

JAI
Industry, Accelerators & Academia
TMD View

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(Engineer)

TOPICS

TMD

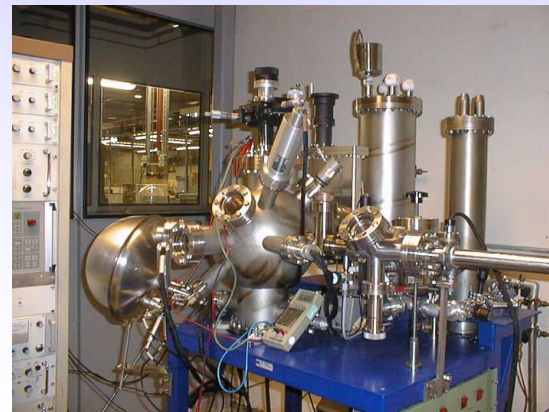
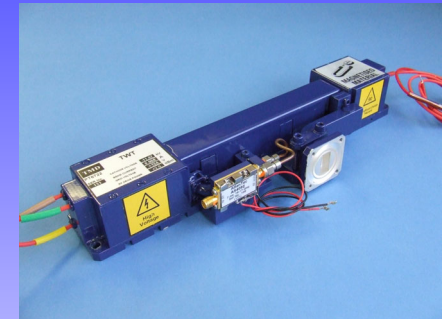
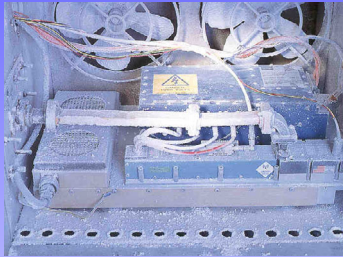
Business Development

Business Cycle

Skills & Stimulus

TMD

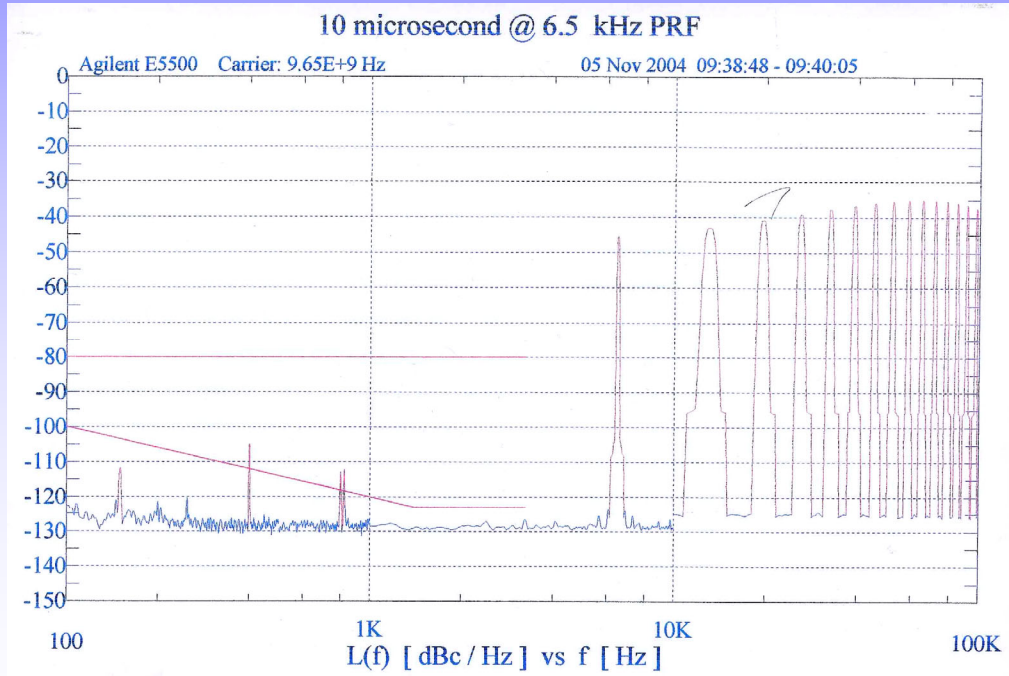
- Sales £30M. Export 80%
- Microwave Tubes (Fast Warm, <2 sec)
- Cathodes & Electron Guns
- High Voltage Power Supplies
- Complete Transmitter Sub-Systems:
 - Radar, EW, ATC, Science & Medical
- CCPS (High Power Capacitor Charging)



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... the power in microwaves!

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BUSINESS DEVELOPMENT

- Thirst for Knowledge
 - Management of Change
 - Generate Contacts
 - Understand Market
 - Understand lifecycle
 - Never Assume
- Learn something new each day
 - Make it happen
 - Seek mutual benefit
 - Feel the Force!
 - Feed the machine
 - Keep spinning the plates

BUSINESS DEVELOPMENT

Generate New Ideas
Generate New Markets
Generate New Products

Get it Wrong: When one door closes another door closes

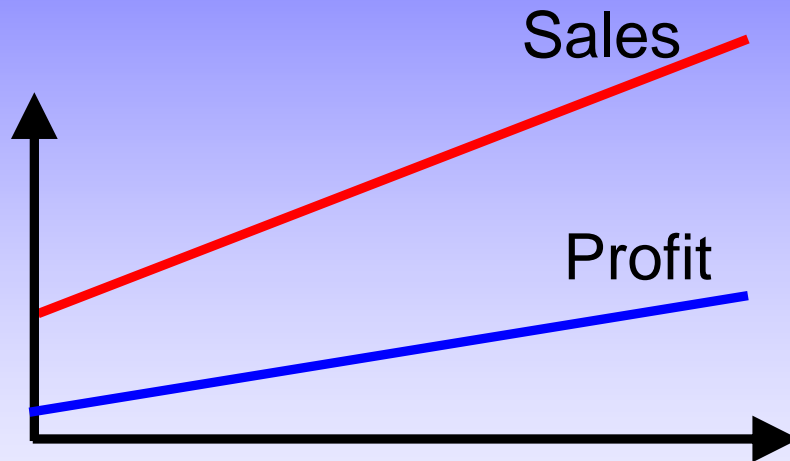
Get it Right: When one door opens another door opens

BUSINESS CYCLE

- **Income only from sales**
- **No Government Grants**
- **No fixed income**
- **No safety net**
- **Fixed costs**
- **Mouths to feed**

BUSINESS CYCLE

The Business Plan

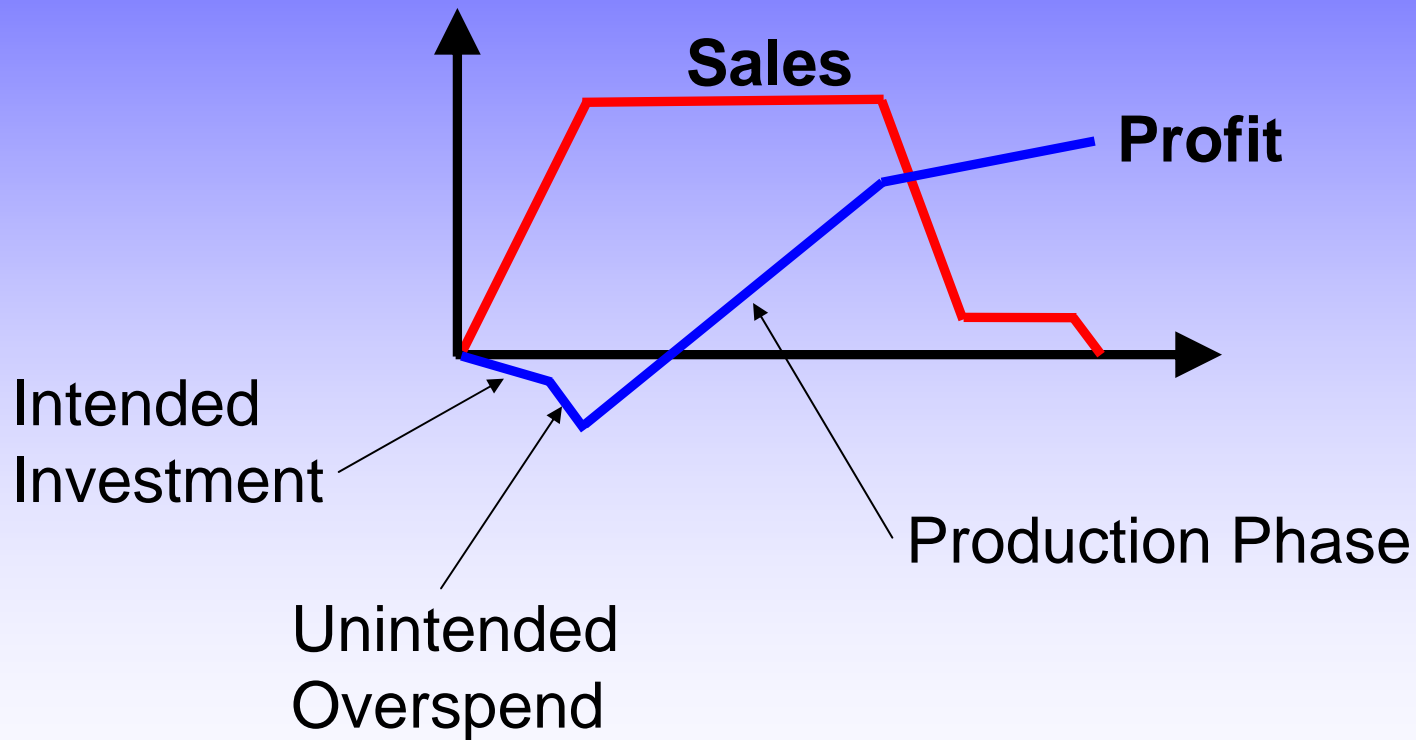


Irrespective of:

- Drought
- Famine
- Pestilence
- Peace dividend
- End of Empires
- Onset of new Dark Age
- Politicians
- Eurovision Song Contest

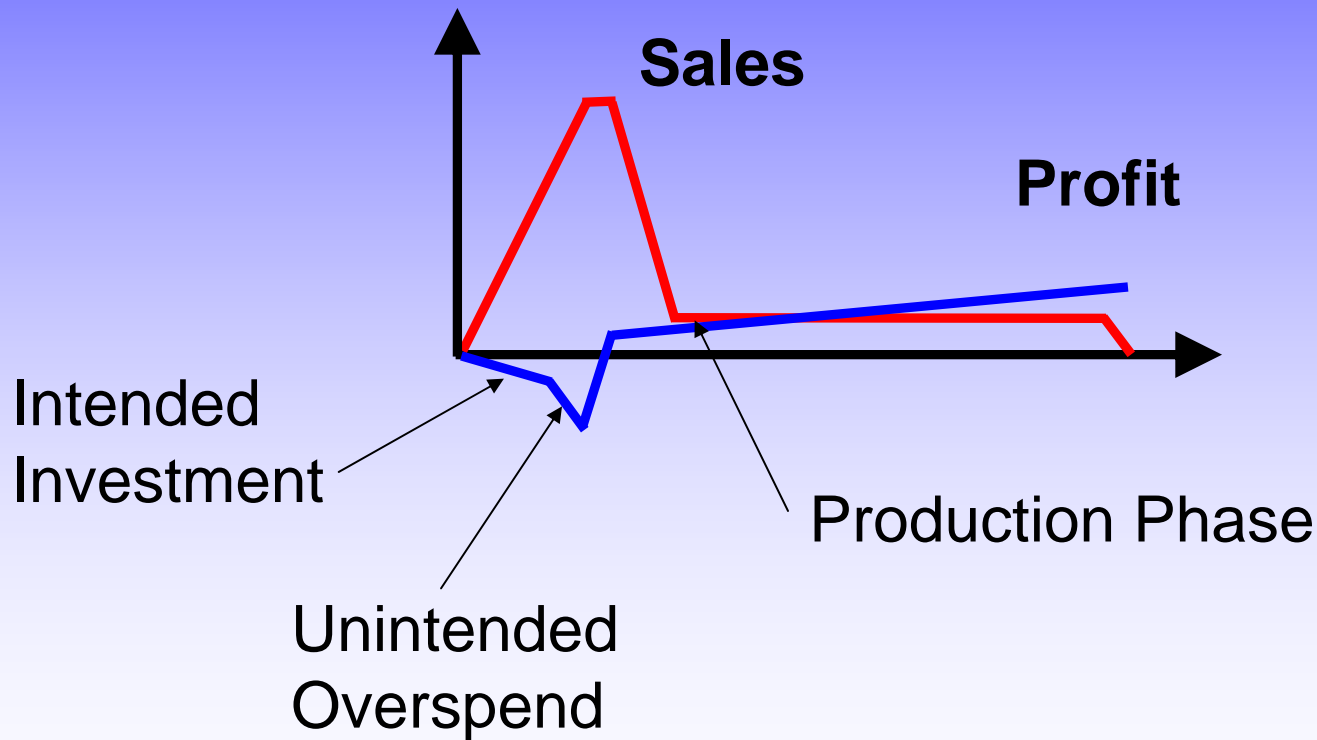
BUSINESS CYCLE

Typical Programme



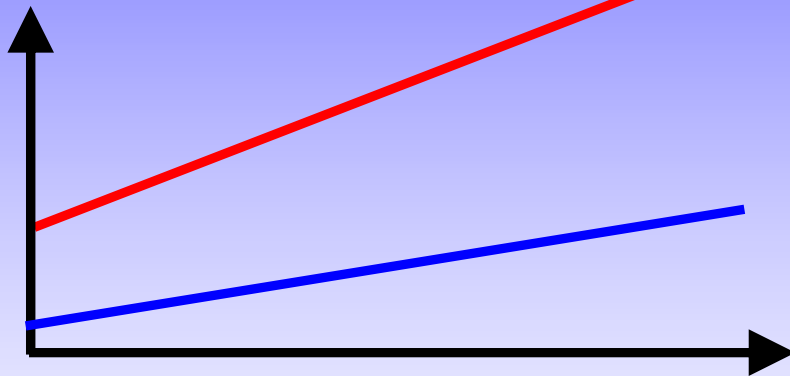
BUSINESS CYCLE

Science Programme

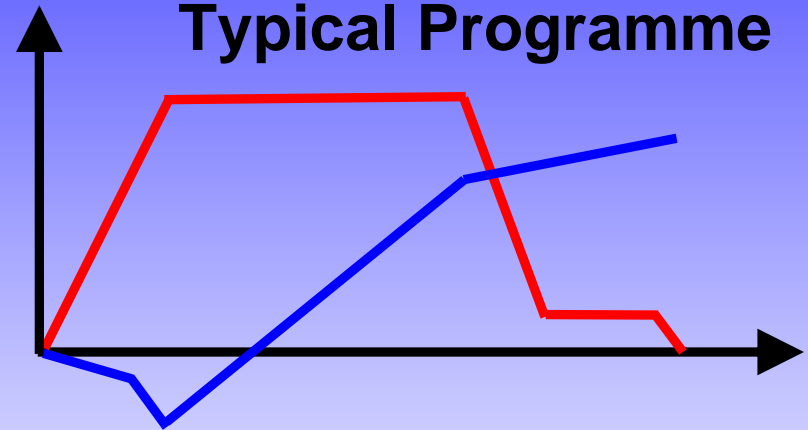


BUSINESS CYCLE

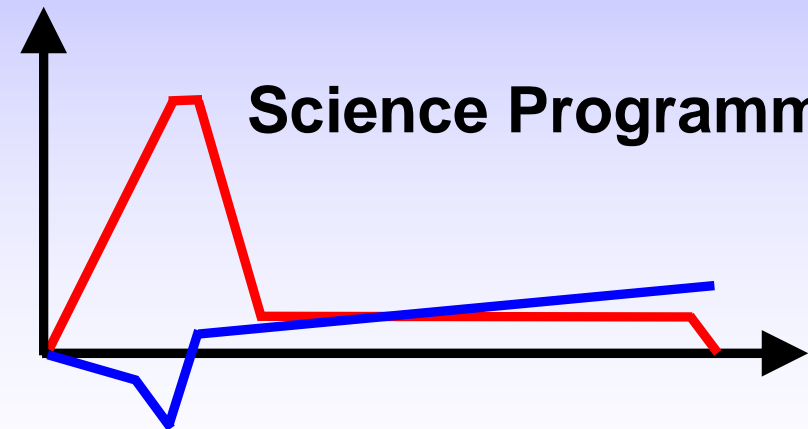
The Business Plan



Typical Programme



Science Programme



SKILLS & STIMULUS

➤ **Science**

- Accelerators
- High voltage power supplies

➤ **TMD**

- Decelerators
- High voltage power supplies

SKILLS & STIMULUS

TMD SUPPORT FOR REQUIRED SKILLS

➤ **Accelerator Community**

- Ditanet - Eu training programme

➤ **University**

- Strathclyde - Two x MSc
- Nottingham - Two Undergrads + PhD
- Brunel - KTN & Graduate

