guidance
Phil Rudd	Principal Engineer, BAE Systems
Patrick Seely	Managing Director of Moorland & Partners
Greg Slay FRSA	RSA Fellowship Councillor
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Sarah Stannard	Principal & CEO of Southampton City College
Janet Stevens FRSA	Head of Workforce Development, Isle of Wight College
Tom Stroud	Marketing Manager, Isle of Wight Chamber of Commerce & Editor of Island Business
Venerable Peter Sutton	Archdeacon of the Isle of Wight, Church of England
Emma Swift	Programme Lead, Tech CityUK
Jonathan Thornton	Managing Director of PC Consultants
Martin Timbers	CEO Isle of Wight Design & Print
Geoff Underwood	CEO of IFPL Ltd
Dr David Wake FRSA	Company Director, European Technologies International Ltd and Deputy Chair of Governors, Isle of Wight College
Richard White	Headteacher, Isle of Wight Studio School
Major General Martin White CB CBE JP	Lord Lieutenant of Isle of Wight
Martin Young	Retired Engineer & Cowes Resident

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