

Economic Development Through
Radio Astronomy Workshop
Goonhilly
June 10-14th 2019

DARA Business Development Programme

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Introduction

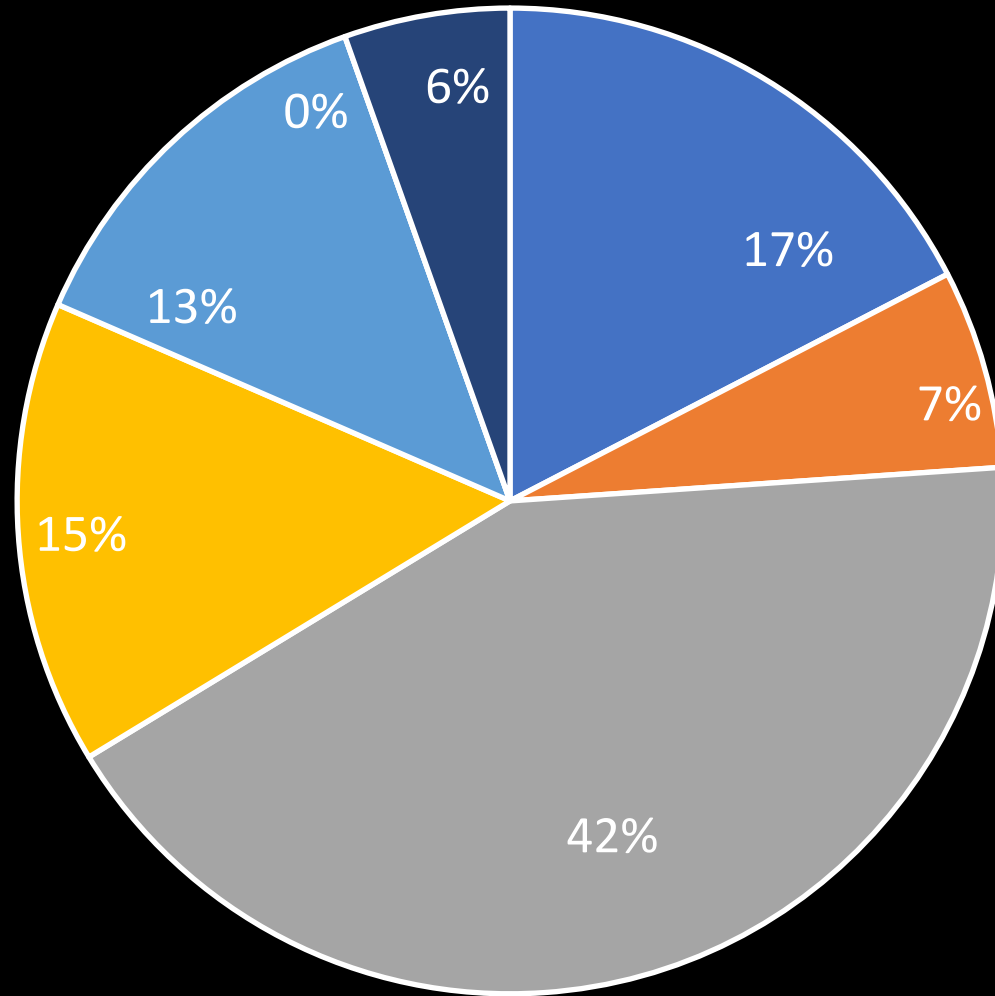
- Experienced in financial, commercial and business planning
- Delivered Business Transformation to large businesses
- Supported start ups progress to mature sustainable businesses
- Co-Founder shareholder and director of Goonhilly Earth Station Ltd
- Practised in negotiating complex financial and legal contracts.
- Currently working with DARA to offer commercial support.



The Progress to Date

- Working with DARA part time since January 2019
- Made direct contact with 53 past and present DARA students
- Contact made via Skype and Visits to Zambia and South Africa
- Active Follow Ups with all students

DARA ENGAGEMENTS TO DATE BY COUNTRY



- Ghana
- Namibia
- Zambia
- Kenya
- Mozambique
- Madagascar
- Botswana

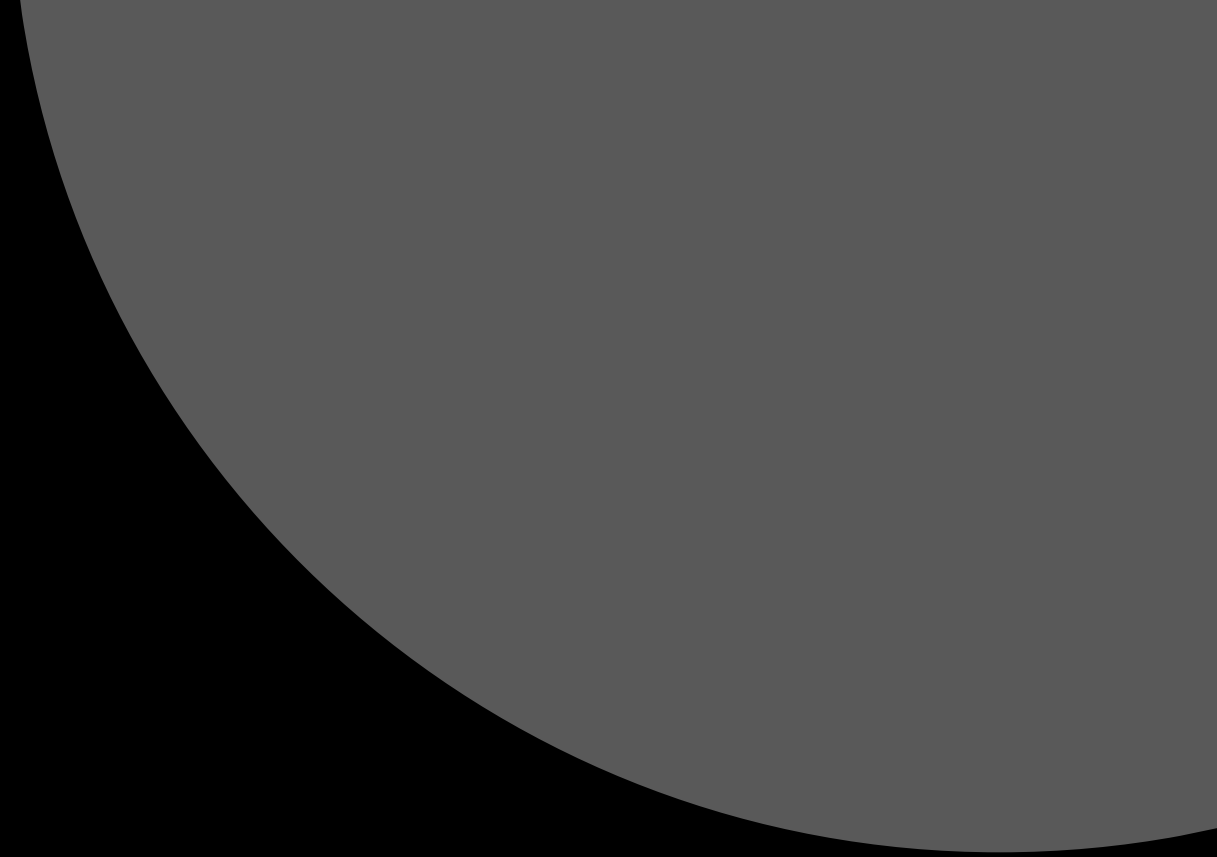
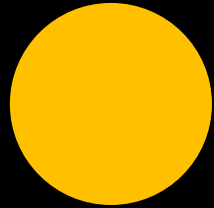
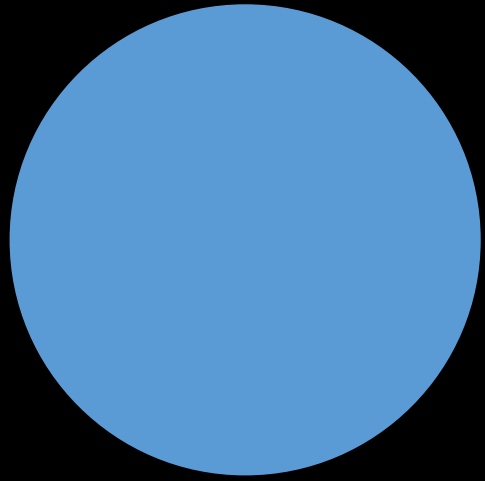
Skype/Email/Meet to 7th June 2019

Breakdown of
Country
Participation at
June 7th 2019

FIRST CONTACTS	Ghana	Namibia	Zambia	Kenya	Mozambique	Madagascar	Botswana
Up to end of Feb 19							
Skype/Email	4	2	1	4	2	0	1
Meet	0	0	0	0	0		0
Zambia							
Skype/Email	1	1	0	3	1	0	2
Meet	0	0	17	0	0	0	0
South Africa							
Skype/Email	0	0	0	0	0	0	0
Meet	5	1	2	2	4	0	0
TOTAL CONTACT	10	4	20	9	7	0	3

Quality of the Initial Engagements

- No fully formed business plans
- 33 participants with initially no or limited commercial ideas.
- 6 participants with good potential business ideas.
- 5 business ideas (14 participants) with significant potential impact subject to further activity.
- Better ideas largely based on satellite technology. E.g. remote sensing, Mining pollution/illegal mining monitoring, Land surveys for Utility companies, improved local weather prediction, expanded data services in country, medical imaging transfer from remote areas etc.
- A lot of work needed, but individual roadmaps discussed.



Initial Funding
Research



Next Steps

- **Grow the base of the triangle.** More interactions as time allows to increase the number of quality ideas through skype/email and visits
- **Prioritisation.** Focus engagement on those ideas with the biggest impact, subject to students bandwidth.
- **Shake of the Tree.** A general revisit to all students engaged with to assess whether any further thoughts have surfaced.
- **Research Potential Funding Options** When the best plans are developed, where do we look for support.

NOTE – The commercial approach has seemed to sit well alongside the academic discussions. Many students are considering additional business ideas alongside their academic interest.

Please contact me if you would like to discuss further

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