

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 300 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 of their venture since their first presentation.

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 from our 10th Anniversary Meeting - May 2013

16th May 2018 - NatWest HQ
26th June 2018 - Taylor Wessing
10th October 2018 - Marks & Clerk

Reed Smith

Our March meeting is being hosted by Reed Smith.

Reed Smith represents many of the world's leading companies in complex litigation and other high-stakes disputes, cross-border and other strategic transactions, and crucial regulatory matters.

The firm's largest office is in London, where they have nearly 350 lawyers serving international and domestic clients. From London, they specialise in all aspects of English law involving trade, litigation and commercial concerns.

ReedSmith

Driving progress
through partnership

[Register here on our
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Guest Speaker: Mark Stewart:

Building a global business

Mark is the CEO, Director and Founder of IMC. Mark and his team founded and delivered the Bank of Telecom[®] business proposition that is revolutionising the international telecoms industry. Bank of Telecom[®] is an automated telecom trading platform for Telecommunications carriers and it provides same day international US\$ settlements for telecommunications industry via its payment partners such as American Express. Launched in late 2015 Bank of Telecom[®] now has over 750 Telecommunications Carrier Members across 92 countries. Although a fully automated trading and payment system; Bank of Telecom[®] members account managers are based at the Head office, where it also operates its China Branch, its European/Russia/CIS Branch in Kishinev, Moldova and its LATAM Branch in Santiago, Chile. Bank of Telecom[®] back office is based in Kerala, India.

IMCs profitable revenues have more than doubled for six consecutive years.

IMC have now applied for a PI license with FCA and intend to replace the use of 'Banks' by the Telecoms industry.

Mark started his career over 30 years ago at BT and then Cable & Wireless where he held senior commercial roles before moving to Hong Kong Telecom where he was responsible for managing corporate customers. Mark was a founding Director of Storm Telecommunications in Europe, and the CEO of Advantage, in Australia; a company he took public and then sold. Mark then established TelAsia selling it to BNS (now Daisy) where he was COO. Mark started IMC in 2012.

Come and learn how to grow an international business and raise capital to fund aggressive expansion around the globe.



Business Pitches

Anta Pattabiraman - Myflexifit



Myflexifit is a next generation connected fitness platform that provides access to high quality boutique fitness classes : any-where and at anytime.

We democratise access to quality fitness and leverage technology to make it social and gamified. Our mobile app connects to your TV so you can watch on your big screen as you sweat it out . Our real time heart rate tracking technology allows you to see how hard you are working on screen so you can take on your personal best or compete with friends wherever they might be. We leverage data science to use your goals and data to personalise the fitness experience and provide you a PT.

Already offering: Yoga, Pilates, Strength, HIIT, Running, Post and Antenatal with more to follow in the near future. The product was launched in Sep 2017 and is growing 50-100% mom. The user base has grown from 13 in Sep to 575 to date. Connected fitness is a hot area and CB insights has identified this as one of the top tech trends of 2018. There are already almost a million users in the US streaming classes; we are an early player capitalising on the same trend in Europe.

Michelle Kinneavy - MediCabs



Medicabs UK offer wheelchair accessible taxis, staffed by Care trained licensed taxi drivers. Michelle identified the need for improved travel options for patients from working with the elderly and disabled, and now clients call us the Medical Uber! Registered as a Transport for London Taxi Operator, with full Care Quality Commission England accreditation - making Medicabs UK unique in the transportation sector.

Example client quotes: "After my last operation I felt isolated Medicab UK gave me back my independence". "Before we used Medicabs UK, getting Mum around could be tough. We have faith in Medicabs UK & family trips have become fun again"

We are already a Provider of Care Services to East Sussex County Council and generating revenues & profits with one part time cab but are keen to grow and roll out to 4 full time cabs and therefore looking for access to funding. Have established partnership with Adult Social Care @ NHS Hospitals, supporting patients, delivering care, as well as transport for social care funded clients. Have relationships with: Conquest Hospital Hastings, East Sussex and St Georges NHS Trust, London. The plan is to expand to Manchester & Oxford within 2 years, and then the whole of the UK.

Martin Stone - Next Meal

Next Meal is a mobile phone technology helping to reduce street homelessness. Our soup kitchen started in February 1994 in response to several people asking for food following the worship services. It has become the Muswell Hill Churches & Community Soup Kitchen. It is staffed wholly by volunteers. Open five evenings a week, Sunday through Thursday. Normally serving a two course meal to about 40 people each night, a total of 8,000-10,000 meals a year. Martin's lightbulb moment came at a bus stop, when he wondered whether the same technology that told you when the next bus would arrive could "answer the question where is the next meal coming from?" He pitched the idea to city tech expert Oli Roxburgh who describes Stone as "a very persuasive neighbour" and ended up working on the app in his free time. GPS identifies a user's location and lists the nearest charities that provide food and support for homeless people. Martin hopes that it will be a useful tool for statutory organisations and charities working together to reduce street homelessness in London. They are very grateful to the many organisations, schools and individuals that support this outreach. Come along and find out more and maybe you can help too?



More details and registration at
www.3cscommunity.com