



**“Financing a Business; Angels and Dragons”**  
**Guest Speaker, Modwenna Rees-Mogg.**  
**and**  
**Meet the Mentors Informal Networking Session.**  
**Organised by the Entrepreneurship Panel, Information Technologists’ Company**  
**February 3<sup>rd</sup>, 4.30 – 7.00pm**  
**Information Technologists’ Hall, 39a, Bartholomew Close, London EC1A 7JN**  
**Tel: 020 7600 1992**

Our Guest Speaker, Modwenna Rees-Mogg, owns and operates AngelNews, ([www.angelnews.co.uk](http://www.angelnews.co.uk)) a media business focused on business angels, VCs and early stage funded companies. She also publishes the monthly e-Angel Newsletter Online and an online magazine [www.makinglifericher.co.uk](http://www.makinglifericher.co.uk), as well as holding monthly events ranging from “Pitching for Management, not Money” to “Exit Strategies for Entrepreneurs”. Modwenna is the author of “Dragons or Angels the unofficial guide to Dragons’ Den” and a handbook for people wanting to become or raise money from business angels. Prior to founding AngelNews, Modwenna ran an angel group and was an angel investor. She started her career as a corporate financier at Kleinwort Benson.

Modwenna will be speaking about the issues around raising finance for your technology business in 2010. She will focus particularly on raising equity funding from Venture Capitalists and Business Angels, helping you to understand what you need to do to get the money you need, by helping you to see your deal from an investor’s point of view.

Our Chairman will be Geoff Morris, who has spent the last 35 years as the President and CEO of various international software businesses throughout the Middle and Far East, Europe and North America. He has both founded and raised capital for many businesses and helped them develop and protect their Intellectual Property.

Following the presentation from Modwenna there will be an opportunity for you to raise any questions with members of the Entrepreneurship Panel of Information Technologists’ including:

Barry Fludgate has over 35 years of management and information technology experience. Barry worked at Abbey, BIS as Director of Banking Systems and subsequently moved to New York to establish BIS Inc. Barry left to start up MTI Inc which he subsequently took public. Since leaving as Chairman, he set up his own consultancy, Lancer Corporation, which offers advice to small and medium companies on raising capital, mergers & acquisitions and advises on business strategy both in the US and UK

John O’Connell built Staffware plc, from Angel funding through to AIM and then the Main LSE, subsequently selling out to Tibco in 2004 for \$220m. Staffware was the world’s leading Business Process Management software company. John works with small and medium businesses and VC’s as an angel investor, board member or coach.

Nic Birtles has been in the IT industry for over 40 years, of which about 30 years has been spent in Sales, Marketing and Management. He worked in Silicon Valley for several years. Following a role as Chief Executive of a successful company which was sold in 2000 he returned to the UK and has been involved in many smaller companies as an angel investor and Chairman. Nic is the Chairman of the Entrepreneurship Panel.

Simon Williams built Synon, a software tools company, from startup to £21m revenue and £7m EBIT within six years using only a seed investment of £50,000, yielding a return of £15m for the seed investor. Simon is a business mentor and angel investor, and has undertaken chairman and non-exec roles with quoted and unquoted companies both inside and outside the technology sector. He manages the ITC’s Entrepreneurship Mentoring programme.

Following the Panel discussion, there will be an opportunity to “Meet the Mentors”. For more information on mentors provided by the Entrepreneurship Panel go to [www.itcmentoring.com](http://www.itcmentoring.com).

**Bookings only accepted on line at; <http://itcmentoring.eventbrite.com>.**

**Donations of £20 to cover costs. Or £25 payable on the door.**

**Please note that places are limited by room size.**

**\* NO REFUNDS OR CANCELLATIONS ACCEPTED.**  
**Dress code – Business/Business Casual**

By agreeing to participate in the above event I confirm and agree on behalf of myself and any guest invited by me that I and my invitees do so at our own risk and that neither Charitable Operations nor The Worshipful Company of Information Technologists nor any other organiser, agent or staff member shall have any liability for any act or omission unless undertaken maliciously or otherwise wilfully or in a reckless way.