



**CONFIRMED
BREAKOUTS**

AM

Company: Enterprise Nation

Speaker: Polly Dhaliwal, Head of Member Partnerships

Breakout: Using Technology and advice to grow your business

- Find out how Enterprise Nation works with local authorities, universities and workspaces delivering business support and data to drive decisions on how to support businesses.
- Take a first look at the data driven platform developed to better enable EN partners to connect with businesses in their area, to drive specific advice, events and opportunities to founders – enabling them to grow and scale their business faster.
- Understand how technology can ensure start-ups and small business owners feel confident they have found the right support for them based on their sector, size and region.

Company: Saunders and Lee

Speaker: Louise Lee, Administrative Consultant

Breakout: Using automation for productivity and efficiency

- Innovation for small businesses doesn't always have to be the next new shiny app. There are plenty of ways existing software can streamline your workflow to be innovative too.
- Business owners are encouraged to focus on cash flow forecasts, P&L - and while each of these are very important, if a business owner is chaotic in their approach to operations and administration, that's where the bottleneck will be.
- Louise is all set to demonstrate how when the right processes in place, and there's a teachable, repeatable system to support your work; there's no more constant explanations about how to do things. Here's the task, here's the process. Go.

Company: Gallagher

Speaker: Chris Lennon, Head of Sales & Distribution

Breakout: Reputation risk from cyber attack

- Cyber is often talked about and referenced as a buzzword in the press covering technology issues, criminal activity and data breaches as a result of human error or malicious behaviour of individuals. But calculating the trust cost and impact of a cyber event can be difficult.
- In addition to the lost productivity, additional expenditure and incurred professional fees the biggest cost to any business is the lasting reputational harm.
- This session will examine how rumour, speculation and lost client confidence can be the real killer for any business and how a cyber insurance programme can help businesses mitigate this risk.

Representing the enterprise support sector across England

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Company - The Innovation Practice

Speaker - Ludo Chapman, Founder.

Breakout: Observations from a business facilitator

- Often, there is little time to dedicate to stepping back and thinking innovatively...especially when there are roadblocks along the way.
- Pulling on 30 years' business experience, ranging from launching and leading start-ups to running a mid-sized business, this bespoke workshop is set to share the crucial things start-ups and small companies need to think about when starting out or pursuing a new idea.
- If you are struggling to untangle a strategic problem of your own, or want to enhance your skills in this area for small businesses you are currently supporting, this is the workshop for you.

Company: IPSE

Speaker: Rebecca Willey, Head of Education and Training

Breakout: The Language of Enterprise

- In this workshop we will be discussing language within the enterprise support sector.
- How do your clients or service users identify? Do they work for themselves, are they self-employed or do they run their own small business?
- Once you know how they identify, we can discuss how to ensure your support is targeted, tailored and of value. We will share best practice and discuss the challenges you face.

Company: Marketplace amp

Speaker: Matthew Anderson, Managing Director

Breakout: Why you need to conquer the world of Voice Search

- The world is becoming ever more connected with the Internet of Things and the ownership and use of smart speakers and voice assistants is on a rapid rise.
- It is estimated that 40% of all UK homes will have a smart speaker by the end of this year. It isn't inconceivable that soon all homes will have a smart device of some sort, so what better time to really get to grips with the technology!
- Join Matt Anderson from Marketplace amp who will talk through the value in identifying and building new Alexa Skills to solve customer issues or enhance their product experience.

Company and speakers: SFEDI Group - Ruth Lowbridge MBE, Executive Chair

eAlliance - John Baxter, Managing Director

Creative Computing Club - Matthew C.Applegate, Founder

Breakout: Educational Technology discussion forum

- Enterprise skills are not just about self-employment. More and more schools are keen to enable enterprise skills within their learners to help prepare them to become more effective individuals in both an education setting and within their personal lives too. And technology is playing a huge part.
- Join Ruth as she facilitates a discussion on this hot topic related to the enterprise support sector.