



# LES B&I Annual Conference 2020

## BECOMING INVESTOR READY

Tuesday, 3rd November 2020

2:00pm - 5:00pm



### Programme

2:00pm – 2:05pm

**LES Britain & Ireland President's Welcome**  
Patrick Cantrill, Womble Bond Dickinson LLP

2:05pm – 2:15pm

**Conference Introduction by Organising Committee Chair**  
Mark Cruickshank, The Royal Bank of Scotland

2:15pm – 3:00pm

**Securing Venture Capital Investment**  
Mary Canning, Epidarex Capital

This talk will give a venture capitalist's perspective on early-stage investing, covering the attributes that investors look for and how to build a strong case for securing investment.

3:00pm – 3:50pm

**Investor Readiness: Legal Aspects**  
Megan Briggs and Paul Scullion, Burness Paull

When thinking about investment it is important that you are "diligence ready" and that includes your intellectual property rights. Megan will discuss the different intellectual property rights that each business should be considering and why it is crucial to think about intellectual property from the outset. This will include advice on some of the common misconceptions which can often prove costly.

Paul will speak to his experience of advising both investors and investee companies on the actions that businesses who are looking to make themselves "investor ready" should take from a legal perspective. All this will be aimed at ensuring that your fundraising proceeds smoothly and quickly. He will also speak to some of the key points for legal and commercial negotiation which typically arise when taking on external investment.

3:50pm – 4:45pm

**What can you expect when contracting with large organisations?**  
Phil Hall and Craig Allan, NatWest Group

An overview of what can be expected when contracting with a large organisation. The session will include some practical advice and words of caution around commonly seen clauses, traps to avoid and things to be wary of.

4:45pm – 5:00pm

**Summary and Finish**

## Speaker Biographies

### Dr Mary Canning



Mary Canning is a Principal with Epidarex Capital; a venture fund investing in early-stage, high growth life science companies in the UK and US. Epidarex focuses on under-ventured regions with excellent science, working with universities and entrepreneurs to build ground-breaking companies from scratch. Prior to joining Epidarex, she had 8 years of experience in the commercialization of early-stage health science technologies. As a Business Manager with The Medical Research Council Technology (MRCT) she was responsible for the exploitation of intellectual property arising from a number of MRC Units. She previously worked with the Scottish Enterprise Proof of Concept Programme, building and funding spin-out companies from leading Scottish academic institutions. Mary has a Ph.D. in molecular biology from the University of Edinburgh.

### Megan Briggs



Megan is an Associate in Burness Paull's Dispute Resolution team working in the contentious IP and Technology practice. Megan advises on disputes concerning patents, trade marks, software, design rights, copyright and confidential information and regularly acts for clients in the Court of Session. Megan has appeared on BBC Radio Scotland discussing recent intellectual property/brand protection developments and news stories. Megan sits on the IP Inclusive Women in IP committee and regularly hosts and attends events regarding the diversity and inclusion of professionals within the intellectual property profession. She is highly regarded for her IP work and was described by clients in Managing IP 2018 as: "diligent" with "great attention to detail" and noted as a "rising star" in 2019.

### Paul Scullion



Paul is a Senior Associate in the Corporate Finance team at leading commercial law firm Burness Paull. He has over a decade's experience of venture capital transaction, whether that be advising some of Scotland's most prolific investors on their investments into start-up or scale-up businesses, or advising exciting and innovative Scottish technology companies on their fundraising processes. He also has substantial experience advising on company sales and acquisitions, including exits to major multinational buyers. He was named an "Associate to Watch" in the 2019 Chambers rankings.

**Phil Hall**



**Craig Allan**



Phil Hall and Craig Allan are Senior Legal Counsels in NatWest's Outsourcing, Technology & IP Legal team and provide legal advice on all elements of technology, innovation and outsourcing. Before joining the team, Phil worked in private practice as a commercial litigator, developing a specialism in technology and outsourcing disputes, and Craig worked in private practice and also as an in-house counsel at a global provider of information technology services.