

# Dynamo Board Meeting Agenda

**Date & Time:** 12<sup>th</sup> March 4.30pm – 5.30pm

**Location:** Maven Capital Partners, G1 A Aykley Heads, Salvus House, Durham, DH1 5TS

[Map](#)

## **ATTENDEES:**

Anne Macdonald (Chair), Janet Ross, Matt Oakley, Jennifer Thompson, John Marrin, Phil Jackman, Jen Hartley, Mark Larsen (dialed in)

## **Minute taking:**

Clare Nicholson, Sarah Thackray

## **Apologies:**

Charlie Hoult, Bob Paton, Giselle Stewart, Siobhan Fenton, Alastair Irons, Keith Dickson, Alan English, Alison Shaw, Dan Sydes, James Beard, Graham Jordan, Anthony McMenzie, Paul Watson, Graeme Fletcher, Michelle Rainbow, Stu Lynn, Simon Roberson, Becky Strachan, Chris Wade, David Carroll, Deni Chambers, John Fitzgerald, John Hunt, Lindsay Phillips, Mark Larsen, Neil Hemming, Richard Waterhouse, Rob Hamilton, Robert Bing, Sandra Thompson, Mike O'Brien, Pete Murphy

Clash with UTC and other events – low in numbers

## **Board updates**

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. Work ongoing. Structures for the funding rather complicated so working through the issues and get the funding pinned down.

LEP Funding – 1-year funding – confirmation by end of March. Total project value £180k incl. VAT. To be spent and invoiced monthly retrospectively.

## **Finance**

- Overview and update
  - Accountant to come to these meetings – or submit financial report each month
  - More costs in Feb than anticipated due to higher than expected costs for Hotspot magazine and HOL event
  - Financial planning to be introduced for additional/ad hoc activities in future to ensure costs managed effectively
  - Board to review and sign off budgets for Dynamo

**ACTION:** Invite Mark in accounts to come along to the meetings or offer a report.

## **CLUSTERS & SPECIAL INTEREST GROUPS**

### **CYBER**

Update since last month:

- Relunched the work stream with the Think Tank at Accenture on 20<sup>th</sup> Feb.
- Well attended and a successful event which we need to build on. Collating notes for work stream meeting on 12 Mar
- Planning started for Newcastle Startup Week where we are presenting on opportunities for new businesses in cyber
- Meeting with Accenture since previous contact has left
- Meeting with Teesside University cyber group to look at getting the south of the region more involved.

For this month:

- Build on Think Tank work
- Start individual theme meetings – starting in April.
- Plan for Dynamo Conference
- Plan for Marquee event later in the summer – meeting with BHE this week
- Work with Teesside on event there.
- NSW in May

Phil met with Nicola Japp who has replaced Michael at Accenture as Cyber workstream contact

Mark Larsen: Accenture to build on capability in the NE. Help with marquee event in the summer

## **GDPR**

No update

## **SKILLS**

### UTC:

Pre-opening activities on going. Year 10 almost full. Year 12 (Sixth Form in old money) still needs more attention.

Roadshow next week in Sunderland then South Shields, North Tyneside and across the North East.

More roadshows to follow on regular basis.

Apprenticeships guaranteed from Accenture and most recently, Sage.

New Trustee – Stephen Maratos of Hempsons Law

Building going well, sponsorship opportunities available.

Interviewing for teaching and support team now

Mentor programme launch event in May – Jen Hartley heading up. Hoping to have as many of 120 mentors signed up! No other UTCs have mentor programme set up. Working closely with RTC North. Funnel mentors through them for DBS and background checks. Also become STEM Ambassador.

John Marrin has offered to do talks about leadership.

**ACTION:** Jen and John Marrin to discuss leadership talks further. Coach and develop.

**ACTION:** Clare to send out UTC mentor info to members etc.

## **BIM Cluster and IC3**

- Hosted IC3 drinks reception with Northumbria University and members of the BIM cluster during BIM Show Live on 28<sup>th</sup> Feb – some good connections made
- Visiting Digital Built Britain Team at Cambridge University on 5<sup>th</sup> April to learn more about their proposals, explore Industrial Strategy funding opportunities and update on our IC3 plans
- Planning meeting held with Northumbria University's IC3 team on 26<sup>th</sup> Feb – looking at how structure business planning process
- Working with NE LEP on procurement queries for £180k LEP Innovation Project Development Fund grant application for IC3 business plan. Funding success to be determined now by end of March
- Attending BIM Regions NE event on 28<sup>th</sup> March at NBS and speaking at Womble Bond Dickinson partner lunch on 26<sup>th</sup> March

Interesting link between IC3 and Cyber that has come about – Womble Bond Dickinson for example, interested in both.

### **FINTECH** (Pete Murphy & Mike O'Brien)

Pete and Mike O'Brien both spoke at Herb's Thinking Digital session and got a decent bit of publicity and interest in the Dynamo cluster and membership. There are a few contacts made there who we will be inviting to the next meeting - which is to be scheduled.

Looking at planning a Think Tank on the topic and producing an infographic

**ACTION:** Mike O'Brien – to lead on session at conference. Clare to send info to him.

### **DIGITAL MANUFACTURING** (Robert Bing)

No update

### **SHARED SERVICE CENTRES** (Simon Roberson)

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

Look at further support for this cluster to get it moving forward.

Anne asked Mark to nominate someone from Accenture to be part of this cluster group.

**ACTION:** Anne to explore this with Mark – Mark to email some points and then follow up on a call

### **PROFESSIONAL SERVICES** (Anthony Hall/John Marrin)

Work within Dynamo's values. Provide a service but a service utilizing expertise. Recognise there will be competition still. How can we think like the people who take up the service we provide. Session at NSW in May.

Content for conference session. Meeting on 13<sup>th</sup> March.

Notes from Feb meeting:

1. People 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.
2. We have work to do on changing the perceptions of owners of some digital companies that they can, for example, obtain a better service from providers outside of the region, and that 'the clock starts ticking when we walk through the door'.
3. We plan to showcase examples of digital companies that have experienced good professional services via 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.
4. We will also explore showcasing stories of digital companies experiencing valued professional services through other media such as social media.
5. We will explore further how a multi-service approach can be provided to the digital sector.
6. We considered and will further examine providing a 'drop-in centre' where digital companies are/meet.
7. We will revise the objectives of this cluster (in accord with the template to be used).

### **Clusters as a whole**

**ACTION:** 1 pager summaries for each cluster – to send to, and share with members. CN to ask cluster leads

**ACTION:** Create videos 2min interview for each cluster – create schedule for the marketing of clusters/activities and what we're up to. ST and CN to create and share with cluster leads

**ACTION:** LinkedIn page for Dynamo - create

## WIDER ACTIVITIES

Anne update:

- Opportunity for Board members to take part in special Dynamo Think Tank focusing on the opportunities Brexit presents for the ICT sector, Hosted by Northumbria University on 3 May, 12-2pm including lunch. See information sheet for further details. Clare will circulate the event invite soon if we go ahead.
- Meeting with Gateshead College on 27<sup>th</sup> March who are keen to get more involved with Dynamo
- Attending Waterston's Augmented and Virtual Reality Working Group on 28<sup>th</sup> March

Brexit Think Tank:

GDS research on this – 12,000 additional people needed. Matt Oakley – currently doing some work with Cabinet Office on this. Interest from Accenture and other members too.

General feeling is a very good topic to cover.

**ACTION:** Anne to follow up with Jennifer Thompson re potential for Tees Valley input – extend what comes from think tank on Brexit.

Talent Matching:

- Review meeting held mid-February
- Decided to focus pilot around Graduates initially as Apprentice recruitment process won't produce potential candidates until maybe June
- Need to get suppliers of candidates and SMEs looking to recruit onboard – engagement narrative being developed
- Detailed specification being written
- Development team being established
- Initial timescales established – TBC
- See attached ppt showing a concise overview of progress that's been developed to help with engagement conversations with employers.

**ACTION:** Mark Larsen to chat to Karen regarding resource to complete the platform

## EVENTS

### DynamoNets

- **12<sup>th</sup> March** - Maven Capital Partners – Durham

**May onwards** – Bi-monthly panel events. Proposed schedule to be confirmed, Clare in process of contacting potential hosts. Cyber still looking good for May.

### Think tank

- **May 2018** – possibly 3<sup>rd</sup> – Anne in talks with Northumbria Uni to host a think tank on Brexit.

### Board Dinner 18

Baltic confirmed for Thursday 22<sup>nd</sup> March 2018

#### Sponsors:-

- Mincoffs
- Teesside Uni
- Printed.com – printing in kind

Ticket price £87.50 + VAT

Speaker confirmed – Sandra Thompson, EY

Additional speaker TBC – CEO Barclays

VIP guest list for Dynamo table to be finalised this week.

Tickets to date: 64 including sponsor table, £3,465

Board members still need to book!

## **Dynamo 18**

Wed 20/Thurs 21<sup>st</sup> June 2018

Urban Sciences Building, Newcastle University

Bookings now launched – half dozen booked so far

### Sponsors:-

- Headline sponsor – Sage
- Programme sponsor – Forfusion
- Breakout room 1 – tombola
- Speakers Dinner – NCL Uni Business School
- Printed.com – printing in kind
- Exhibitors - inc sponsors plus Innovation SuperNetwork/Opencast/Quantum Law

Currently 44% of sponsorship target achieved. £21.8k still to get.

Sponsorship packages available – contact Clare/Sarah for more info

Previous sponsors approached and chased, exhibitor packages also available

Hackathon –contacted organisers from 2017 and offer them the opportunity again - TBC

Speakers dinner – Wed 20<sup>th</sup> June, venue TBC – Blackfriars have offered to host. Have asked Newcastle College if could host at Chefs Academy.

Confirming Timandra Harkness as the host – science reporting, comedienne, Radio 4 show, and writer of Big Data: Does size matter? <https://www.bloomsbury.com/author/timandra-harkness/>

Matt Hancock MP keynote speech.

## **MEMBERSHIP**

### **New members**

- >Leighton Group £850
- >Luminous Group £200
- >Fresh Data Group £40
- >Labman £450

**Total £1,540**

### **Lost members**

- >City Web Consultants £200
- >Bridge Club £40
- >Fairstone £850
- >End Clothing £40
- >Hypersmart £40
- >NHSG £450

**Total £1,620**

Total members	131
Total revenue	£58,180

**ACTION:** Clare to send membership info to Pete Murphy

## **AOB**

**Digital leaders 100 Awards** – Submission sent in for Charlie.

**ESF Digital Skills Bid** (from Graham Jordan)

- The expression of interest has been approved for full bid preparation with a deadline of 7<sup>th</sup> May 2018 (that's only 8 weeks - with Easter in there too).
- Meeting held 8<sup>th</sup> March – coordinated by SSC - unsure of Dynamo representation/involvement in bid preparation - anticipating further update as a result
- Contact is [David.dunn@sunderlandsoftwarecity.com](mailto:David.dunn@sunderlandsoftwarecity.com) / [jill.mckinney@sunderlandsoftwarecity.com](mailto:jill.mckinney@sunderlandsoftwarecity.com)

**North East LEP**

Our Economy 2018 report is available online. <https://www.nelep.co.uk/wp-content/uploads/2018/03/our-economy-exec-summary-final-lr.pdf>