

Celebrating **10 Years**
of Entrepreneurship

eClub Start-up Festival

Wednesday
2nd March 2016



UNIVERSITY OF EDINBURGH
Business School

Welcome to the eClub Start-up Festival!

Want to Start-up? Come along!

Whether you're curious about entrepreneurship or super-active in business already, this festival is for you.



Running from first thing in the morning right through to a lively cabaret-style night, the E Club Start-up Festival is a ticketed programme of free events which offers plenty of opportunities to connect.

The festival marks the 10th anniversary of the E Club - University of Edinburgh Business School's entrepreneurs' network.

Come along for panel talks, a networking breakfast and two pitching competitions sponsored by Grant Property and Santander with a combined prize fund of £8,000. This is your opportunity to experience that electrifying Dragon's Den energy - live - as 12 teams compete for cash prizes.

James Watt of Brewdog, one of the world's most innovative entrepreneurs, will be sharing his story.

Some exciting start-ups will be setting up shop in the Business School; so come along to sample their products and services, and find out how they got started in business.

There is an enormous appetite for social enterprises right now, and we're delighted to have Social Bite, Punjabi Junction and Kilted Lobster hosting an informal gathering of food and talks.

We will go into the night swapping war stories at F**k up Night, the celebrated global event where those in the know share what they've learnt from failing in business.

It's going to be a great day (and night).

We hope to see you there!

The University of Edinburgh Business School.

Unless otherwise stated, all events take place in the
Business School Building,
29 Buccleuch Place,
Edinburgh, EH8 9JS

BOOK TICKETS AT: www.business-school.ed.ac.uk/eclub-festival

Events in brief



9:00am – 10:30am | START-UP WITH BREAKFAST

Business School Café, Lower Ground Floor

10:00am – 10:50am | THE LIFE CYCLE OF A START-UP

Business School Auditorium, Ground Floor

11:00am – 5:00pm | THE START-UP MARKET

Business School Concourse, Ground Floor

11:00am – 12:00noon | BITE-SIZED STORIES OF START UPS

Business School Lecture Theatre, 1A

12:00noon – 1:30pm | THE BIG SOCIAL LUNCH

Business School Café, Lower Ground Floor

TICKETS £5, lunch included

**1:30pm – 2:30pm | NURTURING AN
ENTREPRENEURIAL CULTURE**

Business School Auditorium, Ground Floor

**3:00pm – 4:10pm | E CLUB PITCHING
COMPETITION**

Business School Auditorium, Ground Floor

**4:30pm – 5:40pm | E CLUB DIGITAL IDEAS
PITCHING COMPETITION**

Business School Auditorium, Ground Floor

6:00pm – 7:00pm | JAMES WATT: BUSINESS FOR PUNKS

David Hume Tower, Lecture Hall A

7:30pm – 9:00pm | E CLUB AWARDS

Business School Conference Room,
4th Floor

9:00pm – 10.30pm | F* UP NIGHT:
STORIES ABOUT FAILURE**

Potterrow Dome Café, 5/2 Bristo Place

James Watt



Jonathan Moules



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eClub Start-up Festival

START-UP WITH BREAKFAST

9:00am - 10:30am

**Business School Café,
Lower Ground Floor**

Join us for a networking breakfast with some of Edinburgh's support networks for entrepreneurs, and meet like-minded people.

LAUNCH.ed, Informatics Ventures, Investing Women and Scotland CAN DO will be offering advice on how to survive and thrive in the early stages of a new business.

Booking essential.

THE LIFE CYCLE OF A START-UP

10:00am - 10:50am

**Business School Auditorium,
Ground Floor**

Starting out might be a challenging phase in the life of a business, but what happens afterwards is just as key to success.

Join Jonathan Moules, Business Education correspondent for the Financial Times and Gav Dutch, founder of digital start-up Kotikan for a fireside chat about the life cycle of start-ups. They will be discussing what great beginnings are made of, the make or break of growth, and the end-game of it all.



THE START-UP MARKET

11:00am - 5:00pm

**Business School Concourse,
Ground Floor**

Come and talk to the people who are out there doing it, and sample their products and services.

A number of businesses from our E Club community and beyond are literally setting out their stall for the day, selling everything from cosmetics to lasers.

Join GlamCandy (the UK's largest make-up school), Stag Barber Co (a barbershop shop in Edinburgh with a difference), Fourth World Art (social enterprise selling art to support communities), Uncoverlab UK (an innovative laser etching personalisation service), Punjabi Junction (Indian food social enterprise) amongst others.

BITE-SIZED STORIES OF START UPS

11:00am - 12:00noon

Business School Lecture Theatre, 1A

Listen to remarkable stories of entrepreneurship that give us a glimpse into the unexpected moments in business life.

Our storytellers for the day include co-operative consultant Karen Birch, founder of Regular Music Pete Irvine, architect Akiko Kobayashi on how to build a house in a weekend, the E Club's medical equipment entrepreneur Kanika Bansal and many others.

**ALL EVENTS ARE TICKETED – BOOK TICKETS AT:
www.business-school.ed.ac.uk/eclub-festival**

THE BIG SOCIAL LUNCH

12.:00noon – 1:30pm

**Business School Café,
Lower Ground Floor**

A delicious lunch supporting pioneering social enterprise Social Bite, of George Clooney fame, and the opportunity to learn why food and social enterprise go so well together. In this informal mix of lunch and talks we are joined by Social Bite manager Alan Mahon, Punjabi Junction manager Sinita Potiwal and Kilted Lobster founder and chef Colin Hinds.

TICKETS £5, lunch included.



NURTURING AN ENTREPRENEURIAL CULTURE

1:30pm – 2:30pm

**Business School Auditorium,
Ground Floor**

Jamie Coleman of Codebase, Ben Spigel, Lecturer in Entrepreneurship, Jo Young of E Club and Jackie Waring of Investing Women Angels join us for a lively panel discussion on how support and environment are key to fostering new ventures.

Join Ben Spigel after the event as he crowd-sources The Wall of Good Things, a collection of thoughts and tips for start-ups.

E CLUB PITCHING COMPETITION

3:00pm – 4:10pm

**Business School Auditorium,
Ground Floor**

Six teams of entrepreneurial University of Edinburgh students pitch their start-up ideas to win three cash prizes, or £5,000 in total. Join us for a riveting and fast paced hour of pitching great ideas.

The winner will be announced at E Club Awards at 7.30pm.

Sponsored by Grant Property and Santander.

E CLUB DIGITAL IDEAS PITCHING COMPETITION

4:30pm – 5:40pm

**Business School Auditorium,
Ground Floor**

Six teams of entrepreneurial University of Edinburgh students with digital businesses pitch to a panel of dragons to compete for three cash prizes, or £3,000 in total. Another fast-paced hour of dreams and ideas to crunch through.

The winners will be announced at E Club Awards at 7.30pm.

Sponsored by Santander.



JAMES WATT: BUSINESS FOR PUNKS

6:00pm - 7:00pm

David Hume Tower, Lecture Hall A

Join the founder of Brewdog and author of *Business for Punks*, an irreverent guide to doing business.

Hear how two young Scots put everything on the line for what they believed in and how a passion for great beer inadvertently forged a whole new approach to business.

Event chaired by Ian Fraser, followed by a book signing.



E CLUB AWARDS

7:30pm - 9:00pm

Business School Conference Room, 4th Floor

The inaugural E Club Awards celebrate the achievements and efforts of pioneers in our business community.

Join us as we announce the winners of the four categories, and the winning teams competing for £8,000 of cash prizes earlier that afternoon.

Including the Entrepreneurial Spirit Award, Giving Back Award, Student Enterprise Award and the E Club Entrepreneur of the Year.

F*** UP NIGHT: STORIES ABOUT FAILURE

9:00pm - 10:30pm

Potterrow Dome Café, 5/2 Bristo Place

Failure is a valuable learning tool and in this cabaret-style speakers night we are going to celebrate just that.

Born in Mexico in 2012, this series of talks are now held around the world. Three speakers, seven minutes each, with time for questions, networking and drinks.

Sarah Kish, Allan Lloyds and Peter Martin will share their honest tales.

The Start-up Market

Business School Concourse, Ground Floor
11.00am – 5.00pm



Come and meet the makers, movers and shakers doing great things in some of Edinburgh's most interesting start-ups – the market will be open throughout the day so drop by to shop, talk to stallholders and support your local entrepreneur!



WHAT YOU'LL FIND:

Fine pickles from social enterprise
Punjabi Junction

“The best deli this side of Delhi!”

Barbering services from
Stag Barber Co.

“Great cut. Good banter”



Personalise your belongings –
Uncoverlab UK are bringing their
laser-etching skills.

Makeover magic from **GlamCandy** –
arrive early to avoid disappointment.



Fourth World Art – selling Haitian art
to help Haiti's rebuilding efforts.
“Fourth World Art helps people buy
a piece of hope.”

And more!

About eClub

E Club – the Edinburgh Entrepreneurship Club – is a consortium of students, alumni, researchers, faculty and staff from across the university, and colleagues from the wider community who share a common goal of fostering the entrepreneurial spirit. Founded in 2005, we are hosted by the Business School and are open to anyone with an interest, idea, business, or simple curiosity.

We host inspiring talks, pitching and business plan competitions, run informative workshops, provide access to entrepreneurs in residence and offer year-round networking opportunities at our events. Our 2,500 members make for a very active community on social media, including Facebook and LinkedIn.

We welcome members at all stages of the entrepreneurial process, from complete novices to those with established businesses, funders and intermediaries. Membership is free.

10 years of E Club

200 inspiring events

2,500 members

£40,000 total prize money awarded

85 teams pitching for prizes

To join E Club and receive news about our events and competitions, visit:

www.business-school.ed.ac.uk/eclub

Facebook: [/EClubEDI](https://www.facebook.com/EClubEDI) Twitter: [@eclubedi](https://twitter.com/eclubedi)

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