



# THE LONDON KNOWLEDGE TRANSFER AWARDS 2008

## Commercial Deal of the Year Award

The Commercial Deal of the Year recognises the commercialisation potential of Higher Education Institutions. This could be a spinout company, licensing or any other KT and TT commercial deal. This can include student companies where the university still has a connection. This could be through generating income, attracting private company/VC funding, or offering other wider benefits. The Commercial Deal of the Year will look at how the idea has matured into a business and assess its prospects for the future.

To qualify for the Commercial Deal of the Year category, applicants must be able to demonstrate the following criteria:

- Continuity must be demonstrated from research to commercial deal.
- The collaboration must have been established less than 24 months ago.
- The organisation completing this Entry Form must be located within the London Development Agency boundaries.
- The business must be a commercial organisation that trades.

### The Commercial Deal of the Year Award is sponsored by g2i

The Commercial Deal of the Year is sponsored by g2i. g2i is widely recognised as the most successful Investment Readiness Programme in the UK. Supported by the LDA, g2i is designed to maximise the success of London based companies raising private investment. g2i provides companies with the knowledge, advice, tools and resources to help them understand their businesses from an investor's perspective. The programme has effectively supported companies across a range of sectors including healthcare, ICT, cleantech, new materials and digital media, helping them raise over £26m of private sector investment.



### Terms and conditions of entry

- An organisation or individual may enter only two categories. Each entry must be treated separately with copies of supporting material enclosed with each.
- If selected as a finalist, you may be nominated for the Knowledge Transfer Collaboration of 2008 Overall Award, a closed category for those deemed by the judges to be the best in London. There is no specific entry form for this category.
- The decision of the judges is final.
- Entries and accompanying material will not be returned.
- Completed entry forms must be signed by the organisation's representative responsible for submitting the entry.
- The judges will not enter into any correspondence outside the formal judging process.
- The closing date for entries is 31 October 2008. No entries will be accepted after this date.
- Receipt of your entry will be acknowledged.
- Information received will be treated in the strictest confidence.
- Finalists will be notified by 17 November 2008 and arrangements made for a judges visit during the period 17-25 November 2008
- As a finalist you will receive 2 complimentary tickets to the Awards Ceremony.
- The winner of this category will be announced at the Awards Ceremony on Friday 5 December 2008.
- If you have any questions concerning the awards in general, this category or attendance at the Awards Ceremony, please phone the Awards Line on 020 7580 8834 or visit [www.londonktawards.co.uk](http://www.londonktawards.co.uk)



# THE LONDON KNOWLEDGE TRANSFER AWARDS 2008

Your name \_\_\_\_\_

Your job title \_\_\_\_\_

Telephone number \_\_\_\_\_

Your email address \_\_\_\_\_

Company/Organisation Name \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

Telephone number \_\_\_\_\_

Fax number \_\_\_\_\_

**Have you fully met the criteria for entering this category?** Yes/No

**Please answer each of the following questions in no more than 200 words:**

- Identify the collaborating partner and reason for partnership.
- Explain the nature and scope of the collaboration.
- Demonstrate how knowledge transfer has benefited the commercial organisation.
- Identify the importance and value of the input from the Knowledge Base.
- Demonstrate, with evidence, how the spinout company/commercial deal has performed in relation to its business plan. (Please enclose a copy of the relevant plan)

Signed \_\_\_\_\_

Date \_\_\_\_\_

Position \_\_\_\_\_

Please submit your answers on A4 sheets, using just one side, and staple it to this form – maximum of 200 words per question (entries that exceed this criteria will not be considered). You may include supporting items with your entry (e.g. testimonials, brochures, press cuttings, business plans, etc) but please ensure that they are relevant to your category.

Alternatively, you can download an entry form from the Awards website at [www.londonktawards.co.uk](http://www.londonktawards.co.uk), however, any supporting material will still be required to be sent to the address below.

Closing date for entries is **31 October 2008**.

***If you have any questions regarding this entry form, please call the Awards Helpline on 020 7580 8834.***

Once completed, return this entry form together with any supporting material to:

**Emma Shelley**  
London Development Agency  
Palestra  
197 Blackfriars Road  
London  
SE1 8AA

Please ensure that you have read the terms and conditions of entry.

The London Development Agency may contact you after the Awards to advise you of support and services available. Please tick this box if you wish to receive details from us:

**Please Note:**  
Your entry must not exceed 200 words per question, please supply on single-sided A4 sheets.