

Rocket fuel for business

Welcome to Breakthrough

LIMITED SPACES AVAILABLE



BREAKTHROUGH BOX LIVE

The Santander Breakthrough Moments Box is coming to Manchester for a five-day festival of events aimed at helping businesses with ambition.

Taking place in the heart of the city, the festival will offer a great opportunity for SMEs to gain insight, share experience and develop new contacts in a different, vibrant environment.

Covering a wide range of topics, the thought provoking sessions have been developed to provide businesses with practical solutions to drive business growth and you can choose which session you want to attend.

Monday 29th June

Question time – what devolution really means for North West SMEs

10am – 12pm

In our first event of the festival Damian McGann, Divisional Managing Director for the North will host a panel discussion of dignitaries to address key issues impacting the region.

The panel will include Mike Blackburn, Chair of the City LEP, Mike Perls, Chair of IOD North West and Jonathan Diggins, CEO at Enterprise Ventures.

This is an opportunity to discuss the impact of devolution and how the public and private sectors can work closer together. We will help demonstrate how Santander are using creativity in helping SME's with their growth plans.

Funding for Healthcare

1.30pm – 3.30pm

This informal networking session will allow you the opportunity to join a panel of specialists to discuss the ever changing care sector. Key topics will include the new CQC regime and the funding opportunities against that background.

Broker networking - Maximising mutual opportunities

4.30pm – 6.30pm

To bring the first day of our festival to a close Kate Allen, Head of Broker Relationships, will be hosting an informal networking event.

This will be an ideal opportunity to meet our specialists for an overview of our products; tips on recognising wider opportunities within your existing client base; and what great prospects look like for us.

Breakthrough Moments Box 2 Spinningfields Square, Deansgate Manchester M3 3AE

RSVP - Spaces are limited for each event so please visit santander-breakthrough-manchester.eventbrite.co.uk to book your place or email andrea.yule@santander.co.uk for more information.

Tuesday 30th June

Living Ventures – building a brand in a thriving city

10am – 12pm

This is a brilliant opportunity for businesses in any sector to hear first-hand how Living Ventures have built and developed multiple brands that remain current in the thriving city of Manchester. You'll learn from Andrew Haigh, Group Finance Director about their journey, how the brands have been built and importantly stayed current in the market place whilst maintaining a sustainable business model.

Microsoft Masterclass – maximising technology for business growth

1.30pm – 3.30pm

Over the last three decades, Microsoft has consistently transformed the way that people live, work, play and connect through great technology.

Microsoft will deliver an interactive session aimed at any business owner or managing director who believes that technology should be used strategically to drive a business forward and help achieve their aspirations.

Gunner Cooke: Future Leaders

4.30pm – 6.30pm

Gunner Cooke are a full service, corporate and commercial legal firm who like to do things differently. When they set up their aim was to create a very different law firm. A firm that would challenge the traditional way that legal services are delivered to businesses, and inspire the best lawyers to work in a way that encourages them to deliver the greatest value to their clients.

In this session they will provide insight into how you could transfer that thinking to build value within your business, focusing specifically on:

- Preparing your business for sale - Anna Beaumont and Ben Saunders
- Leading and creating a strong culture - Darryl Cooke
- Integrating business with philanthropy (doing good faster) - Sarah Cooke

 Santander

CORPORATE & COMMERCIAL

Wednesday 1st July

The Industrious Revolution: An Entrepreneur's Journey

10am – 12pm

At this event Lawrence Jones MBE will share the benefit of his experience as inspiration to North West entrepreneurs and SMEs

With more than 30 years of doing things differently Lawrence Jones MBE is an ambassador for British business with a truly unique entrepreneurial mind. He is founder and CEO of UKFast, a cloud technology business with numerous awards for culture, customer service, innovation and leadership. In 16 years he has led its phenomenal growth from a start-up in a spare bedroom to a £250 million enterprise. In 2015, Lawrence was awarded an MBE for his contribution to the digital industry.

Today, Lawrence continues to mentor and inspire huge numbers of people including professional athletes, musicians, fellow entrepreneurs and people who want to make a difference. Lawrence's blog is read by more than 200,000 people every month.

Latin America – open for business, ignore at your peril

1.30pm – 3.30pm

Hosted by UKTI, this session will focus on the key strategic considerations when exploring the Latin American market.

The panel will include Rob Capurro, CEO of Canning House and Paul Eadie MBE, Latin America Adviser at UKTI. With a wealth of experience, they will be on hand to offer guidance on entering the Latin American market and address your questions on challenges and opportunities for international trade and investment in this region.

Woman in Breakthrough

4.30pm-6.30pm

This networking event for female entrepreneurs is part of the Women in Breakthrough Programme, which has been developed in partnership with social enterprise Cause4, as a dedicated programme for female entrepreneurs that involves mentoring, networking events and online support.

On the evening, Michelle Wright, CEO at Cause4 will be joined by a panel of inspirational speakers including Liz Clarke Managing Director of Bike Right, Amanda Ball Founder and Managing Director of AD Sprinklers and Lisa Tse Co-Founder of Sweet Mandarin.

Thursday 2nd July

Driving Export Sales via Digital/Social Media

10am – 12pm

This session will provide insight into how your international business trade can benefit from social media, helping you develop business relationships and expand your prospects pool.

Aleksej Heinze, Senior Lecturer at Salford Business School will share his wealth of experience in a variety of subjects mostly concerned with the use of information technologies to benefit business.

Salford Business School has won the prestigious Times Higher Education Business School of the Year 2014 Award in recognition of its innovation in postgraduate teaching and learning, its advances in industry collaboration and its expertise in digital business.

It is an ideal opportunity for you to learn from Aleksej's experience and how this could help your business prosper.

Simple Personal Fair | What a bank should be

Social enterprise networking event in association with Cause4

1.30pm – 3.30pm

This networking event for social entrepreneurs has been developed in partnership with social enterprise Cause4, as a dedicated programme to help SMEs along the path to fast-growth, with the aim of boosting economic recovery and local employment.

Inspirational speakers will include:

- Michelle Wright CEO of Cause4
- Dr Martin Henery Enterprise Academic Lecturer at the University of Manchester
- Duncan Swainsbury Founder of Bounceback Food
- Nickala Torkington Partnerships Manager at UnLtd and Founder of Good for Nothing
- Beth Powell Programme Manager at the Rio Ferdinand Foundation.

Topics of discussion will cover; the current climate for social enterprises in Manchester, the significant barriers for growth, how start-ups can be supported to become more mature businesses and what can be done at school or college to encourage social enterprises to grow and develop.

Made in Manchester - could exporting make you millions?

4.30pm – 10pm

How to grow your business from engaging with the 99% of us who don't live in the UK

Exporting is often misunderstood. Having gone through all the pain of developing a product and equipping yourselves to produce, it would be crazy not to consider how you might build your business in overseas markets.

Core Business Solutions have helped UK based manufacturers build a new future for their business through internationalisation. Linking clients to export opportunities has proved transformational to their clients'.

This discussion will seek to answer your export related questions, helping you decide how to position your business for profitable development in overseas markets.

The event will finish with dinner at The Midland Hotel from 7.30pm.

Friday 3rd July

Access to finance

10am – 12pm

On our final day of the Breakthrough Moments festival in Manchester Damian McGann, Divisional Managing Director for Santander in the North, will host a lively discussion on the availability of funding to SMEs. There will be a particular focus on funding available to North West SMEs and what can be done locally to build a regional platform for SME investment.

Joining Damian will be a panel of local experts including Jonathan Diggines, CEO Enterprise Ventures and Paddy Dowdall from Greater Manchester Pension fund.

Spotlight on growth – bringing Breakthrough to life for KBIs

12.30pm – 2pm

Whether it is finance for growth, securing top talent or expansion into international markets that will make the difference, this session will take you through the wide range of support available from Santander through the Breakthrough initiative.

This session will be led by Darren Hart Head of Growth Capital and Jonathan Rostron Director of Breakthrough and is an ideal opportunity for you to understand how Breakthrough is leading the way in supporting ambitious SME's growth aspirations and consider the benefits to your clients.

To bring our festival to a close we will be hosting an informal networking event after this session giving you the opportunity for you to meet the Santander team and mix with other local professionals and businesses in a unique, relaxed environment before the box moves on to its next location.

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