



# Nurturing Hi Tech Ventures

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Towards World-Class Clusters in  
Romania

Bucharest March 30<sup>th</sup> /31<sup>st</sup> 2009

# A Brief Personal Introduction

Big Company Life & Small Company Challenges

Pre- & Post-Millennium: Moore's Law Clock & Endless Opportunity

The Globalisation of Sourcing: The Competitiveness of Shores

The Roots of Sustainable Innovation

Intellect UK – and the Competitiveness of the UK Shore

# Drivers vs. Enablers

Technology only enables – People drive

The best commercial innovation comes from:  
Innovative intimacy with technology  
*combined with*  
innovative intimacy with ‘use & the user’

People are about their innate competencies, their trained skills, their accumulating experience – their motivations – and the environments/contexts they can access & operate in

# Nurturing the Hi Tech Venture

Vision, great determination AND  
People, People, People - and Cash!

*Context* is key to delivering effectiveness & efficiency in the use of both  
people and cash

*Governance* is key to delivering the discipline of stakeholder interests

*And in our age*, every young hi tech venture needs to have 'one foot in  
the global'

# Clustering & Networks

Clustering is about a *quality of context*

- Proximity of ventures that share similar innovative intimacy with (interacting) technologies & innovative intimacy with 'use & user'
- Proximity of major centres of academic research & development
- Benefits of shared infrastructure and a positive working environment
- Critical mass factor for government intervention & for the venture funding fraternity
- Benefits of shared focus, identity & 'brand'

Networks are about *feeding that innovative intimacy* with technology and with use & user

# Competitiveness of the UK Shore

An Open House (at least until recently)

Strong & globally-competitive industries that interact symbiotically with the ICT industry

Three decades of experiment in the best role of the government

R&D Tax Credit (and the cash equivalent for loss making SMEs)

Capital Allowances

Enterprise Investment Scheme

Regional Development Agencies – and UK Trade & Investment

Technology Strategy Boards & Knowledge Transfer Networks

Four decades of development of venture funding

Significant gaps with the powerful US venture economy

# Romania/UK

Identity & Brand

The Big Boys (who look after themselves)

vs. creating and delivering a positive SME/SME agenda

UK T&I, Intellect UK and ARIES (and ANIS)

Clusters, Networks, Regions – the benefits of focus