

# Dynamo Board Meeting Agenda

**Date & Time:** 12<sup>th</sup> June 4.30-5.30pm

**Location:** Nigel Wright Recruitment, Lloyds Court, 78 Grey St, Newcastle upon Tyne NE1 6AF

## **Attendees:**

Charlie Hoult (Chair), Keith Dickson, Mike O'Brien, Chris Wade, Mark Larsen, Alan English, Anne Macdonald, Graeme Fletcher, Anthony McMenzie, Phil Jackman, Jane Turner, Graham Jordan, Alison Shaw, Simon Roberson

## **Minute taking:**

Sarah Thackray, Clare Nicholson

## **Apologies:**

Paul Watson, Alastair Irons, Rebecca Strachan, Jen Hartley, Gary Binns, Bob Paton, Janet Ross, Richard Waterhouse, Lindsay Phillips, Matt Oakley, David Carroll, Giselle Stewart, Deni Chambers, Stuart Lynn, Neil Hemming, John Hunt

## **Board Updates**

Welcome to Jane Turner

## **Finance**

- Credit control and aged receivables
  - reviewing and ongoing process
  - Written off 7 members who didn't want to renew and never paid
- Accounts managed being overseen by Mark/Mackis at Hoult's Yard
- Cashflow forecast will be updated for next Ops meeting in July.
- Slightly down on last year to date – result of only one headline sponsor for D17

## **Workstreams**

Note: We are renaming workstreams to Clusters (industry based groups) and Special Interest groups (SIGs).

## **BIM:**

- Renaming the cluster to Digital construction
- Set up a cluster working group from employers from education and support bodies. First cluster meeting was held in May at Northumbria Uni. Next meeting at end June at Ryder.
- Strategic planning at next meeting.
- Teesside Uni could link in with BIM through George Clarke
  - **Action:** Anne to link up to discuss with Jane Turner
- Since last board we had a meeting with Northumbrian Uni and RIBA – potential to repeat the strategy from NISDI. If devolution plan succeeds, North of Tyne businesses, academia and partners may want to support to build an industry strategy. May have something from the region to propose.
- Talking to Hans Moller at the LEP. They have some UK money to fund a team to write innovation projects.

## **Diversity in Tech/Future workforce/Skills:**

- Very thoughtful useful think tank on 8<sup>th</sup> June
- Notes will be shared. Led by Janet Ross, Helen Baker and Claudia from DWP.

- Potential actions that might be taken such as inviting more people from education and skills to sectoral meetings so that the message is clear across the industries around the pipeline of skills and cross engagement is improved.
- Janet Ross, BT and Helen Baker, Sage are leading on this development moving forward. Structured meetings always at Sage with meeting dates to be confirmed.
- 800-1000 students being mock interviews. 3 tables from Dynamo group. Ubisoft, Northumberland and Durham CC interviewing. Great to have member representation.
- Accenture talking to Virgin money about Girls in Stem. Good to get as much collaboration as possible.
- Sage and Accenture talking about possible apprenticeship clearing system – this would promote more collaboration across regional companies.
- Align Skills, Diversity and Talent – Sage suggestion
- Mark L at Accenture would think it's key to invest in collaboration in the skills area across industry.

Digital Skills 20<sup>th</sup> June event – run by Sunderland Software City

- Alison Shaw and Phil Jackman are going from Dynamo

### Shared service centres:

- 50-60k people employed in the North East in shared service centres.
- Involve Convergys?
- A cluster would make it a career ladder and make people feel they were in a defined career
- Work with the contact centre group on the cluster working?
- Need a volunteer leader.
  - o **Action:** Simon R from BT could find someone to help/be involved.
  - o Accenture and Sage also thought they could get involved to support this

### Cyber:

- Ant has offered help to coordinate the cyber stream.
- Mark L and Graeme have got key people in their organisations who would be good contacts to involve. Alastair Irons, David Carroll
- Jane Turner to be involved.

### Advanced manufacturing:

- Catherine Johns is leading on the session for D17
- Deni Chambers is interested in it – Newcastle College are sponsoring D17 workshop room where this session is programmed.

## Events

### DynamoNets

- **10<sup>th</sup> July** – Accenture. Topic: Innovation workshop
- **11<sup>th</sup> September** – Blackfriars restaurant

Need to source hosts for Oct-December.

- Run events every other month? July and September planned. No continue with monthly networking we just need to promote it more widely to member organisations.
- Circulate internally within member organisations – Clare will ask members who the right contact is to circulate the events around the network/organisations
- Rolling programme available would be helpful – up to 6 months ahead
- Board to help push the Dynamo message out there.

- **Action:** Create a communication out to board re. Dynamo events coming up. Suggested tweets to share.
- **Action:** Clare to contact members to ask for the contacts for the next level down in large organisation to promote the events. Objectives internally for the staff.
- Christmas event – Dynamo only
- **Action:** Board – invite 3 members of staff/contacts to next September event

### Think Tanks

- Thursday 8<sup>th</sup> June - 'Diversity in IT', hosted by Sage – 20 attended. Will pick up momentum and looking to host quarterly meetings with Janet and Helen Baker (Sage) leading on this. Next meeting hopefully in October.
- Next Think tank will run in Sept/Oct and will focus on Cyber, Accenture are sponsoring.
  - **Action:** Dynamo to contact Mark L and the team to discuss this
- Shared service centre think tank – Nov/Dec possibly – need someone to head it up

### Dynamo 17

Monday 3<sup>rd</sup> July. Hosted by Durham University.

#### *Fringe events:*

**Post event reception** to be held on the night of the conference.

#### **Careers event:**

- Taking place on Wed 28<sup>th</sup> June. Hosted by RTC North with Bob Paton, Sue Ormerod leading with Graham Jordan assisting.
- 48 bookings so far
- Will be targeting teachers, careers advisors and any organisations involved with the skills agenda with an interest in school age education.
- We have invited member organisations to exhibit at the event as in previous years. This will be FOC to Dynamo member companies to exhibit at, and attend.
- Need to work out the agenda/content for the event – Bob & Sue to discuss.

**Action:** Member employer zone – still some space if anyone interested please contact Clare.

**Action:** Bob and Graham to contact Sue Ormerod to discuss content

#### **Sponsorship:**

Durham University are hosting in kind by donating the room hire FOC.

Headline sponsor - Sage

Host city sponsor – Durham County Council

Host venue sponsor – Durham University

Workshop Rooms

- NE LEP
- Newcastle college
- Accenture
- Newcastle University (Digital Institute)
- North East Futures UTC

Programme Sponsor – Business Durham

Lanyard sponsor – Forfusion

#### **Additional Exhibitors:**

Northstar Ventures  
Department for International Trade  
VentureFest  
Opencast Software

Sponsorship pack has been circulated to all previous Dynamo sponsors.

£37,050 confirmed and (£1.5k of which is promised not signed). We need another £2,344 + VAT to reach target. Currently on £13k surplus expected but aiming to improve on this.

**Action:** BHE to contact ADV and Mercia (Ian Wilson) for sponsorship potentially

**Programme:**

Title is '**Tech Boom North East: Spotlight on the opportunity**'

Comperes:

James Ashton

Keynotes:

Professor James Woudhuysen (opening)

Prof Carlos Frenk (closing)

**Other plenary sessions:**

**Panel: Tech Boom North East - Spotlight on the opportunity:**

Charlie Hoult, Stu Lynn, Giselle Stewart and Neil Hemming

**Panel: Our North East Successes (afternoon plenary):**

Susan Bell (Waterstons), Paul Dinning (Bede), another to be added!

**Action:** Nissan or Siemens to join the afternoon panel? BHE to follow up.

**Confirmed Themes/Speakers/Curators:**

- Diversity in Tech: Janet Ross, Amy Stabler
- Cyber Resilience: David Carroll, Alastair Irons, Rick Hemsley, Steve Forrest
- Big Data: Paul Watson
- Games/Apps/Digital Creative: Jim Mawdsley
- Govt Digital Transformation: Craig Eblett, Niamh McKenna, Graeme Fletcher, Antony Collard,
- Digital Construction: Anne Macdonald and TBC
- Skills: Alison Shaw, Bob Paton, Giselle Stewart and tbc
- Energy Smart Grid & Engineering: TBC – Opencast, ORE Catapult and Durham Energy Institute
- Advanced Manufacturing: Catherine Johns is curating
- Shared Services: TBC – likely run by NRG on skills retention
- Digital transformation & innovation: Paul Sutherland, Conn Crawford, Victoria Bosi, Alastair Tawn
- AI Bots & Voice: Shaun Lawson, Alex Fawcett, Laeticia Cailleteau

Dynamites Case Studies: Orange Bus, hedgehog lab

Draft programme attached to Board minutes email.

Follow this [link](#) to see programme, speakers and sessions.

### **Tickets:**

Ticket price held from 2016.

49 tickets sold to date. On par with sales pattern from 2015 & 2016

Targeting 150 paid tickets, plus approx. 150 freebies for sponsors and speakers

### **Marketing:**

- Mailouts, tweets, newsletters
- Email sent to Board, Supporter members and networks and Past attendees to book/encourage others to attend/tweet
- Please share far and wide and encourage your contacts to book a ticket!

**Action:** Push out through large organisation's to their next level of staff down.

### **Dynamo Hack**

Taking place during the conference. The aims are:

\*To build innovative solutions to improve the accessibility of information about the North-East IT & tech sector

\* To encourage collaboration across the tech community

\* To showcase the strength and breadth of the sector

Hack Team led by Mark Norris, Development Manager: Product Delivery (Banking Cloud and FaaS / Shared Services) at Sage with support from Accenture and Capgemini.

**Action:** Call for volunteers sent to Dynamo members – please encourage colleagues to sign up. Details [here](#)

### **Actions:**

Target specifically to key contacts and members – ask the Hack team which companies to approach

Post grad students – Sunderland, Digital Institute. Campus North to circulate.

### **Dynamites 17 Awards**

Taking place on 19<sup>th</sup> October at Civic Centre, Newcastle.

Capgemini confirmed as a category sponsor – Innovator of year.

Orchard also confirmed to sponsor a category – not yet signed

BT lined up for headline sponsor once again – verbally confirmed, awaiting signed form

Stu Lynn is chairing the judging panel. We need 8 volunteers from board for judging panel. Clare to circulate email to Board.

Add Digital construction award?

**Action:** Highlight the startup award. Make it its own award. Teesside uni to help promote it. And ask Campus north too.

**Judging volunteers:** Stu Lynn, Phil Jackman, Graeme Fletcher, Anne MacDonald, Simon Roberson, Alan English and Ant McMenzie.

**Action:** Clare to email the board for more volunteers

### **Membership**

- New members:
  - Bede Gaming
  - Bob Paton

- Durham University (£1,600) – discounted for year 1 as part of D17 hosting

**TOTAL £2,490**

- Lost members:
  - Dan Smyth, Bede (Individual)
  - MTC Training
  - Space Group
  - Readysalted.com
- May - Aug Renewals – now sent. Invoiced dated 31<sup>st</sup> May. Total amount £5,680
- Dynamo Credit Control – log set up and Clare chased all to date
- Member survey has been sent – will collate responses by end June ready to share at Dynamo 17
- Warm leads – any updates from those who were allocated an organisation?

**Action:** Board to ensure their organisations complete the member survey –Link is here: [Dynamo Member Satisfaction Survey](#)

## **Dynamo Marketing:**

### **Website:**

Being re-designed. Aiming to launch new website by end June.

Board Profiles, and interested requested for the site.

Requesting testimonials from previous event attendees, sponsors and members for the website

## **AOB**

Yearbook for the end of the year.

- Sell advertising space
- Use photos from the events as a mosaic for the front of the Dynamo yearbook cover

○ **Action:** BHE to discuss the plan with Dynamo ops board