



# Science Entrepreneur Experience

Belfast Program Brochure

Empowering the next generation  
of researchers to create their own  
scientific ventures.

## Course info

- Audience:** Postgraduate or Postdoctoral researchers
- Size:** 20 participants
- Length:** 5 days
- Content:** Entrepreneurship, technology commercialisation, market research, financial planning, investment readiness, pitching for investment, client management and consultancy



## The Entrepreneurial Scientist

The Science Entrepreneur Experience is an **immersive, real-life exercise** in the commercialisation of science-enabled technology.

We pair small cohorts of postgraduate or postdoctoral researchers with scientific ventures that are early-stage or pre-incorporation to support their start-up journey.

Cohorts learn on the job as they step into the shoes of an entrepreneur. During a one week program, cohorts go through all the experiences of first time entrepreneurs as they build a business case. The program aims to nurture the next generation of entrepreneurially minded researchers and arm them with the skill-sets needed to start their own scientific start-up.



## Building A Scientific City

The program is based in Belfast in a local start-up accelerator, one of the focal points for the area's growing innovation ecosystem.

Connecting researchers to the innovation community creates knowledge exchange, career opportunities, and stimulates the local science economy.

A photograph of three people in a meeting. A man in a light blue shirt is on the left, a woman in a dark top is in the middle, and another woman in a dark top with a necklace is on the right. They are in a room with large windows overlooking a city.

“This was by far the best industrial training experience I have undertaken as part of my PhD. I feel empowered that now I could start my own company”

- PhD Researcher, Bristol Centre for Functional Nanomaterials

## One Week Experience

### TECHNOLOGY VALIDATION

MONDAY

Meet the Client  
Innovation Assessment  
Commercial Journey  
Founding a Company

### MARKET LANDSCAPE

TUESDAY

Market Valuation  
Customer Profile  
Value Proposition  
Competitor Analysis

### COMMERCIAL STRATEGY

WEDNESDAY

Value Chain Analysis  
IP Rights Assessment  
Revenue Model  
Route to Market

### BUSINESS STRATEGY

THURSDAY

Funding Assessment  
Financial Structuring  
Raising Start Up Funds  
Investment Pitching



### PROJECT DELIVERY

FRIDAY

At the culmination of the week, cohorts pitch their prospective business strategy back to the client. From our teams' recommendations, we've seen pivots, incorporations, new market opportunities seized, and job offers made.

# Testimonial from Participating Businesses

“The team approached the business with no preconceptions about the application for the technology; from objective analysis they wrote a strategy for company formation and enabled us to visualise our research as a new business. We have now incorporated”

Charlotte Bermingham CTO, Vitamica

“Explaining our business to the team who came to the idea fresh helped us to crystallise our own thinking about the company. It was very interesting to be on the other side of the table and gain a new perspective when the team presented our business case back to us”

Martin Challand CTO, Zentraxa

01

## Support New Businesses

Work with entrepreneurs from local science companies to help grow their businesses

04

## Build a Network

Work alongside start-ups, entrepreneurs, CEOs, and professional services

02

## Face Real Problems

Tackling challenges faced by companies engaged in science commercialisation

05

## Translate Research

Learn how to find opportunities for your own research

03

## Expand Capability

Develop the skillsets necessary to work effectively outside the lab

06

## Start-Up Experience

Insight into the start-up process, from ideation to raising finance, to help you start your own

# Join Us



Contact:

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