

Global Launch Pad – West England Advocates

Lead: [Richard Lowe](#)

About Tech West England Advocates

We are a not-for-profit organisation and the 'go-to tech network' for international start-ups and scale ups looking to enter the West England tech eco-system. We can help you with local knowledge, market insight and sign-posting to tech clusters and stakeholders across our region, and to trusted professional partners who can support your market entry and soft landing.

Before you launch email: contact@techwestenglandadvocates.co.uk or reach out to [Richard Lowe](#). Read Richard's top tips for exporting [here](#).

Our Tech Eco-system

Our Tech West England Advocates tech eco-system spans the West Midlands, West of England and The Great South West, including the cities of Bristol, Birmingham, Basingstoke, Southampton and Portsmouth and counties of Cornwall (including the Isles of Scilly), Dorset, Devon, Gloucestershire, Somerset and Wiltshire; Herefordshire, Shropshire, Staffordshire, Warwickshire, Worcestershire, Berkshire and Hampshire. Total Region: 40,000 km².

View our website:

[Tech West England Advocates](#)

Follow our LinkedIn page:

[Tech West England Advocates: Overview | LinkedIn](#)

Register to connect with our LinkedIn community:

<https://www.linkedin.com/groups/9075050/>

Points to consider before you launch in West England:

- **Research and Plan:** West of England has a diverse economy, research your target market and identify a niche where your business can excel. We can help connect you with market research experts so that you make the right decision before your chose where to land in West England.
- **Visas and Legalities:** Understand visa requirements. Explore resources from the UK government to ensure you're compliant. <https://www.gov.uk/tier-1-entrepreneur>
- **Funding:** West England has established angel investor networks, VCs and funds to support your market entry and growth. We can direct you to local Government, finance experts and providers to help guide you with your funding requirements.
- **Business Setup:** Register your business and open a bank account. Online business banks allow you to register a company and open a business bank account or we can connect you to local Bankers and legal advisors to structure your company in the most effective way.

- Location: Choose an office space that suits your needs and budget. Consider co-working spaces for a more flexible option. Depending on the most relevant location for your tech start up, we can advise you of local tech hubs for your search.

Building Your Business:

- Networking: West England has a strong and vibrant business and tech networking culture. We run our own Tech Scale Up Networking events, which are free to attend, and thematic events in related tech sectors. Across our region we have numerous tech communities events and tech weeks across our major cities.
- Analyse Target Market Understand your target audience thoroughly to tailor your products/services effectively.
- Understand the Culture: West England covers a wide geographical footprint. There are subtle differences and regional variations in culture, customs and even cuisine. What you will always find is a warm, informal and friendly environment. We can to connect you with local tech eco-system members and connections to make your first networking experiences less daunting.
- Keep a look out for further events based on your interest on Tech West England Advocates LinkedIn and website pages, Eventbrite and Meetup Free Resources.
- Gov.UK: The UK government website provides official information on business regulations, visas, and taxes Set up a business - GOV.UK
- Across West England we have several leading incubators and accelerators. If you are interested in learning more about start up and scale up support, we can

Tech West England Advocates Flagship Events & Initiatives

1. Tech West England Advocates stage a London Tech Week flagship fringe event to promote West England tech eco-system with partners each year. We select a current theme or major tech sector strength from across our region.
2. Tech West England Advocates lead the [UK Tech Mission to Hong Kong](#), supporting UK Tech Founders across the UK to explore the Hong Kong and Greater Bay Area market, to access investment, meet partner and prospects for the services.
3. Tech West England Advocates Finance Working Group support our region's investor, VC and foreign investor community to attract finance for our regional tech startups and scaleups.
4. Tech West England Advocates Emerging Advanced Manufacturing Technologies Working Group promote our region as a key hub for Advanced Manufacturing capabilities, attracting new AM innovation, attracting talent and promoting new AM skills for the UK industry.

Our Major Tech Sectors

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|------------------------------------|---------------------------|
| • Aerospace | • RegTech |
| • Advanced Engineering | • InsurTech |
| • Telecommunications | • Automotive |
| • Clean and Renewables Energy Tech | • Artificial Intelligence |
| • FinTech | • Quantum |
| • Marine Tech | • Cybersecurity |
| • Agri Tech | • Semiconductors |
| • Health and MedTech | • Software Design |
| • Robotics | • FoodTech |
| • BioTech | • SpaceTech |
| | • Gaming and eSports |

Our Universities and Colleges

1. Birmingham University
2. Birmingham City University
3. Aston University
4. Coventry University
5. University of Warwick
6. University of Wolverhampton
7. University of Bristol
8. University of Bath
9. Bath Spa University
10. University of West of England
11. University of Hertfordshire
12. University of Falmouth
13. University of Exeter
14. University of Reading
15. Henley Business School
16. Royal Agricultural University
17. Bournemouth University
18. University of Southampton
19. University of Plymouth
20. University of Gloucestershire
21. University of Portsmouth
22. University of Winchester
23. University of Bournemouth
24. Institutes of Technology, Birmingham & Solihull, West of England, South West, Swindon & Wiltshire

Our Major Tech and Regional Infrastructure Assets

1. GCHQ, UK Intelligence, Security and Cyber Agency Formula One Autocentres
2. National Cyber Security Centre
3. Harwell Science and Innovation Campus
4. Satellite Applications Catapult
5. European Centre for Space Applications and Telecommunications
6. UKRI – UK Research and Innovation
7. Aerospace Avenue, Rolls Royce, Airbus, GKN, Renishaw
8. Bristol Robotics Laboratory
9. Bristol and Bath Science Park
10. Plymouth Science Park
11. Leading Incubators & Accelerators - Ask for more details.

12. Ministry of Defence, Boscombe Down
13. Porton Science Park, Dstl Porton Down, Public Health England
14. Met Office
15. National Composites Centre
16. Corsham Institute, Hartham Park
17. Hinkley Point, Nuclear Industry
18. Bristol, Plymouth, Southampton, Portsmouth and Plymouth Ports
19. Bristol, Birmingham and Southampton Airports