

MANCHESTER
1824

The University of Manchester



Masood
Entrepreneurship
Centre



VENTURE FURTHER **AWARDS 24**

 #VFAwards

@EntrepMCR 



Welcome from the Director of the Masood Entrepreneurship Centre

The Masood Entrepreneurship Centre is the focal point for entrepreneurship at The University of Manchester and the annual Venture Further Awards event is the showcase that allows us to celebrate the amazing entrepreneurial talent of our students and recent graduates.

Launched in 2003, the competition has gone from strength to strength launching many successful new ventures, and we continue to encourage and support the development of new businesses based on the innovative opportunities identified by our students and recent graduates.

There are now five categories of award – environment, healthcare, services, social enterprise and technology; and I would like to congratulate all the finalists, who have made it to the final round. Once again, the standard of entries has been incredibly high, these ideas have the potential to make a real difference and I am excited to see how they develop. This year's winners will receive prize money totalling £100,000 with additional support offered by expert groups across the University and our wider networks, enabling the winners to take their ventures forward.

As we uncover real talent for business, I hope you will agree that here at Manchester we are developing the next generation of entrepreneurial graduates with the skills and confidence to identify and act upon new opportunities.

Lynn Sheppard
Director, Masood Entrepreneurship Centre

I hope this brochure will serve as an inspiration to other students who aspire to be entrepreneurs and problem-solvers. Finding financial support to go from an idea to an actual business is one of the most difficult hurdles that entrepreneurs face, and the cash prizes in this competition enable the winners to really make a difference and take their businesses forward.

I would also like to offer a special thank you to the judges, our alumni, colleagues from across the University and the wider support partners who continue to contribute so much to fostering innovation and entrepreneurship amongst our students.

I extend a warm welcome to all of you and I hope you enjoy the evening.



“
I am delighted to welcome you all to this year's student start-up competition awards brochure.
”



Awards Host

Professor Luke Georghiou

Deputy President and Deputy Vice-Chancellor

As well as general leadership duties, Luke is responsible for innovation in the University, including business engagement and commercialisation of intellectual property. He is active in research and policy advice to governments and business.

Luke is currently a Non-Executive Director of Northern Gritstone and of the Manchester University NHS Foundation Trust. He is also a member of the Board of Directors of Manchester Science Partnerships. He chaired the Steering Committee of the European Universities Association Council for Doctoral

Education and has now joined the EUA's Expert Group on Innovation. He was elected to the Academia Europaea in 2011. He has published extensively on research and innovation policy and management in leading outlets. He holds a PhD (1982) and BSc from The Victoria University of Manchester.

“ I have been involved with Venture Further for over a decade – as a judge, presenting the awards and meeting the winners and guests at the Venture Further dinner. It gives me both pride and pleasure to see so many of the businesses going on to succeed in the market. In the University's Bicentenary year, we are reminded that innovation and enterprise have always been core to our University's strategy. For our students, entrepreneurship is a defining feature of the Manchester experience. ”

Venue

Whitworth Hall
The University of Manchester

Programme

18:00
Drinks reception

18:45
Welcome and Guest Speaker
Mustafa Khanwala

19:00
Dinner

20:45
Awards Presentation
Environment
Healthcare
Services
Social
Technology

21:45
Close



Guest Speaker

Mustafa Khanwala

MishiPay

Mustafa is the founder and CEO MishiPay, a Mechatronic Engineer and an entrepreneur at heart. He applied for the Venture Further Awards with MishiPay and won £10K to start the business. It was at the University of Manchester that Mustafa met his co-founder Tanvi Bhardwaj who was pursuing Computer Systems Engineering there. He built the first MishiPay prototype himself and launched it in the first ever store at a pop up in Shoreditch Market in London. He also won the UCL 'Bright Ideas', and Mayor of London's International Student awards. In 2019 he was named in the prestigious Forbes '30 Under 30' list.

It was when he was standing in a queue waiting to buy a can of coke for 20 minutes at Lidl that he identified the need to digitize the in-store shopping experience. Customers needed a faster, simpler way to checkout and stores needed customer insights into shopper behaviors to serve them better. This realization eventually led to the launch of the first product Scan & Go which has since then evolved into a full product suite which can now cater to different types of checkout journeys in store.

Today MishiPay products are deployed in hundreds of stores across the globe. Mustafa and the team have

taken MishiPay to a company with over 1M users a month and over £3M in ARR. Along the way investors like Nauta Capital, American Express, United Ventures, Commerce Ventures, Juno Capital and others have provided invaluable support. MishiPay has to date raised around £15M in equity financing.

Amidst the ever evolving retail landscape and the growing pressure on costs and staff shortages, MishiPay remains committed to providing sustainable solutions that enhance store efficiencies and elevate the customer experience.



mishipay.com



mustafa@mishipay.com



linkedin.com/in/mustafakhanwala/



The judging panel

Competition Organiser

Matilda Page
Enterprise Business Development Executive,
Masood Entrepreneurship Centre,
Alliance Manchester Business School

Chair

Lynn Sheppard
Director,
Masood Entrepreneurship Centre,
Alliance Manchester Business School

Professor Lee Pugalis
Deputy Director,
Masood Entrepreneurship Centre,
Alliance Manchester Business School

Environment

Dr. Shirley Jenner
Associate Director of Employability &
Professional Learning, Senior Lecturer in
the School of Environment, Education &
Development, The University of Manchester

Dinali de Silva
Head of Investment & Licensing,
The University of Manchester Innovation
Factory

Paul Argyle
Founder/Director of Alternative Airlines Ltd,
Exec. Chairman of Flight Directors

Mario Chisholm
Partner at Urban Input Group

Healthcare

Dr. Katherine Boylan
Director of Innovation,
Manchester University
NHS Foundation Trust

Duncan Henderson
Head of Innovation Discovery,
University of Manchester Innovation Factory

Dr. Craig Alexander
Business Engagement Officer,
School of Biological Sciences,
The University of Manchester

Services

Rochelle Trup
Director,
Saxon Investments Ltd

Sam Patchitt
Investment and Portfolio Manager,
GC Angels

John Darbyshire
Founder & Managing Partner,
The Beneficial Beverage Company LLC

Dr. Ryan Humphrey
Lecturer in Arts and Cultural Management,
Arts History and Cultural Practices,
The University of Manchester

Social

Meredith Greey
Head of programmes at Hatch

Dr. Julian Skyrme
Director of Social Responsibility
and Civic Engagement,
The University of Manchester

Dr. Leandro Valiati
Senior Lecturer in Creative and
Cultural Industries,
The University of Manchester

Professor John McAuliffe
Director,
Creative Manchester

Technology

Professor Aline Miller
Associate Dean for Business
Engagement & Innovation in FSE,
Professor of Biomolecular Engineering
and Director of the NW Industrial
Biotechnology Innovation Catalyst

Natalie Jameson
YZen AI, Inventor, Investor,
Venture Builder, CoAuthor

Professor Luke Georghiou
Deputy President and Deputy Vice-Chancellor,
The University of Manchester

Gareth Jones
Senior Business Analytics Manager,
University of Manchester Innovation Factory.



Environment

ALGAVERSE Ltd

ALGAVERSE revolutionizes the agriculture sector with microalgal biotech, replacing chemical fertilizers sustainably. Championing making CO2 capturing bio-fertilizer, which combats food insecurity, energy crises, climate change. Her pioneering work in sustainable agriculture and carbon capture marks significant strides towards global environmental sustainability globally.

Lead Entrant:



Nayab Raza
PhD Environmental Biology,
School of Natural Sciences

OptiSpark

OptiSpark uses buildings as batteries to store energy. We can reduce the cost of heating or cooling a building by 25%, and help to decarbonise space heating and cooling, and the electricity system.

Lead Entrant:



Timothy Capper
PhD Power Networks CDT,
Alumni Class of 2023

William Murphy
PhD Computer Science,
School of Engineering

ReMake Materials

ReMAKE is the Vinted of construction! Why is there a marketplace for cars, clothes, and even food, but not the industry that creates the most waste!

ReMAKE is the only Marketplace platform for left over construction materials for DIY and Home-Renos for businesses and individuals.

Lead Entrant:



Kieron O'Sullivan
MA Architecture,
School of Environment,
Education and Development,
Alumni Class of 2021

Ozge Aygunoglu
BA Architecture,
School of Environment,
Education and Development,
Alumni Class of 2017

UrbanWatt

UrbanWatt revolutionises mobility offering out-door, sustainable charging for low-power electric vehicles. Our cutting-edge wireless tech provides safe, fast charging, eases range anxiety and reduces the risk of domestic charging fires. Operating in both public and private sectors, we're leading the push toward sustainable inner-city transport.

Lead Entrant:



Josiah Edebiri
PhD Electrical & Electronic Engineering,
School of Engineering

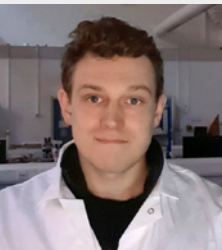
Dr Gus Cheng Zhang
Co-applicant

Healthcare

MouseAble

MouseAble uses advanced electronics and materials to improve the wellbeing of animals in research. Their non-invasive system for monitoring rodent physiology will reduce reliance on surgically implanted devices in pre-clinical science. This will empower researchers to be more humane, efficient and ambitious when planning experiments.

Lead Entrant:



Liam Johnson
 PhD Advanced Biomedical Materials,
 School of Natural Sciences

Edward Hayter
 PhD Neuroscience,
 School of Biological Sciences,
 Alumni Class of 2022

Zeus Biologics Ltd

Zeus Biologics is a manufacturer of high-value biological molecules for the research use market. We have developed an innovative manufacturing bioprocess that leverages state-of-the-art technology and advanced bioprocess engineering to deliver high-quality low-cost products to serve the scientific community and accelerate scientific discovery globally.

Lead Entrant:



Steven Mayers
 PhD Developmental Biology,
 School of Medical Sciences,
 Alumni Class of 2023

Yacana

Biomedical engineering venture on a mission to establish the single most effective tattoo aftercare solution by simplifying fast, comfortable, and infection-free healing. Our vision extends to becoming a global leader in wound care, offering tailored bioengineered solutions for various wound types.

Lead Entrant:



Joel Yupanqui Mieles
 PhD Mechanical Engineering,
 School of Engineering

Airyn

At Airyn, our mission is to revolutionise treatment of nasal allergies by applying evidence-based medicine, and harnessing the power of telemedicine, to deliver convenient, effective, and personalised healthcare solutions.

Breathe Freely. Live Fully. Get Airyn.

Lead Entrant:



Tunde Oremulé
 PhD Medicine,
 School of Biological Sciences

Services

Skinpli

Skinpli is reshaping skincare in Nigeria with a science backed approach. Co-founded with a dermatologist, we offer expert guidance, prescription grade personalised products, and a subscription model. Our mission is to demystify skincare for Nigerian consumers with formulations tailored to their skin, delivering real results.

Lead Entrant:



Moradeke Orekoya
MBChB, School of Medical Sciences

Dr Fikki Orekoya
MBChB, School of Medical Sciences,
Alumni Class of 2014

PurFetch

An App to create a vibrant community for pets and people, by integrating social functions and an online marketplace. We build social connections through matching, chatting and memory sharing. We provide online access to pet care services and e-commerce channels for pet products

Lead Entrant:



Raymond Zheng
MBA, Alliance Manchester
Business School

Laurence Trinh
MBA, Alliance Manchester
Business School

Fancy Fan
MBA, Alliance Manchester
Business School

TFM Overseas Education Consultants

TFM mentors Indian students aspiring to pursue Master's abroad. TFM has garnered 5-star Google reviews, aligning with its vision to become the most customer-centric education consultancy. Within a year, TFM achieved a seven-digit profit and is poised to achieve 100% growth in profits this year.

Lead Entrant:



Subodh Agarwal
MSc Marketing,
Alliance Manchester Business School,
Alumni Class of 2023

Narayani Ramalingam
MSc Marketing,
Alliance Manchester Business School,
Alumni Class of 2023

UGAFARM

Ugafarm links African small-scale farmers to global buyers like restaurants, food markets, and supermarkets. Prioritizing transparency, fair pricing, and quality assurance, we eliminate middlemen exploitation. Our mission is empowering farmers, and improving market access, to ensure consumers access high-quality, ethically sourced products.

Lead Entrant:



Mark Cuthbert Kashumba
BSc Management
(Innovation, Strategy and Entrepreneurship),
Alliance Manchester Business School

Omar Hydera Balajo
Co-applicant

Social

BasicX

BasicX stands at the forefront of a sustainable revolution, turning period poverty into a catalyst for empowerment. Our eco-friendly pad manufacturing machines enable women in economically challenged communities to become entrepreneurs, overcoming poverty with dignity and sparking lasting change.

Lead Entrant:



Muhammad Asad Butt
Bachelor of Laws (LLB),
School of Social Sciences,
Alumni Class of 2022

Chenze Ma
MSc International Development,
School of Environment Education
and Development,
Alumni Class of 2020

Muhammad Ansab
PhD Mechanical Engineering,
School of Engineering

I3Italy CIC

I3Italy (www.i3italy.org) is a non-profit community interest company with the mission of helping Italians in England. It consists of an online hub of up-to-date, sourced and reliable information on topics relevant to them, a helpdesk service, and social media pages that focus on current news.

Lead Entrant:

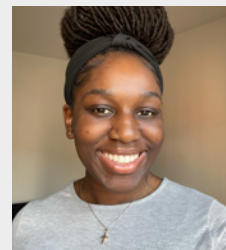


Cesare G. Ardito
PGCert In Higher Education,
School of Environment,
Education and Development,
Alumni Class of 2022

The Onyx Group

A tech-enabled community dedicated to solving racial inequity in higher education and early careers. We envision a world where black young professionals thrive regardless of their background. By fostering collaboration among individuals, universities and companies, we will transform lives, one success story at a time.

Lead Entrant:



Danielle Fatunla
MBChB Medicine,
School of Medical Sciences

EHI

EHI is a brand committed to social change, on both small and larger scales. It aims to deliver this through providing quality hair products for type four hair, building a community through social events and reinvesting into communities through various ventures.

Lead Entrant:



Chanel Ehi-Palmer
MChem Chemistry with
Industrial Experience

Technology

Arcube

Building the future infrastructure of travel loyalty programs. We make sure all travellers, frequent and infrequent, make the most of travel loyalty programs. Using predictive behaviour models to understand passengers' true needs, we offer the travel ecosystem personalised loyalty benefits at no extra cost.

Lead Entrant:



Harvey Lowe
BA (Econ) Finance,
School of Social Sciences

Prithveesh Nallamilli
BSc Biotechnology,
School of Biological Sciences

Qasim Mushtaq
BSc Immunology,
School of Biological Sciences

Flashaid

FlashAid is a first-of-its-kind mobile app designed to address health emergencies efficiently. It enables users to summon a private ambulance to their GPS location with just one click, effectively circumventing the lengthy NHS ambulance wait times.

Lead Entrant:



Grigorii Rodionov
MEng Mechanical Engineering with
Industrial Experience

Maksym Korotych
Co-applicant

Altaia

Altaia produces advanced custom drones for niche use cases. We leverage our unique design methodology in combination with rapid manufacturing technology to produce cost effective products with tangible value to bolster health and safety and productivity in industry.

Lead Entrant:



Ed Engleback
MEng Aerospace Engineering,
Alumni Class of 2022

Aerospace Group 7 (AG7)

At Aerospace Group 7 (AG7), our mission is to lead the way in the drone industry by creating environmentally friendly drone solutions. We are driven by a commitment to innovation, sustainability, and accessibility, striving to revolutionize the aerial industry.

Lead Entrant:



Jakub Zemek
MEng in Aerospace Engineering,
School of Engineering,
Alumni Class of 2023

Sam Fok
MEng in Aerospace Engineering,
School of Engineering,
Alumni Class of 2023

Where are they now?

Over the past 20 years, the Venture Further Awards have empowered students to take control of their futures and launch successful new ventures. Many of the Venture Further Award winners have gone on to secure seven-figure investments to scale and grow their businesses.



Praeferre

Abhishek Ghosh

After completing his MBA in 2019, Abhishek Ghosh, positioned himself firmly in the growing cybersecurity market, revolutionising privacy management with their state-of-the-art, innovative, cyber security solution, helping global corporations to address data privacy challenges. Abhishek secured £10,000 of funding for his innovation when Praeferre won First Place in Technology at the Venture Further Awards in 2022. In just two years, Praeferre has gone global, with Abhishek showcasing Praeferre's technology from London to Copenhagen, Australia to Japan. Abhishek is currently working with Innovate UK on their UK Global Business Innovation alongside taking part in the Keihanna Global Acceleration program KGAP+ for Keihanna Science City. Praeferre's pioneering efforts have been recognized globally, earning recognition as a Secure Data Exchange Pioneer by Wavestone. Abhishek continues to advocate for, and pioneer innovative solutions for privacy and data management in the ever-growing digital hemisphere.

 praeferre.com


 [abhishek-ghosh-90612318](https://www.linkedin.com/in/abhishek-ghosh-90612318)




Bundlee

Eve Kekeh

What began as a masters thesis as part of her Masters in Enterprise (MEnt), Eve Kekeh, the visionary behind Bundlee, secured a £10,000 prize at the Venture Further Awards in 2018 in the Social category. Bundlee, revolutionized childrenswear in the UK, introducing the nation's very first rental subscription service for childrenswear. Eve's mission for sustainability, convenience and affordability, resulted in her inclusion in the esteemed Forbes 30 under 30, Drapers 30 under 30 list and her success in winning Sustainability Entrepreneur of the Year at the 2021 Great British Entrepreneurs Awards for London and East of England. Bundlee's recent successes include a triumphant crowdfunding campaign, raising six figures from 150 investors. Bundlee boasts high-profile collaborations with notable fashion brands such as Stella McCartney, ARKET and Patagonia. Through Bundlee, Eve continues to cement her legacy as a trailblazer in sustainable fashion.

 bundlee.co.uk

 [evekekeh](https://www.linkedin.com/in/evekekeh)




Assetcool

Niall Coogan

Niall Coogan secured £10,000, winning the Venture Further Awards Business category in 2016. Niall holds an MChem in Chemistry (2015) and co-founded Assetcool during his PhD from the ESPRC Power Networks Centre for Doctoral Training, in 2016. AssetCool is developing technology to reduce the cost of adding 1MW of capacity to overhead lines by as much as 95%. This is based on a photonic coating which increases the current carrying capacity of overhead power lines by up to 30%. AssetCool is also pioneering a first in the world, in-situ robotic application platform, which means the capacity enhancing coatings can be applied to existing transmission lines, providing up to 30% greater capacity without rebuilding the line. Recent triumphs include reaching commercial scale production with over 30km of conductors produced and installed, securing seven-figure investments and grants, including investment from Northern Gritstone.

 assetcool.com

 [niall-coogan-b42596a1](https://www.linkedin.com/in/niall-coogan-b42596a1)



Strengths of the Masood Entrepreneurship Centre



Fully integrated within the institution - working closely with internal groups

68%

Our start-up database of 433 businesses shows 297 are still active, achieving a very high survival rate of 68%



Closely linked with UMSU and student groups across the campus

36

On-curricular taught units offered across the Campus at all levels

£29.5m

UK-registered MEC start-ups have received £29.5m in equity fundraising, and nearly £220k in grants, in the last 6 months



Wide range of co-curricular activities



Highly experienced team of staff bringing theory and practice together

43%

43% of all MEC start-ups were created in the last 5 years



Well connected with key regional, national and international groups

“ If we tried to think of a good idea, we wouldn't have been able to... You just have to find the solution for a problem in your own life. ”

Brian Chesky
Co-founder of Airbnb

“ You will be defined not just by what you achieve, but by how you survive. ”

Sheryl Sandberg
former COO, Meta

“ What Manchester does today, the rest of the world does tomorrow. ”

Benjamin Disraeli

“ Passion, creativity, and resilience are the most crucial skills in business. If you've got those, you're ready to embark on the journey. ”

Jo Malone
Founder of Jo Malone

“ An entrepreneur is
someone who looks on
change as an opportunity
rather than a threat. ”

Peter Drucker

Be your own boss, venture further...

W: entrepreneurship.manchester.ac.uk

E: entrepreneurship@manchester.ac.uk

T: +44 (0)161 306 8484

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Making a difference
SINCE 1824

