

## Entrepreneurs in Scotland seek more networking opportunities - hosted by MIT REAP team



At the end of November 2014, entrepreneurs and leaders of several high profile networks and networking organisations from across Scotland gathered together to discuss how to improve networking opportunities for entrepreneurs in Scotland. The discussion centred on the current issues which hold entrepreneurs back from being more globally ambitious, better connected and how these issues can be solved by working together.

The aim was for the networks and organisations to understand how they can better connect their members to the people they need to help grow their businesses and cross-promote more successfully.

This event, building on the momentum of the recently published REAP Scotland Report, outlined the priority areas – including Networking – that Scotland needs to address to develop itself as a world class entrepreneurial ecosystem.

Donna Chisholm, Head of Business Innovation and Growth, heads up the REAP Scotland team. Donna extended the invitation to senior representatives from organisations that have the ability to reflect and effect changes within their own networks. The agenda for improving networking opportunities in Scotland and for the existing organisations to take a more joined up approach will now be delivered by the stakeholders themselves.

### Hugely successful event

The morning event, hosted by the [REAP Scotland](#) Team and facilitated by Chairman of [Iomart PLC](#) Ian Ritchie, saw high level discussions take place on the direction of future business networking in Scotland, with key note talks and insights shared by some leading figures in the field.



Sandy Kennedy, CEO of the newly launched [Entrepreneurial Scotland](#), gave a rallying presentation and a rousing speech that challenged all of those in the room to no longer accept the status quo. He continued to say that as a small country we were privileged to be able to pull together such diverse experience and into one room and discuss how by working collaboratively, we could achieve great things. This clearly struck a chord around the room and he closed his presentation by throwing a question to the floor “Why not host the world’s largest entrepreneur networking event in the world right here in Scotland”?



Unanimously it was agreed that a cross sector entrepreneur networking event was just the right kind of disruptive opportunity we needed to not only showcase the talent within Scotland, encourage innovators, investors, entrepreneurs and to collaborate but also to ramp up the visibility of the networks we have and leverage those connections to the benefit of all.

MIT EDP participant and innovative entrepreneur Jim Panton from [Panton McLeod Ltd](#), Founder and Director of the [Scottish Games Network](#) Brian Baglow and chapter Director Lisa Thomson from [Start Up Grind](#) also gave presentations touching on the landscape of networking as it stands today, the future, tools and techniques of digital networking and real life case studies of connecting entrepreneurs across the globe.

## REAP Scotland look to build on event success

A number of observations emerged from the discussions among the group and these are currently being worked through by the REAP Scotland team.

For more information see [www.hie.co.uk/mitreap](http://www.hie.co.uk/mitreap)