

Gateway 2 Investment

The Issue

Reducing time to market is a key issue for all organisations in developing and maintaining their competitive position. For start up companies reduced time to market is often critical to the survival of the company and is associated with the requirement to develop a business plan that is credible to investors. Shorter development times are often associated with reduced financing requirements over the product lifecycle and with the ability to establish market dominance in target sectors.

Quotec's Approach

Quotec and partners deliver a comprehensive investment readiness programme (g2i) for London's new technology and high growth companies. Technology start-ups across London are identified and supported on their route to venture capital and business angel investment. Quotec and its partners provide technology, market and commercialisation advice and works closely with a network of investors to match companies with their investment interests.

The programme provides a comprehensive service that selects suitable technology businesses, and supports and prepares them to meet investors.

Quotec provides:

- Technology exploitation advice to the start-ups
- Market studies for specific companies and their technologies
- Market studies for technology areas and market sectors
- Relationship building and management in the venture capital investment sector
- Relationship building and management in the academic sector
- Access to networks of industrial and academic expertise

The Benefits

The programme is funded by the London Development Agency, and to date more £21.1 million investment has been leveraged into g2i companies. The g2i programme had provided over 500 companies with business support, created more than 120 jobs and safeguarded over 80 jobs.