



**Chemical Sciences Scotland Conference 2009
Investment Breakout Sessions Feedback**

1. How do you feel about the issues raised?

- Account management system seen as very positive; also the coordination with SDI
- Is there a difference in approach for large companies and SMEs?
- A core network exists which is not always recognised
- Support mechanism works very well
- CSS/SE is better funded in Scotland than in the rest of the UK , this gives us an advantage
- We should be doing more with Global Scot network; we have only scratched the surface of this potential
- How can CSS assist in funding options and pathways?
- How to attract outside investors to Scotland
- SE's current investment schemes make it difficult for SMEs to meet the criteria
- Lack of skilled sales and marketing people in Scotland, they are difficult to attract
- What is the proposition to invest in Scotland?



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2. What ideas or steers would you provide to CSS?

- Consider corporation tax incentives
- Share ideas/solutions/practical things through account management
- Get the local authorities more involved
- Is there a way to promote moving to Scotland to people in the rest of the UK?
- More networking groups
- Can there be a way for SMEs to get practical tips from large companies?
- Marketing support to energise university spin outs
- Marketing guidance for SMEs

- Create a "company source book" cataloguing all chemical companies in Scotland and there capabilities
- Is there a possibility for more funding (R&D, Innovation) to use spare capacity in current downturn?



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3. What would you like CSS to do as a result of this?

- Provide a comprehensive support package to incoming investors linking them to other companies, universities and regulators. In particular help them through the licensing requirements and regulatory compliance issues; get SEPA/HSE/Local authorities involved in this support
- Keep promoting the CSS message externally but also more internal publicity to Scottish chemical companies e.g. publicise Interface and the proof of concept(POC) system
- Put more emphasis on getting the full potential from the Global Scots network
- Scottish universities sit on IPR waiting for a higher price. Can university IP made more available by for example giving it away and if successful royalties being used to reward the creator?
- Give specific help to potential investments that have a funding gap by showing the "funding pathway" to the extra finance
- Identify what you want to attract and liaise with local authorities before going out to get it