

# Seminar 1

AM: Business Intelligence & Finance, Intellectual Property – PM: R&D Tax, Funding & Incentives, Research and Innovation, QEHS

## Business Intelligence & Finance

Times	Name	Topic
10.00 - 10.15	Phil Hearn - Director, MRDC Software Ltd and CX Zebra	5 myths about Customer Experience Feedback
10.30 - 10.45	Eleanor Walsh - Regional Sales Manager UK & Ireland, Sana Commerce	Maximising your sales online: a winning formula
10.45 - 11.00	Nigel Dunand - Managing Director, Sandler Training, Birmingham. Chairman - Institute of Sales Management. Midlands	Break the Rules and Win more business!
11.00- 11.15	<b>Coffee Break &amp; Networking</b>	

## Intellectual Property

Times	Name	Topic
11.15 - 11.30	Rachel Bateman - Patent Attorney, D Young & Co	Are you protecting your ideas? How IP can protect your design, invention and brand
11.30 - 11.45	Dr. Nick Palmer - Senior Associate, Forresters	Patent myths debunked

## R&D Tax, Funding & Incentives

Times	Name	Topic
11.45 - 12.25	Sam Stephens - Director, TBAT Innovation	360 approach to funding
12.25 - 12.40	Martin Clancy - Enterprise Account Manager, Idox	Unlocking the world of research funding
12.40 - 12.55	James Geary - Head of Corporate Tax, Randall & Payne	R&D Tax Credits – turning innovation into cash support
1.00 - 2.00	<b>Lunch Break &amp; Networking</b>	

## Research & Innovation, Startups

Times	Name	Topic
2.00 - 2.15	Melissa Snover - Managing Director, Katjes Fassin UK Ltd	Challenges of setting up own business
2.15 - 2.30	Rafiq Nabi - Director of NPD, SCI-TECH Innovate Ltd	Blinkered vs Technology-Led Innovation
2.30 - 2.45	Xi Bing Ang - Director, Simon-Kucher & Partners	Monetising Innovation: Designing the product around the price?

## QEHS

Times	Name	Topic
2.45 - 3.00	Guy Osmond - Managing Director, Osmond Group Limited	Sit-Stand Desks – Separating Truth from Sales Pitch
3.00 - 3.15	<b>Coffee Break &amp; Networking</b>	
3.15 - 3.30	Belle Nairac - Head of Sales, Bolt Learning	Health & Safety: UK Manufacturing is getting it wrong
3.30 - 3.45	John Cotman - Senior Consultant, Conformance Limited	11 Things you need to know about CE marking, including Brexit
3.45 - 4.00	Peter Shields - Managing Director, BusinessPort Ltd	Is the traditional management system structure fit for purpose in 2018?
4.00 - 4.15	Dougal Driver - Vice Chair, Society for the Environment	The Importance of Registered Environmental Professionals

All presentations/timetables are subject to change. Please check with onsite event timetable on the day.