



UNIVERSITY OF  
CAMBRIDGE  
enterprise



Starting a company

Cambridge Enterprise Seed Funds

## Do you want to start a University spin-out?

Whether you're actively seeking investment money or are just considering the formation of a University spin-out, **Seed Funds**, the business creation and funding division of Cambridge Enterprise, can help.

With over 20 years' experience in company creation, our team will help you develop your business proposition through access to our network of mentors and management, and apply for direct investment from the University's early stage fund.

### We can provide:

- early stage seed funding
- advice on business planning
- mentoring and support from our network of mentors
- connections with management
- links with later stage investors



We have a  
**£15 million**  
investment  
fund

### The investment we offer

We offer a range of investment to help develop your new venture:

<b><i>PathFinder funding</i></b>	up to £20k	to carry out market and intellectual property assessments or build business strategies
<b><i>PathFinder funding (Software)</i></b>	up to £20k	to carry out Minimal Viable Product (MVP) development, including prototype development, field testing and customer pilots
<b><i>Fast 50 funding</i></b>	up to £50k	to carry out initial commercial development, e.g. for software businesses
<b><i>Seed funding</i></b>	typically £200-£500k initially	to fund development of a new company

Cambridge Enterprise invests via a direct equity investment or a convertible loan.

## Our successes

We have made more than **84 investments** across all technology sectors. Our portfolio companies have gone on to raise over **£1.6 billion** in further investment and grant funding.



## After investment

Once our investment is in place we will continue to work with you to help develop and grow your business.

We maintain excellent links with angel groups and venture capital firms, including our sister fund Cambridge Innovation Capital, which helps our companies to build relationships with high quality follow-on funders. Our active network of experienced mentors and management can help our companies to build a strong, professional team as they grow.

## The process

1. Contact us for an early discussion about your idea. If we see potential, a member of the Seed Funds team will work with you to develop the idea and guide you through the investment process. If your project isn't suitable for our funding, we can direct you to other sources of support.
2. You can apply for PathFinder funding – we can make these smaller awards easily – or get support from a mentor to help develop your plans.
3. For a larger investment, you will need to pitch your business plan to the Seed Funds team. If we see potential, we will help you improve your pitch to take it to the Cambridge Enterprise Investment Committee.
4. After hearing your pitch, the Investment Committee will make a decision on whether to invest and the terms of the investment.
5. With approval, we will put in place the necessary legal agreements to complete the investment.

## Contact us

**Dr Anne Dobrée**

*Head of Seed Funds*

**Dr Elaine Loukes**

*Investment Director (Physical Sciences)*

**Dr Christine Martin**

*Investment Manager (Life Sciences)*

**Tania Villares Balsa**

*Investment Manager*

**James Thomas**

*Senior Investment Associate (Software)*

Or reach out to one of our  
Entrepreneurs in Residence:  
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(Life Sciences)

eir-ps@enterprise.cam.ac.uk  
(Physical Sciences)

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