

# flyingstart



<b>Name:</b>	<b>Mark Reilly</b>
<b>Age:</b>	<b>30 years</b>
<b>Business :</b>	<b>Remarkable Innovation</b>
<b>Website:</b>	<b>www.reminno.com</b>
<b>Service:</b>	<b>Technical due diligence services</b>
<b>University:</b>	<b>University of Cambridge</b>

**Brief description of business:** Remarkable Innovation is a company that is trusted by international clients to provide technical advice on mergers and acquisitions around the world. The firm's Remarkable Innovation has advised on tens of millions of dollars worth of technology deals, empowering clients to make successful, well-informed investment decisions.

Remarkable Innovation makes regular micro-loans to entrepreneurs in the third-world via Kiva.org. Microloaning is a concept that has been shown to alleviate poverty. Most businesses have a bit of money sitting in a corporate account unused and earning very little interest, which could be microloaned.

**Aim of business:** To apply the same rigour to technical due diligence that investors have traditionally applied to financial and legal analysis.

#### **Business growth:**

Having started from zero, with no revenue and no contacts, Remarkable Innovation turned a small profit in its first year, and had a couple of Fortune 500 companies as its clients. In its second year, income more than doubled, and is on the same course this year.

#### **At a glance....**

<b>Degree:</b>	<b>Ph.D. in Electronic Engg.</b>
<b>Started Trading:</b>	<b>2006</b>
<b>Funding:</b>	<b>None</b>

#### **Business achievements/awards:**

- Recently nominated for the Singapore "Spirit of Enterprise" award which is the foremost recognition for early-stage entrepreneurs in Singapore.
- Being awarded business from the Singapore government
- A client base including US Fortune 100 companies, investors and clients in Asia, Europe, the Middle East, China, India and the USA.

#### **How has FlyingStart helped:**

'Flying Start gave me the confidence to go ahead and set up a company. It gave me exposure to experienced entrepreneurs who had lots of practical tips, but most of all it was just really inspiring to speak to people who had built a company from nothing. Flying Start was great because it threw me in at the deep-end. By the second day of the course I was pitching ideas to seasoned investors, and not long afterwards they had me doing a "Dragon's Den" style pitch in front of 500 people. After that, incorporating a company and setting up a few sales meetings seemed easy!'

#### **About the FlyingStart Programme**

This 12-month business start-up programme for new entrepreneurs is delivered by the NCGE and supported by the UK Government's Department for Business, Innovation and Skills (BIS). An intensive three-day residential training course is followed by 12 months' specialist mentoring and support. The aim is to have 60% of all graduates trading within one year. FlyingStart ensures all new graduate businesses have a ready-made national and regional network, a dedicated mentor, appreciate the 'know-hows and know-whos' of practical business, and understand how to make money.