



SPONSOR DECK 2017/18

WARWICKTECH

Make. Create. Innovate.

THE PROBLEM

- **Demographic Fragmentation at Warwick University:** Little engagement between students, faculty & alumni interested in technology
- **Siloed Technical & Business Communities:** Difficult to develop a broad skill set and to kick-off successful startups
- **No Existing Tech Hub/Ecosystem:** Inability to effectively transition into a digital-first world and to appropriately serve the university community

WHY SOLVE THE PROBLEM NOW?

- **Digital Skills Gap**

- The UK needs another 745,000 workers with digital skills by 2017¹
- For agile skills, demand for talent to deliver on new capabilities could be 4x supply²

- **Diversity Gap**

- ~64% of tech firms operate with a workforce below gender parity³
- BAME tech employees are underrepresented by 16-18%⁴

- **Technological Pervasiveness & Industry Disruption**

- 35% of UK jobs are highly susceptible to automation⁵
- Industries including Media, Retail, Insurance, Business & Professional Services,
Healthcare & Asset Wealth Management expect moderate to massive disruption⁶

WHAT IS THE SOLUTION?

- **Hackathons & Feature Events:** Local Hack Day, WarwickHACK & Tech Night LDN
- **Campus Startup:** Speaker Sessions & Coding Courses (*previous events with Vestd, Kindred Capital, Bloomberg, Balderton Capital, MassChallenge, Major League Hacking, Google, Twitter, GitHub, Decoded, Improbable and more!*)
- **Partner Events:** Warwick Startup Day (with WarwickIncubator), Warwick Demo Day (with WarwickIncubator & Warwick Entrepreneurs) & TechDay London (with Warwick Business School and TechDay)

WHAT IS OUR SECRET?

- **Growth Engine:** Fund operations through the fulfilment of top-tier broad-skilled technical-first talent
- **Business & Revenue Models:** Events-driven funding and multiple revenue streams for consistency
- **CIO Legal Structure:** Preparation for long-term strategic partnerships and planning including acquisitions, asset and equity ownership

WHAT CHALLENGES WILL WE FACE?

- **Maintaining Rate of Scale & Growth:** Operating at ~10.1X YOY revenue growth and ~2.3X YOY member growth; already developing a range of scalable partnership opportunities with VCs, accelerators, social impact arms and recruitment agencies
- **Team Size & High Turnover:** Scaling the team to 23 by January 2018 with ~36% turnover; already undergone two full team changeovers and team size increases and have developed a suitable hiring mechanism for near-optimal organisational resilience
- **Reinventing the Sponsor/Student-Team Relationship:** Bringing hackathon sponsorship and collaboration with charities, social good enterprises and corporate social arms into the mainstream; already runs the only official hackathon at Warwick University and have worked with charitable organisations like MassChallenge UK for deal-flow oriented partnerships

* N.B. Figures extrapolated from data collected by WarwickTECH

WHO ELSE IS IN THIS SPACE?

- **Startup, Entrepreneurship & Sector-Specific Societies:** e.g. partnerships with WarwickCoding, WarwickIncubator, Warwick Entrepreneurs & Warwick Engineering Society
- **University Departments & Faculty:** e.g. partnerships with School of Engineering, Department of Computer Science & Warwick Business School
- **Recruitment Agencies:** exploring partnership opportunities around fulfilment of high-value cross-functional roles

WHO IS IN OUR TEAM?

- **Board:** Co-Founders Alex Bucknall (Pycom, MLH, Sigfox, Sony) & Harry McLaverty (Stockhorn Capital, Doughty Hanson, humble ventures, Campus London [Google])
- **Leadership:** Co-Presidents Pierre Pasquet (DevOps including Development & Operations) & David Pang (Engagement including Partnerships, Marketing & Creative)
- **Sub-Team Leads:** Eavan Pattie (Development), Geoffrey Tang (Operations), Hanna Pishykina (Partnerships), Claudia Fernandez (Marketing) & Victoria Sze (Creative)

WHAT ARE OUR OKRS?

- **Membership Size:** *5.0x annual growth rate*
- **Membership Diversity:** *To reflect Warwick population*
- **Partner Retention:** *2 year partner retention period*

WHERE ARE WE RIGHT NOW?

- To partner with WarwickTECH, get in touch with your contact for more information about relevant opportunities - if you have any other ideas about how we can help then tell us.
- If you haven't spoken to us before, drop us a message at info@warwick.tech and a member of our team will be in touch!