



SOUTH EAST SHOWCASE 2020

Virtual Showcase

Wednesday 30th September 2020

THALES

SUMMARY OF EVENT

Please note that on Tuesday 29th September from 16.00 you will be able to view the video of the finalists pitches to the judges that was filmed earlier in the year at Thales in Manor Royal via the Young Start-up Talent YouTube channel.

16.00 - Opening

16.05 - Welcome by Founding Partners Lorraine Nugent and Matt Turner

16.15 - Catch-up with the winner from 2019 - William Venner

16.20 - Chat room networking with each of the finalists

16.35 - Finalists live pitches

17.00 - Audience Vote

17.05 - Hear the latest from previous YST winner from 2017 - Harry Daymond

17.20 - Announcement of the 2020 YST winner

17.25 - Winners speech

17.30 - Thank you and Close

YOUNG START-UP TALENT

WELCOME & THANKS

We would really like to welcome and thank everyone for joining our virtual event to support our South East finalists of the Young Start-up Talent (YST) initiative 2020.

WHAT?

YST is a community-based project aimed at young entrepreneurs aged between 16 and 25 years old, who are looking to start their own business. Initially launched in the Gatwick Diamond region over a decade ago in 2010, Founding Partners Matt Turner and Lorraine Nugent hoped to use the initiative to bring together young enterprise, education and entrepreneurship in a way that had never been done before. Since then, the YST project has proved to be a great success, growing rapidly and expanding across counties in the South East of England.

YST is really proud to work with local and national businesses, all of whom contribute to the prize fund. The prize fund is made up of a range of business products and services, which provides the chosen winner with all the vital support and guidance they need to start up their businesses, ensuring a more sustainable future for everyone involved.

Since its inception in 2010 Young Start-up Talent has continued to grow with more and more young entrepreneurs taking part each year. Some of our alumni are spreading the word and providing helpful advice and support to those new to running a business.

WHERE?

In the year leading up to today, they have been busy delivering a number of physical (pre-COVID19) and virtual workshops and assemblies across the region, to schools, colleges and universities,

hoping to inspire and encourage the young entrepreneurs. With the initiative now in its tenth year within the region, we have been extremely pleased with the continued support from the region, and the amazing applications and enthusiasm from the young candidates.

WHY?

YST are also very pleased to announce that our previous winners and other finalists have now registered and are successfully running their businesses, with some now employing small teams. Many of our past finalists have received valuable work experience and mentoring sessions from some of our judges and sponsors, with a few finalists even being offered full-time positions within their companies. Each of our finalists has been through a rigorous process to be selected from the variety of applications this year. All applicants were judged not only on the originality and feasibility of their business ideas but also on their entrepreneurial flair, passion and enthusiasm to succeed.

THANKS & CONGRATULATIONS

We would like to congratulate all of our finalists for making it this far during these challenging times. No matter the result, this is a massive achievement for you all, and you should all be proud of yourselves – we certainly are!

Finally, on behalf of the YST team, we would like to thank all of our judges, sponsors and supporters for providing their support, ideas, time and commitment – without their dedication, this project could not happen.



Lorraine Nugent & Matt Turner
Founding Partners

SUCCESS STORIES





HARRY DAYMOND

KART KOMPANY | GATWICK DIAMOND
WWW.KARTKOMPANY.CO.UK



LAURENCE GRANT & ROB O'SULLIVAN

SHAKING HANDS | CROYDON
WWW.SHAKINGHANDS.CO.UK



JUBILEE BAKES

JUBILEE BAKES | GATWICK DIAMOND
WWW.JUBILEEBAKES.ORG.UK



BEN JEFFRIES

INFLUENCER | KENT
WWW.INFLUENCER.UK



SEMI-FINALS | 1-2-1 SESSIONS

This year we received a large number of applications from all around the region, which were then contacted and selected to participate in workshops around the region. A smaller number were then further selected to participate in our speed-networking event with our business professionals at Basepoint Business Centre in Crawley. In just 10 minutes, each candidate had to convince. In just 10 minutes, each candidate had to convince the judges not only of the feasibility of their business, but also that they had the passion, drive and entrepreneurial flair to bring the idea to life. After a long debate, the judges and sponsors made the difficult decision on which five businesses would make it through to the final to pitch for a prize of business products and services.



THE FINALISTS



LOGAN LECKIE

MERCURY | AGE 22

Mercury is an app which combines gamification and a social element to produce a highly interactive educational focus, allowing users to learn the fundamentals of investing. Mercury provides the tools, guidance, and resources to upskill users from knowing nothing about investing in creating and managing their own investment portfolio confidently and effectively.



ANTHONY MELLOR

WHITE2LABEL | AGE 22

White2Label Manufacturing specialises in both white label and bespoke product services for sportswear brands. Utilising extensive supply chain management, they're able to offer a comprehensive bespoke service for businesses looking to produce custom garments for their brand, as well as offering lower MOQ's and faster turnaround times through a white label service which is tailored to help start-ups get their brand off the ground running.



AYUSH SANGHAVI

VEGGIE ALTERNATIVES | AYUSH APPS | AGE 18

Veggie Alternatives is a vegan and vegetarian food directory, the app provides users with hundreds of animal-friendly substitutes for a wide selection of different food products, including Chicken, Cheese, and Chocolate. Users can buy products in-app and chat with others, amongst numerous other features; in essence, Veggie Alternatives is the perfect app for vegans, vegetarians or even anyone that's just curious about what they eat; there's nothing else quite like it.

Since release in March last year, the app has reached over 25,000 installs, a Great British Entrepreneur Award nomination and has been featured across the media, including on BBC One's 'The One Show'.



CARMEL KALANI

SPICE UP YOUR LIFE | AGE 22

'Spice Up Your Life' empowers consumers to engage with international organic spice farmers as if they were locals, through an app, which further solves the issue of young people's struggle to make quick, delicious and nutritious food with the algorithms that cater for personal recipes. Customers will learn how to informatively use spices, whilst consciously contributing to improving the livelihoods of the spice farmers.



ZAK LLOYD

DELIVRME | AGE 20

DelivrMe is a revolutionary on-demand app that connects people to independent delivery contractors. The app will act as the user's personal shopper, instructing our self-employed contractors to shop, pick up, or drop off items for them. It's an on-demand delivery and pickup platform.

DelivrMe has no limitation when it comes to delivery; it is the food delivery, grocery delivery, whatever-you-can-think-of delivery service that brings what you crave right to your door with ease using your mobile phone.

SOUTH EAST 2020 JUDGES



FOUNDERS OF YOUNG START-UP TALENT



LORRAINE NUGENT

MANAGING DIRECTOR | YOUNG START-UP TALENT
PR SPECIALIST | WILDWOOD PR

As well as being one of the Founding Partners for Young Start-up Talent with a passion for business and helping young entrepreneurs to grow and develop, Lorraine also is a PR Specialist at leading PR agency Wildwood PR who is currently celebrating 25 years in business. The company specialise in national and international PR for the built environment including technology, construction, interior design and manufacturing type companies.



MATT TURNER

DIRECTOR | YOUNG START-UP TALENT
CEO | THE CREATIVE GROUP

Matt is not only one of the Co-Founders of Young Start-up Talent but also CEO of his own group of companies, The Creative Group, which includes an award-winning full-service design, marketing and print agency based in the South East. At just 20 years old, Matt started his own business, which has since led to him winning a number of business awards.

SOUTH EAST 2020 JUDGES



DAVID KICKHAM

DEPUTY VP INDUSTRIAL OPERATIONS | THALES UK

Dave Kickham joined Thales in 1986 as a Software Engineer and focused on Ground based & Airborne Radar and Electronic Warfare Systems. He then led teams in Quality, Programme Management & Business Improvements. Currently responsible for the industrial output of the Crawley Site in support of multiple military and civil business lines, he is also leading the transformation of Services & Manufacturing using Lean techniques to improve productivity & reduce costs.



JOHN REDFERN

**DIRECTOR OF CORPORATE & COMMERCIAL BANKING
SOUTH EAST REGION | NATWEST**

John has worked in financial services for 25 years. He qualified as a chartered accountant in London with PwC, before moving to NatWest bank where he now runs the corporate banking team serving companies in the South East. His favourite part of the job is meeting the entrepreneurs who are owner-managers of their own businesses. He enjoys hearing their innovative ideas and discussing how the bank can help finance their plans for growth. John's wife runs her own business. His children are teenagers, so he is excited by how creative the younger generation can be with business ideas!



ANA CHRISTIE

CEO | SUSSEX CHAMBER OF COMMERCE

Ana has substantial business experience both in the UK and internationally. Ana's career began in aviation at both Gatwick and Heathrow airports before progressing into hospitality in London and subsequently working on the construction and development. Ana was also Executive Vice President of a recruitment agency in the Philippines before working for the British Deputy High Commission in India. Ana is currently CEO of the Sussex Chamber of Commerce where she joined in May 2014 and has since grown and developed the organisation.



MARIO CARROZZO

CEO | CARIDON PROPERTY

Mario is a highly respected property entrepreneur who acquired and developed his first property at aged 18 and has since used the experience to expand his skills in planning, construction and housing, developing a wealth of contacts in the property and banking sector along the way. His instinctive ability to source an opportunity whilst adding value is fundamental, making him a true entrepreneur and property magnate.

In 2009, Mario founded Caridon Property Ltd, having identified a gap in the market to assist individuals hit by a troubled economy.

SOUTH EAST 2019 JUDGES



JOHN O'MAHONY

PRACTICE LEAD GATWICK AND AUDIT PARTNER | GRANT THORNTON UK LLP

John is an experienced partner and tax adviser based in the Gatwick office, with more than 20 years' experience of working with a wide range of clients from listed corporates and their stakeholders. John's expertise covers corporation and transaction tax, as well as shareholder and tax efficient remuneration planning.

Since 2011, when John joined Grant Thornton, John has led the Gatwick office tax practice. John also sits on the national client care panel, working to ensure all clients receive excellent service.

The weekends are John's leisure time when he is generally busy entertaining his two young children.



AKEEL ALIDINA

MANAGING DIRECTOR | CARIDON PROPERTY

Akeel has been mentoring and working with the Young Start-up Talent to further develop the young entrepreneurs.

Akeel started his own company and made a profit aged just 15 years old, before becoming the top seller at a leading telecommunications provider whilst completing his college education.

Akeel joined Caridon soon after its inception and has played an instrumental role in the strategic development of the organisation. He continues to play an integral part in driving business growth and as Managing Director, he is tasked with the company's expansion plans across the UK.

In his spare time, Akeel is heavily involved in his local community, mentoring young students and entrepreneurs with their professional development in preparation for further education and the workplace.



SPONSORS



NATWEST www.natwest.com

Natwest is one of the leading UK banks with its support for the local business community and young entrepreneurial talent. For every great business today there was once a 'Young Startups' and Natwest are very proud to be supporting this event.



BUSINESS FIRST TV www.businessfirsttv.com

Business First TV is an innovative way to engage with your clients and be seen as the expert in your field. We do this by creating a video, writing a transcript for your blog and creating social media posts with links back to your video. What this will do for you is make it easier for potential clients to find you on search engines such as Google. Business First TV, your digital marketing taken care of.



CARIDON
PROPERTY

CARIDON PROPERTY www.caridonproperty.co.uk

Over the last 10 years, Caridon Property (part of Caridon Group) have built, procured and supplied good quality homes to over 30 boroughs across London and the South East.

Underpinned by social values and awarded for contributions and positive impact to the community. We work with local government and communities to provide housing solutions as part of community regeneration projects and supply the ever-growing demand for good quality housing.

Our mission is to break the mould in social housing, providing homes for people in real need. Our vision is to challenge the conventional beliefs around what is possible in housing and be the leading provider of innovative, creative, full service home solutions.

THALES

THALES www.thalesgroup.com

Thales is a leading international electronics and systems group, addressing Aerospace and Space, Defence and Security markets worldwide.



FASTSIGNS www.fastsigns.com

FASTSIGNS are your leading local sign company supplying all your sign requirements. They have been part of Crawley life for over 20 years working closely with the whole community.



GRANT THORNTON www.grantthornton.co.uk

Grant Thornton is one of the world's leading organisations providing independent assurance, tax and advisory services. With more than 42,000 Grant Thornton people, across over 130 countries, we aim to be wherever our clients choose to do business. Our people are focused on making a difference to clients, colleagues and the communities in which we live and work. The Gatwick office works with dynamic organisations from privately owned, publicly listed and public sector clients across Kent Sussex and Surrey to unlock their potential for growth by providing meaningful, forward-thinking advice.



SUSSEX CHAMBER OF COMMERCE www.sussexchamberofcommerce.co.uk

Sussex Chamber of Commerce is the largest business organisation in the country. Supported nationally by the British Chambers of Commerce, they support and represent businesses at a local level. Membership of the Sussex Chamber of Commerce will protect your business, save you and make you money, and be your voice to local, regional and national government.



YOUNG ENTERPRISE www.young-enterprise.org.uk

Young Enterprise is the United Kingdom's largest business and enterprise education charity. Every year they help 250,000 young people learn about business and the world of work in the classroom under the guidance of a network of 5,000 volunteers from 3,500 companies. Young Enterprise's mission statement is "to inspire and equip young people to learn and succeed through enterprise." Its guiding principle is to do this through "learning by doing".



CRAWLEY BOROUGH COUNCIL www.crawley.gov.uk

Crawley Borough Council is committed to providing quality service and supporting the growth of a prosperous and confident community.

SPONSORS



LET'S DO BUSINESS GROUP www.letsstartup.co.uk

The Let's Do Business Group is the leading provider of business advice for budding entrepreneurs in the South East. The Group is the Delivery Partner for the Government's Start Up Loan Scheme, providing advice, mentoring and access to finance to fledgling entrepreneurs.



PLATINUM BUSINESS MAGAZINE www.platinumbusinessmagazine.com

Platinum Business Magazine was born out of the desire to give Sussex a world class business publication. Their aim is provide a stylish, contemporary magazine that speaks directly to business leaders across the entire South East region, regardless of the size of the company.



MID SUSSEX TIMES www.midsussextimes.co.uk

The Mid Sussex Times, known as The Middy, serves the people of Haywards Heath, Burgess Hill and surrounding parishes, with a strong community focus, holding its politicians, police, and leaders to account.



CRAWLEY & GATWICK CHAMBER OF COMMERCE www.crawleychamber.co.uk

The Crawley & Gatwick Chamber of Commerce is an organisation that focuses on the promotion of business within Crawley & Gatwick area.



GATWICK DIAMOND BUSINESS www.gatwickdiamondbusiness.com

Gatwick Diamond Business (gdb) is the leading voice for business and commerce in the Gatwick Diamond region. They provide a united voice for business to influence local and central government issues.



WEST SUSSEX COUNTY TIMES www.wscountytimes.co.uk

The West Sussex County Times is the leading quality broadsheet local newspaper in the Gatwick Diamond, with three editions covering Horsham, Crawley and the South Downs. Community is at the heart of its offering.



BETA FUTURES www.betafutures.com

Beta Futures is a Social Enterprise company providing services to employers, helping remove barriers to growth and aiding job creation. Their client base is primarily the micro end of the SME market, entrepreneurs and start-up organisations. They also provide the link between the generations that enable skills to be exchanged to the benefit of all.



CRAWLEY AND HORLEY OBSERVER www.crawleyobserver.co.uk

The Crawley Observer is a thriving upbeat campaigning tabloid newspaper that puts the local community at the very heart of the town's news agenda. A busy red-top that fights to represent the people of Crawley.



BASEPOINT BUSINESS CENTRE www.basepoint.co.uk

Basepoint Business Centre Crawley is a modern business centre at the heart of the Gatwick Diamond providing high quality offices and workshops for small to medium business to let on easy-out-terms.



REIGATE & BANSTEAD BOROUGH COUNCIL www.reigate-banstead.gov.uk

Reigate & Banstead Borough Council is committed to helping young people become prosperous, self-reliant and to thrive. They believe that this will encourage economic growth and investment in the borough for the benefit of the wider community.

SPONSORS



WILDWOOD PR www.wildwoodpr.com

Established in 1994, Wildwood is an award winning PR agency with big ideas. Specialising in business-to-business and consumer campaigns for a diverse range of clients, to help build their brands. From PR and media relations, to events, exhibitions, account management and networking. We work with a wide variety of clients from manufacturers and service providers, to trade associations, exhibitions and events management companies.

**Creative
Pod.**

CREATIVE POD www.creativepod.uk.com

Offering truly creative solutions across a wide range of disciplines, Creative Pod is a full-service agency with a difference. They work with their clients to craft compelling, creative campaigns that deliver real, measurable results. Injective creative thinking into everything they do, they help you to attract the right people and increase your brand presence to drive your business forward. Their award-winning team specialise in branding, print and digital design, social, PR and outreach, email marketing, SEO, PPC and completely integrated marketing campaigns.



BRIGHTON VIDEO PRODUCTION www.brightonvideoproduction.com

Brighton Video Productions was launched five years ago by Tim Meagher who impressed the business world with his talent, flair and keen eye in videography. Tim has directed many different styles of video for companies from small to large contracts, working with businesses such as DCS Group, Sony Ericsson and LG to name a few.



HARRY DAYMOND

KART KOMPANY - WINNER OF GATWICK DIAMOND 2017 | WWW.KARTKOMPANY.CO.UK



- This time last year when Harry spoke at the YST final he was just coming to the end of his apprenticeship that he was doing alongside his business ventures
- Harry turned down the job they offered and pursued his journey as an entrepreneur
- Over the last 10 months Harry has focused on developing a new e-commerce subscription business that he launched during lockdown
- Continued to develop Kart Kompany - specifically the Cocktail Cart element
- Harry is also working with a corporate trainer/TedX coach to build a corporate training offering
- Developing a new Podcast with a Fintech in London, which Harry will be co-hosting
- Now a brand Ambassador for Young Enterprise and NET XP
- Harry is continuing to share his story through speaking, being signed to Scamp Speakers at the end of 2019, to inspire the next generation of entrepreneurs



PREVIOUS WINNERS



Jubilee Bakes
Special bakes by special people

JUBILEE BAKES

WINNER OF GATWICK DIAMOND 2016 | WWW.JUBILEEBAKES.ORG.UK

A group of six young entrepreneurs make up Jubilee Bakes who all met at Queen Elizabeth II Silver Jubilee School a number of years ago, with some now attending Collyers College in Horsham – all of the six have special needs and autism. The group have created a bakery running alongside a tag line “Special bakes made by special people.”

They would like to inspire other young people like themselves whilst providing a whole host of tasty treats that they plan to sell through a number of outlets.

Since winning the competition in Gatwick 2016, the Jubilee Bakes team have grown from strength to strength and now selling through a number of outlets across the region including Norwegian Airlines.

In 2019 Jubilee Bakes won lottery funding to help own and kit out their own kitchens in Thakeham, Horsham.





GMOD ADMIN SUITE

WINNER OF SOUTH EAST 2019 | GMOD ADMIN SUITE

"William joined Thales as a Systems Engineering Intern for the summer as a result of his involvement in the 'Young Start Up Talent' scheme.

In his short time with the team Will has become a core team member, developing elements of data exploitation products that have front line application to high profile customers. As part of the placement, Will demonstrated his 'proof of concepts' to multiple government customers as well as internal stakeholders, who were impressed with the value that has been generated in the short space of time available.

Will also had experience beyond the development team. He joined a workshop in Bordeaux looking at future digital innovation; he presented at a business unit briefing with over 60 attendees; and he helped formulate the ways a digital innovation team should work."

Iain Beaton - Program and Product Owner - Thales.

Following his summer internship at Thales alongside running his own company, GMod Admin Suite, Will completed his first year at Sussex University and has now been offered and accepted a position at Thales that he starts in October 2020.





WWW.YOUNGSTARTUPTALENT.CO.UK

Please Tweet us  @YoungStartUpTal

 facebook.com/youngstartuptal