

Dynamo Board Meeting Agenda

Date & Time: 19th February 4.30pm – 5.30pm

Location: Blaydon & Gibbs Suite, Centre for Life, Times Square, Newcastle upon Tyne NE1 4EP

ATTENDEES:

Alastair Irons, Anthony McMenzie, Charlie Hoults (Chair), Deni Chambers, Peter Thompson, Graeme Fletcher, Matt Oakley, Becky Strachan, Robert Bing, Simon Roberson, Paul Watson, Dan Sydes, Charlie Hamilton, Anne Macdonald, Alison Shaw, Bob Paton, Alan English, Jen Hartley,

Minute taking:

Clare Nicholson, Sarah Thackray

Apologies:

Giselle Stewart, Keith Dickson, Michelle Rainbow, Sandra Thompson, John Fitzgerald, James Beard, John Marrin, Neil Hemming, Siobhan Fenton, Ant Hall, Pete Murphy, Allan King, Mark Larsen, Mike O'Brien, Janet Ross

Board updates

Welcome Charlie Hamilton, Northumbria University; Peter Thompson, Accenture.

Dynamo Hotspot – well received. We will be sending a box to all Hotspot sponsors as well as to all those invited to the IC3 reception. 3500 copies inserted into their poly wrap. 3000 dropping in reception areas of North East. 3000 copies to hand out. Sponsors will be sent a box.

More opportunity in the future – possible September for 2nd edition.

Small but decent surplus made.

House of Lords – 107 attendees. Blog site for IC3 by Charlie. Fantastic event, served its purpose. Heavy weight government contacts and peers in attendance. Will follow up on these leads.

ACTION: Clare to share link to blog

Next steps – funding from NE LEP for the full business plan. Should get approval at end of Feb for this. Waiting to see the result. We are 1 of only 2 projects got through to this stage. Overall project, £40m. from NELEP £180K project including fund matching from Dynamo. When get funding, then can resource it and move on. 2021 is proposed year for the building to be open in the plan. Stephen Kyffin – wants to have 9 more initiatives like this through the Northumbria Uni, in different areas. Computer Gaming?

Dynamo 'Talent Matching Service' – Nicola (Gradvert) and Graham Jordan looking at potential organisations to put themselves forward

Finance

- Overview and update

Sponsorship from Accenture for Cyber workstream, £130k in bank, by end of year approx £60k. Nice place, in decent place. £15k surplus predicted for the end of the year.

CLUSTERS & SPECIAL INTEREST GROUPS

CYBER

This month has been quite quiet as we are waiting for resource to be identified from the upcoming Think Tank:

- We are expecting 40-50 people and looking for volunteers to get involved further
- We will be presenting cyber opportunities at Newcastle Start Up Week

- Planning has started on a significant cyber event around the Great Exhibition of the North, probably in September – bigger event around national/regional attendance.

GDPR

Met with professional services workstream – will be a subs theme of the professional services cluster

SKILLS

Recruitment for UTC - 84 student applicants. More tech than health at this stage. Rate is increasing. Expecting to hit our min numbers in March. Started to hire staff. Deadline was today. So many applications, a lot of interest. Very happy. Building is hitting all its milestones, on schedule to open on time.

22nd March – 9am at NBS. 70 spaces, breakfast supplied. Network with other business, tech & health. Informal agreement of what you will do for the UTC and what the UTC can do for you.

‘Every student has a mentor’ 60 signed up so far, Sage, Accenture etc. Would anyone like to recommend/sign up themselves? Launch for the programme April/May time. Mentors will automatically become a STEM ambassador.

Girl boy mix – 1/3 girls, 2/3 boys.
More 14 yrs olds

BIM Cluster and IC3

- Successful House of Lords event delivered on 29th Jan showcasing the region’s digital sector and the International Centre for Connected Construction (IC3) project. Thanks to all our Board members who were able to attend.
- Numerous enquiries resulting from HOL event and media coverage.
- £180k LEP Innovation Project Development Fund grant application through to final stages of assessment. Outcome on funding success expected by end of Feb.
- IC3 project team will commence detailed project planning once funding is in place. Northumbria has set up an internal project team for university planning.
- Latest cluster meeting hosted by Turner and Townsend on 5th February – members inputted into IC3 plans and suggested a thought leadership piece on challenges with construction sector adopting a digital approach (and how IC3 can address these).
- Scoping out plans for IC3 drinks reception during BIM Show Live with Northumbria Uni and partners to raise profile of project with wider/international audience.
- Invited to present at Womble Bond Dickinson Innovation Week partner lunch on IC3 project and technology innovation within the region – 19th March.

Invited to speak with leader of NCL City Council – this will be next week.

Potentially having a reception at BSL 2018. In talks with NGI for IC3 drinks reception with international delegates. Who would be the right people, any ideas?

FINTECH (Pete Murphy)

- First meeting held at JHC with 4 firms and 1 university in attendance
- Decided on monthly meetings with one firm doing a show and tell each time
- Next step to produce a picture of Fintech in the region that demonstrates the breadth and reach

ACTION: Stuart Lynn to meet with FinTech group next week.

DIGITAL MANUFACTURING (Robert Bing)

Nothing to report at this stage by Robert.

26th/27th June – ‘Connected Everything’ event. Looking for good speakers.

SHARED SERVICE CENTRES (Simon Roberson)

- Aims and objectives drafted and being agreed.
- Organisations to target for involvement in the cluster are being identified.

Please get in touch if you would like to be involved or know others who would.

Stu Lynn – will attend next meeting.

PROFESSIONAL SERVICES (Anthony Hall/John Marrin)

Met on 8th February – Notes:

- Workstream attendees recognised and discussed the tension that exists between collaborating and harnessing the good will to serve the sector and competing for clients. Our aim should be to compete against professional service companies from outside the region rather than compete with ourselves.
- We have to change the perceptions of owners of some digital companies such as they can obtain a better service from providers outside of the region, and that ‘the clock starts ticking when we walk through the door’.
- We plan to showcase examples of digital companies that have experienced good professional services via appropriate events (we discussed Paul Lancaster’s Start Up/Scale Up event, and at the Dynamo conference). We will work on the structure and content to be covered at these events in the next few weeks.
- We will also explore showcasing stories of digital companies experiencing valued professional services through other media such as social media.
- We will explore further how a multi-service approach can be provided to the digital sector.
- We considered and will further examine providing a ‘drop-in centre’ where digital companies are/meet.
- We will revise the objectives of this cluster.

WIDER ACTIVITIES

- Innovation Super Network Cluster Funding – Potential for Dynamo to secure additional resource for cluster engagement managers / innovation managers as part of this European Funding project. Match funding arrangements are complex and assessing best way forward. Still in process.
- Dynamo ‘Talent Matching Service’ – Next meeting on 27th Feb. Pilot still planned for early 2018. Members to contact Nicola Short direct if would like to participate. nicola.short@gradvert.com

EVENTS

DynamoNets

- **19th February** – North East Futures UTC event
- **12th March** - Maven Capital Partners – Durham
- **April onwards** – Bi-monthly panel events suggestion.
 - There is a need to review and change the monthly events that are offered to members as part of their membership benefits.
 - Bimonthly events to be held on a particular, cluster, cross cutting theme with panel debate.
 - Continue with monthly board meetings
 - Would need board members to lead on the session, curate and invite speakers.
 - Cluster the membership into interest areas/sectors so we can see who would be interested in which cluster sessions.
 - Topics
 - recruiting for example? Talent matching/grad recruitment, talent attraction (Newcastle City) – Nicola from Gradvert could chair?
 - Scale up challenges – bootstrapping
 - First event suggestion: Cyber security - CISCO and National Cyber Security event – speaker – May co-hosted with Forfusion - fix the date late May.
 - Supporting new businesses/scale ups – coaching through the board members

ACTION: BHE to summarise and circulate the format/next steps on this and possible schedule to board.

Think tank

- **20th February 2018** Cyber Think Tank hosted by Accenture
- **April/May 2018?** Which topic do you want to focus on?

Board Dinner 18

Baltic confirmed for Thursday 22nd March 2018

Sponsorship – Mincoffs £3k confirmed as co-headline. Have approached Teesside Uni for additional co-sponsor

Printed.com – printing in kind

Ticket price £87.50 + VAT

Speaker confirmed – Sandra Thompson, EY

Tickets to date: 30 including sponsor table

VIP guest list for Dynamo table to be decided.

Action: Board members to book their dinner tickets please!

Dynamo 18

Wed 20/Thurs 21st June 2018

Urban Sciences Building, Newcastle University

Sage are confirmed as Headline sponsor once again - £10k,

Printed.com – printing in kind

Sponsorship packages now available – contact Clare/Sarah for more info

Previous sponsors already approached, exhibitor packages also available

Printing in kind from printed.com

Newcastle Business School may be interested in Speaker's Dinner sponsorship

Hackathon – contact organisers from 2017 and offer them the opportunity again

Speakers dinner – venue TBC, night before

Is there any link to GEOTN? Had a meeting with Steve Blanks. Will know more after next week. Business expo in July.

ACTION: Circulate the draft programme
Clare to contact workstream leads for the sessions.
Sponsor packs circulate

MEMBERSHIP

New members

- TCS CAD & BIM Solutions £200
- Bowmer & Kirkland £450
- Luminous Group £200
- Fresh Data £40

Total £650

Lost members

- Steve Attwell £40

Total £40

Total members	136
Total revenue	£58,860

ACTION: Review member benefits over the next few months. Define the cluster benefits/engagement opps in the benefits.

Suggestions to change student membership. Consult Deni and others. Consider asking educational members to buy student memberships for their students each year.

AOB

Digital leaders 100 Awards - John Marrin sent the criteria for nominating individuals/organisations for the Digital Leaders 100 Awards to all Board members asking them to make their nominations directly. He said he would complete the nominations for the Digital Leader or Digital SME if anyone wanted him to do that. Reminder that the closing date for nominations in 2nd March.

Northern Tech awards – are we nominating