

Tenant Survey Questionnaire

Company name:

Interviewee:

Location on Campus

1. Please indicated the reason or reasons that you **located** your business at Daresbury (please tick all that apply):

Reputation and Image of Campus

Location and Ease of Accessibility

Quality of facilities

Potential to co-operate and collaborate with other SIC tenants

Potential to co-operate and collaborate with STFC/Daresbury Laboratory facilities and personnel

Competitive rental

On site business support

Networking

Business opportunities with other tenants

Others (please specify)

2. Please indicated the reason or reasons that you **stayed** at Daresbury (please tick all that apply):

My reasons are the same as above	
Networking with other tenants	
Grant/Funding Support	
Potential to co-operate and collaborate with Stakeholder University facilities and personnel	
Potential to co-operate and collaborate with STFC/Daresbury Laboratory or Cockcroft Institute facilities and personnel	
Networking with other relevant organisations	
Access to market information	
Business Opportunities with other tenants	
New business ventures with other tenants	
New business ventures with STFC / Daresbury Lab	
Provision of range of facilities as the business grows	
Increased profile and promotion of business through Daresbury connection	
Access to Business Support Fund	
Others (please specify)	

Sales

- 3 What were your annual sales in your last financial year? (£'000)
- 4 What was the actual sales growth over the previous financial year (£'000)
- 5 What % of your sales are outside the UK?
- 6 How many new products or services has your organisation developed over the last year?
- 7 Have you filed any patent cases?
- 8 If 7 is yes, how many in total: Since moving on site In last 12 months (or since moving in if shorter)

Employees

See definition of jobs / employees at end of survey.

		Full Time	Part Time	FTE
9	Total no of employees	<input type="text"/>	<input type="text"/>	<input type="text"/>
10	Increase in no in last 12 months (or since moving in if shorter)	<input type="text"/>	<input type="text"/>	<input type="text"/>
11	No of increase since moving to site	<input type="text"/>	<input type="text"/>	<input type="text"/>
12	No of employees located in Halton Borough Council	<input type="text"/>	<input type="text"/>	<input type="text"/>
13	No of employees with Level 4 qualifications (first degree and above)	<input type="text"/>	<input type="text"/>	<input type="text"/>

Funding and Ownership

14 Is the creation of your organisation linked to a university? Yes No

15 If yes, indicate the origin and links below (tick one box only):

- Created by university/STFC commercialisation and equity share held by university/STFC
- Created by university/STFC commercialisation and at least partly funded by university/STFC
- Created directly after attending university and privately funded
- Created directly after working at university/STFC and privately funded
- Created more than 1 year after attending / working at university/STFC – university/STFC experience critical to creation

16 If the company was created following links with a university, please state which university:

17 How is the company funded?

	Investment (total) £'000	Investment in last 12 months £'000
IPO		
VC Funds		
Business Angels		
Banks		
Award Schemes		
Private Investors (incl. management team)		
Other		
Total		

18 Are you intending to raise Funds in the foreseeable future? Yes No

19 If yes, please state the source, amounts and timing of funds:

20 Do other organisations own more than 25% of your company? Yes No

21 If yes, please give name and shareholding %:

Collaborations

Please use spaces provided to give details / make comments

Daresbury Laboratory/STFC

22 What links does your organisation have with the STFC / Daresbury Lab and are any of your formal relationships a direct result of either DSIC networking activities, contacts or information provided by DSIC? (Please tick all that apply)

	Link	DSIC help
Use of communal facilities (restaurant, shop, coffee bar, gym etc)		
Use of Business Services (e.g. media services, library, forklift trucks etc.)		
Company is a Spin Out		
Current member of staff recruited direct from STFC/DL (give details)		
Technical expertise utilised / discussions undertaken (give details)		
Technical project established (give details)		
Commercial partnership established (give details)		
STFC as customer (give details)		
STFC as supplier (give details)		
Other (please give detail below)		

Lancaster/Liverpool/Manchester University

- 24 What links does your organisation have with the stakeholder / other universities and are any of your formal relationships a direct result of either DSIC networking activities, contacts or information provided by DSIC? (please tick all that apply)

	Lanc.		Lpool		Man.		Other (please name)		Name of University
	link	DSIC help?	link	DSIC help?	link	DSIC help?	link	DSIC help?	
Company is a spin-out and at least partly funded by University									
Knowledge Transfer Partnership									
Current member or members of staff recruited direct from a university									
Current student placement (working in your office full or part time)									
Current student project (working for you but not in your office)									
Staff attend work-related courses									
A member of staff teaches at a university									
University contracted to undertake research									
Phd or Msc student sponsored by your organisation to undertake research									
University as a customer									
University as a supplier									
Technology under licence									
Measuring / Testing / Diagnostic services									
Other (please specify below)									

Campus companies

25 What formal relationships do you have with other DSIC tenants and are any of your formal relationships with other campus tenants a direct result of either DSIC networking activities, contacts or information provided by DSIC? (please tick all that apply)

	Link	DSIC help?
Collaborative working / project		
Joint Venture		
New Company formed (non JV)		
Reseller of equipment / services		
Other tenant as supplier		
Other tenant as customer		
Use of Equipment		
Other (please specify)		

Utilisation of available products/schemes from public sector/government in the last 12 months

26 Has the company utilised or is considering to utilise any available public sector products / schemes in the last 12 months? If so, has any of the additional funding been received as a direct result of either DSIC networking or information provided by DSIC?

	Current utilisation	Future utilisation	DSIC help?	Details (incl amount)
NWDA				
GRAND Awards				
Business Link services				
Knowledge to Innovate				
Frameworks				
Business Angel Network				
VC Funds				
SFI				
Other				
Regional Cluster Organisations (see list attached)				
Inland Revenue				
R&D Tax Credits				
UKTI				
Passport to Export				
General Consultancy				
Government				
Small Firm Loan Guarantee Scheme				
Technology Strategy Board				
Knowledge Transfer Network				
EU				
Framework 6 programme				
Framework 7 programme				
Halton Borough Council				
SFI				
Halton people into jobs				
Training Support				
Other				
Other (please specify)				

Contribution of Campus to:

Business development

Score 1-4 (1-not at all, 2 – a small amount, 3- a reasonable amount, 4 – a significant amount)

36. Provided access to new markets or customers	1	2	3	4
37. Contributed to technological development	1	2	3	4
38. Increased Research linkages	1	2	3	4
39. Increased access to capital networks/finance	1	2	3	4
40. Provided a competitive advantage	1	2	3	4
41. Provided access to tech. transfer opportunities	1	2	3	4

Network development

Score 1-4 (1-not at all, 2 – a small amount, 3- a reasonable amount, 4 – a significant amount)

42. Supplier networks	1	2	3	4
43. Distributor networks	1	2	3	4
44. On-campus business interactions	1	2	3	4

Strength of linkages with Universities or Daresbury Laboratory/STFC

Score 1-4 (1-not at all, 2 – low, 3- moderate, 4 – strong)

45. Informal contact with academics / research scientists	1	2	3	4
46. Employment of recent graduates	1	2	3	4
47. Employment of academics/research scientists on a part- time/consultancy basis	1	2	3	4
48. Student projects	1	2	3	4
49. Sponsor research trials or projects	1	2	3	4
50. Access to specialist equipment	1	2	3	4
51. Test/analysis in University/DL/STFC	1	2	3	4
52. Training by University/DL/STFC	1	2	3	4

Key Customers.

53 Identify current key customers

54 Identify target key customers

Any further comments not already included elsewhere

Would you like us to follow up anything discussed above?