

Do You Need Help Developing a Great Business Idea?

09.00-14.00, Wednesday 6th October 2010
Thistle Hotel Aberdeen Airport, Argyll Road, Aberdeen, AB21 0AF

The Oiltech Investment Network is running an entrepreneurs' advisory workshop connecting innovative technology providers with access to funding opportunities within the oil and gas sector. The event will provide expertise in terms of getting your technology to market in the fastest and most effective way.

This workshop is designed to provide industry specific advice and expertise for entrepreneurs seeking between £3-20 million of partner funding. The event also offers ideal networking opportunities for entrepreneurs to meet providers of grant, early seed and direct industry funding as well as other advisors in areas such as IP, finance and legal.

The workshop will highlight E&P companies' medium term business needs to encourage innovators to solve key future issues. The workshop is designed for entrepreneurs, inventors and businesses currently seeking PE funding within the E&P and oil service sector.

Entry to the event is free of charge for successful entrepreneurial applicants.

The Oiltech Entrepreneurs Advisory Workshop includes:

- Guest speakers Chevron and Shoaibi Group highlighting technology needs and opportunities both globally and in the Middle East
- Key-note presentations from Industry Technology Facilitator (ITF) and Innovation Norway describing alternative routes to funding
- Individual 30 minute one-to-one clinics with our members (PE technology investors) to provide advice on business plans, market access, strategies and gaining funding
- Opportunities to network with service providers (IP attorneys/finance advisors/accountants), other entrepreneurs and key advisors within the E&P technology sector
- Technology funding success stories and opportunities to meet the entrepreneurs behind them

Entrepreneurs are invited to submit a brief application form to compete for places at this event. The application form must be received no later than the **20th August 2010**. Applications will then be assessed and invitations will be sent out to the successful candidates.

For further information or to download an application form please visit www.oiltechinvest.com or contact Jessica Rouse (jessica.rouse@otmnet.com), +44 (0)1483598000 at OTM Consulting.

The Oiltech Investment Network was established by leading Private Equity (PE) technology funders that specialise in investments into potentially high growth technology businesses in the upstream oil and gas sector. Our members have over \$1 billion invested in innovative technology companies globally and have funds in place devoted to future entrepreneurial businesses to provide support and aid company expansion. The Network aims to encourage entrepreneurship, build relationships and maximise the quality of investment opportunities made by PE funders within the E&P sector.

Members of the Oiltech Investment Network include:



Agenda

Time	Description
09.00 - 09.15	Welcome & Introduction to Workshop
09.15 - 09.40	Future E&P Company Technology Needs <i>Trond Unneland, Chevron</i>
09.40 - 10.00	Access to the Middle East and North Africa market <i>David Malone, Shoaibi Group</i>
10.00 – 10.45	One-to-one Advisory Clinics & Coffee
10.45 – 11.00	What are the benefits of PE funding?
11.00 - 11.15	How to gain PE funding
11.15 - 12.00	One-to-one Advisory Clinics & Coffee
12.00 - 12.15	Grant and Industry Funding <i>Neil Poxon, ITF</i>
12.15 – 12.30	<i>Hilde Hukkelberg, Innovation Norway</i>
12.30 - 14.00	One-to-one Advisory Clinics, Lunch

Application Form

Please do not disclose any confidential information regarding intellectual property (IP) unless you have already filed for patent protection

Contact Information

Company & Contact	
Address	
Country	
Phone	
E-Mail Address	

1. Please tell us *briefly* about your product/service/business idea?

2. How/why is your product better than what is currently available on the market? (E.g. does it enhance oil and gas production, reduce capex, reduce opex, save time, etc...?)

3. How would you use the funds you are seeking? (Timescale & what for?)

4. Is anything unique about your product or service? Have you applied for patents?

5. How and where has your idea/technology/product been tested (e.g. prototype testing, field trials, actual sales)

6. Management Structure – include name(s) with a brief background description

7. Market Opportunity (e.g. who do you intend to sell the product/service to in the next 2 years, for how much and in what volumes?)

8. How much have you spent so far? Who provided the funds or invested in your idea?

Agreement and Signature

By submitting this application, I confirm that the details are true and complete.

Name (printed)	
Signature	
Date	

Contact Us

Please return this form to Jessica Rouse at OTM Consulting (jessica.rouse@otmnet.com/ +44 (0)1483 598000) by **20th August 2010**. Places at the event are limited and we anticipate a strong demand. Please provide as much information as possible within this 2 page template to assist the assessment and selection of attendees for the event.