

3Cs Community



www.3cscommunity.com

Support, advice, access to knowledge and mentoring are the key elements identified as required by start-ups and growing companies.

Starting and successfully growing a business is a dream for many people. It can be a long and lonely road to success or perhaps - failure. It doesn't have to be that way; being part of a supportive entrepreneurial community is one of the keys to ensure the success of your venture.

We should all be only too willing to help at a time of drought in funding. We would hope that with the wealth of talent within our community and elsewhere, we could help our fellow colleagues raise funds, source advice and make connections for their latest "adventure". If so, the 3Cs Community is the place to discuss it, swap hints and tips, provide online mentoring and maybe find those elusive funds. It is not a place to advertise your services, but rather Pay It Forward for the help that you may have received in the past, within these walls.

3Cs is an active community, where advice and critique comes free-of-charge for the budding entrepreneur, to:

- help create a business environment that is supportive to the goals of your organisation and your customers;
- find others who can help you get your company off the ground including investors incubators, mentors and advisors;
- benefit from the knowledge exchange between our members so that being a member means your company gets ahead of the competition.

Meetings

We have been having our meetings since we started in 2003, typically every other month in London.

At 3Cs members' meetings, three budding entrepreneurs are given the chance to make presentations to the audience. This is a vital service to the presenters and their business ideas. It allows them to test-run the "pitches" that they will make to potential investors and partners and it acts as an invitation to those in the audience who can help, to step forward and offer that help.

Details of over 330 presenters from all of our meetings since 2003 can be found on our website. Our 10th Anniversary meeting in [May 2013](#) saw 14 presenters from the previous 10 years recount the success (or otherwise) of their venture since their first presentation. For our 100th meeting in [June 2018](#) we invited 6 of our previous presenters to give us an insight into what was happening in a market or technology 10, 20 or even 50 years ago, what is happening now and then look forward and share what they think might happen in the future.

A typical 3Cs audience will comprise advisors such as accountants, lawyers, investment specialists, technical gurus; other actual or budding entrepreneurs; and, potential investors and people with access to sources of investment. The audience is well informed and sharp, but friendly. The environment is safe and confidentiality is assured. As a result, the pitchers get an honest, but supportive, appraisal of their ideas and proposals. However, they also get a real, hard-nosed and often telling test of their knowledge of, and commitment to, the venture. No-one leaves the podium down-hearted, but some leave realising that they have a long road to travel. However, in the bar after the meeting, even the most outrageous pitcher will find at least a few 3Cs members who are willing to do something to help. In one example, a pitch that sounded totally incredible was turned into a real business venture simply because someone in the audience saw through the outlandish elements of the proposal and into the heart of the commercial opportunity. That opportunity may never have emerged if the pitcher had not been able to stand up in front of the 3Cs audience.



Presenters - 10th Anniversary Meeting - May 2013



Presenters - 100th Meeting - June 2018

Gill Jennings & Every

Next Meeting

16th June 2020 - Taylor Wessing

Our March meeting is being hosted by Gill Jennings & Every.

Gill Jennings & Every is a leading intellectual property firm based in London and Munich. We provide the ideal combination of legal, technical and commercial expertise to help turn your innovations, brands and designs into commercial success.

We understand the importance of intellectual property to your business and by providing clear, creative and expert advice we can assist you in protecting, exploiting and managing your IP assets to maximise their value.

We are consistently recognised by the leading UK legal directories - Chambers, Legal 500 and Managing Intellectual Property - as a 'go-to' firm, which is a testament to the quality of our advice and the valued role we play in supporting our clients.

In order to secure the best future for your business you need advice from the right experts on how to develop an IP strategy that fits with your technology and supports your broader business plan. GJE can help you get this right and make sure that your business is in the best possible position for future success.

Whether you are a fledging start-up seeking seed funding, a fast-growth SME scoping Series A or B funding opportunities, or an established company looking to streamline its IP portfolio or secure a lucrative exit, we can help you.



Guest Speaker: - Chris Dines - Informed Funding

Chris Dines has a long career as an entrepreneur and thought leader in the areas of business intelligence, technology and growth company finance. An economics graduate, he qualified as a Chartered Accountant and managed a successful corporate finance team at PwC. As CEO, he built leading Tech Research business, Ovum, achieving an IPO on the London Market and subsequent sale (now part of Informa Group). He has built, from scratch, Knowledge Peers and Informed Funding, with both organisations focused on P2P knowledge sharing in the UK SME sector. He is on the Boards of leading PropTech business Focal Ventures and leading PR business, William Murray Communications.



Chris created the concept for Informed Funding due to his experience in witnessing the challenges that businesses have in raising finance.

Business Pitches

Anthony Davison - Big Barn

BigBarn is the UK's no.1 local food website. We help people to find good, safe, accountable food from local sources. In the UK we waste 30% of the food we produce and 20% of NHS spend is on food related disease; we must change.



BigBarn is committed to reversing the trend towards the growing mass production of food and control of the market by big business and retailers, giving farmers an average of only 9p in every £1 spent on food in the supermarket. And where milk is often cheaper than water in some shops! BigBarn's mission is to reverse this trend by reconnecting consumers with their local producers, direct, or through local retailers, and encourage local trade.

BigBarn achieves this by promoting local food producers and independent retailers, as icons on post code specific maps accessed through the internet. It allows small, struggling, rural, producers to sell direct and get a better price. And consumers access to cheaper, fresh, seasonal, accountable, food. It also reduces food miles, increases food knowledge and education as well as increasing agricultural diversity and boosting local rural economies to make those communities more sustainable. See bigbarn.co.uk/local-food-map, already shared with 90+ websites; start to use it now and change your life!

Greg Hannaford - Set Squared Group Limited



Set Squared Group's recently updated business model is to provide all aspects of professional B2B services that any UK owner managed small to medium sized business may need. The focus is to ensure all service offerings are from well established, highly rated organisations so that any SME can engage with several endorsed trusted suppliers, as appropriate, local to their operational base.

Initial launch of the first Platform of Distinction (POD) is targeted for Quarter 1 or 2 this year. It will be an on-line portal targeting a given geographic area to allow cross pollination of each members' customers between: money, tax and finance experts etc. This will be followed by geographic expansion across the UK by rolling out additional PODs. A wide and growing range of SME service providers will be available including: Accountancy and Tax advice, FX, Wealth Management, Property Finance, Grants, R & D tax credits, and substantive FSCS claims.

Adrian Wong: MOXI AI

Do you struggle to organise events for your friends and colleagues?



Can anyone ever make a decision on what to do or when to go? Do you dread it when it is your turn to organise the get together? Your prayers are answered, here is MOXI AI; your Personal Concierge.

No more days or weeks of back and forth with friends searching for what to do and coordinating everyone. MOXI is your personal butler for socials, handling all of that hassle. MOXI serves up a curated selection of activities & times based on group circumstances and preferences. Everyone can discuss and vote on their favourites, enabling rapid group consensus.

MOXI is a smart chatbot that you can talk to via your favourite chat app or by voice using a smart speaker. Just tell it what you fancy doing and off it goes to find just the right things for you and your friends. MOXI chats to each of your friends, checking calendars and locations to figure out when and where works, using preferences to weed out what doesn't work. Everyone then votes on their top choices. Your friends can suggest activities for voting on too. Once decided, MOXI handles the rest, booking restaurants and tickets, and sorting all the payments.

More details and registration at www.3cscommunity.com