

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 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.



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. "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

TUFSDAY

Market Valuation Customer Profile Value Proposition Competitor Analysis

COMMERCIAL STRATEGY

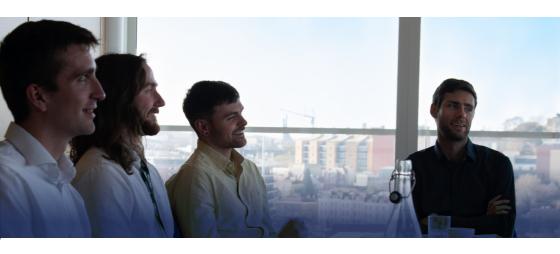
WEDNESDAY

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

Support New
Businesses

Work with entrepreneurs from local science companies to hel

Face Real Problems

Tackling challenges faced by companies engaged in science commercialisation

Expand Capability

Develop the skillsets
necessary to work effectively
outside the lab

Build a Network

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

Translate Research

Learn how to find opportunities for your own research

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



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