



Innovate
UK

Future Telecoms

Global Business Innovation Programme

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Welcome

As part of our Global Business Innovation Programme (GBIP), Innovate UK are delighted to bring a delegation of some of the UK's leading future telecoms innovators building smart solutions at the core of their value proposition.

This GBIP contributes to our ongoing commitment to tackle the challenges faced in future telecoms by driving research, development, and commercialisation of novel technologies in the UK's industry through joint innovation and international collaboration.

Organised to coincide with the India Mobile Congress our ambitious UK delegation will use this innovation visit as an opportunity to engage with key stakeholders from the global industry, network with other professionals and initiate forward-focused collaboration. The UK-India technology partnership continues to grow

under the recently signed UK-India Technology Security Initiative (TSI), which was signed in July 2024.

The combination of commercial expertise, creative excellence, and technological innovation across the UK and India has the potential to generate significant value for companies operating in this field and contribute to the global advancement in the broad areas that future telecoms cover. We hope you enjoy sharing insights, thought-provoking ideas, and making new connections that can help shape the growth of these exciting companies and start to open new business opportunities.

On behalf of the GBIP organisers, we would like to thank our gracious hosts, attendees, delegates, and all our partner organisations for their invaluable contributions to this programme.

Innovate UK, part of UK Research and Innovation, is the UK's innovation agency.

Our mission is to help companies to grow through their development and commercialisation of new products, processes and services, supported by an outstanding innovation ecosystem that is agile, inclusive and easy to navigate.

We connect businesses to partners, customers and investors that can help them turn ideas into commercially successful products and services that drive business growth.

We fund business and research collaborations to accelerate innovation and business investment into R&D.

Our support is available to businesses across all economic sectors, value chains and UK regions.

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Department for Science, Innovation and Technology

The Department for Science, Innovation and Technology (DSIT) plays a key role in driving the UK's ambition to remain at the forefront of global science and technology. Telecommunications is essential for enabling economic growth, protecting national security, and maintaining global competitiveness. DSIT is committed to supporting the development and deployment of next-generation networks like 5G and beyond, while continuing to innovate and advance in this critical sector, with a focus on sustainability, digital inclusion, and building a secure, resilient, and energy-efficient telecoms infrastructure that benefits all communities across the UK.

We recognise the critical role that small and medium-sized enterprises (SMEs) play in driving innovation, job creation, and economic growth in the UK. DSIT is committed to supporting SMEs in the telecoms sector

by fostering research and development collaborations, enabling innovative companies to develop transformative technologies and scale up their businesses. The UK-India technology partnership continues to grow under the recently signed UK-India Technology Security Initiative (TSI), which was signed in July 2024.

The TSI is a strategic agreement aimed at enhancing collaboration between the UK and India in critical technology areas, including telecoms, telecoms security, and emerging technologies. It promotes joint research on future telecoms technologies, such as Open RAN, 6G, and the development of secure and resilient networks. This initiative reflects both nations' commitment to fostering innovation and strengthening their telecom infrastructures, while deepening the UK's relationship with India as a key technology partner.

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The UK-India technology partnership continues to grow under the recently signed UK-India Technology Security Initiative (TSI), which was signed in July 2024.

Leading The Visit

Jemma Callander

International Engagement Lead
Future Telecoms Technology Policy, DSIT

I am responsible for European and Asia Pacific engagement on Future Telecoms for the Department for Science, Innovation and Technology, on behalf of HMG. My team focuses on building UK capability in the next generation of wireless technology, including 6G, and engaging internationally to ensure the technology is developed in line with UK values. Prior to joining DSIT, I worked in export and investment policy in the Department for Business and Trade, focusing on attracting investment to the UK's most critical sectors and encouraging exports of UK goods and services.



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Alex Watkins

Innovation Lead Future Telecoms
Innovate UK

Alex Watkins is the Innovation Lead for Future Telecoms at Innovate UK, currently working to deliver the Technology Mission Fund's Future Telecoms initiatives on behalf of DSIT. With a master's degree in mechanical engineering, Alex brings a blend of technical expertise and strategic acumen developed through roles in engineering, innovation management, and stakeholder engagement. Working across the grant funding process to deliver effective grant funding, portfolio oversight and project delivery within the telecoms, digital economy and energy sectors.



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Leading The Visit

Jon Gamble

Senior Innovation and Growth Specialist
Innovate UK Business Growth

Jon began his career as electronics engineer and now has over 20 years' experience as a growth advisor, having founded and run a global technical market research company supporting multi-billion-dollar investment decisions for all of the top 50 global semiconductor and tech companies. He has also helped early-stage disruptive tech businesses raise over £300m in venture funding by providing technology validation, commercial due diligence, commercialisation strategy advice and working for investors as a post-investment problem fixer/ growth enabler.

Today he is a Senior Innovation & Growth Specialist for Innovate UK where he is also an active member of the Investment Readiness National Programme and a representative on the Enterprise Europe Network working group supporting access to funding and finance for SMEs. Career highlights include delivering systems to the International Space Station, working on legacy clinical centres for the Rio and London Olympics and being part of the founding team smashing world records for electric powered flight.



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Sunny Claire

Senior Innovation and Growth Specialist
Innovate UK Business Growth

Sunny Claire has over 15 years of experience in managing and delivering international projects and programmes. He started his career leading the delivery of the Enterprise Europe Network here in the West Midlands region, the largest business support network with a prime focus on assisting SMEs to expand within the European Union and accelerate growth in global markets.

Since then, Sunny has actively been supporting SMEs across the West Midlands region acquiring extensive knowledge and expertise in supporting these businesses with developing their innovation capacity, providing mentoring and coaching support, accessing funding and finance, business growth, protecting and managing intellectual property and expanding into new international markets.

Sunny has a vast amount of experience in leading numerous trade and innovation missions across Europe and Asia, more recently with a prime focus on India, supporting businesses with identifying joint R&D and collaboration opportunities.



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Leading The Visit

Charlie Fraser

Partnership Manager India
Innovate UK

Innovate UK is the UK's Innovation Agency and part of UK Research and Innovation (UKRI). It focuses on driving productivity and growth by supporting UK businesses to identify and realise the potential in new technologies and turn them into the new products, processes and services that will significantly grow the UK economy.

With over a decade of professional experience, Charlie has worked and develop her skills across the private, charity and public sector. As the India Partnership Manager at Innovate UK, she specialises in facilitating high-growth, innovative SMEs to grow and scale into the Indian market by fostering strategic collaborations with key stakeholders including Government of India, research/academic organisations, and industry leaders.



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Dinesh Patil

Senior International Advisor
UK Telecoms Innovation Network

Dinesh Patil is a seasoned executive and consultant with over two decades of experience in telecommunications, MedTech, AgriTech, and digital technology. He currently holds the position of Sr. International Advisor at the UK Telecoms Innovation Network (UKTIN) and Digital Catapult, where he plays a pivotal role in driving digital innovation by fostering collaboration between industry, government, and academia. His work focuses on accelerating the adoption of advanced digital technologies to benefit the UK economy and society.

Dinesh has a strong track record in strategic planning, business development, and operational excellence throughout his career. He has held leadership roles at major organisations, including Telefónica Group, Hutchison Whompea, Dixon Carphone Warehouse, Surgease Innovations, and Reliance Communications, where he was instrumental in guiding corporate strategy, managing large-scale projects, and driving digital transformation.



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Overview of Companies

AccuLink Technology Ltd

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AccuLink Technology

AccuLink's antenna auto-alignment technology make microwave and FSO backhaul easier to install & maintain:

AccuLink has developed three products:

- AccuLink Mobile: rapidly deployed, delivers connectivity where connectivity doesn't exist.
- AccuLink PTP: fixed tower solution, low capital cost mass market deployment.
- AccuLink P5G: 5G base-stations integrated with AccuLink Mobile; self-contained mobile communications network

Automatic antenna alignment compensates for tower sway, maintaining alignment to ensure high-quality robust links, permanent or temporary.

Designed to make rollout of 5G easier, offering:

- connectivity gaps to deliver high-speed data to hard-to-reach areas.
- integrating 5G base stations with mobile backhaul for disaster relief and under-served communities.

Stuart Harvey, AccuLink's founder, is an expert in mobile communications and microwave systems. Stuart worked for BT Defence, with a focus on 5G solutions.

Use of auto-alignment can deliver longer hops than regular antennas, reducing capital costs. improving operational efficiency, and potentially reducing site visits by 40 per cent or more. Simplifying link installation, auto aligning antennas ensure that microwave links which are often mounted on tall structures that physically move, can remain aligned, enabling mobile providers to deliver high-quality service, cost-effectively, less time troubleshooting, reducing site visits by 40 per cent or more.

We are keen to build relationships with key Indian businesses that can assist with:

- Integration partners within the Telecoms, Broadcast & Military markets.
- Established distributors & resellers in India.
- Specialist Product Support.

We are keen to work with companies such that we can develop long term business to business relationships; UK – India.



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Bikal Technologies (UK) Ltd

BIKAL (British Innovation, Knowledge, and Advanced Learning) stands as a prominent UK-based company at the intersection of academia and technology. We harness the power of university research to develop innovative solutions that address societal and business challenges. Our approach revolves around experimentation, gradually scaling solutions by incorporating data from diverse sources. Being rooted in British innovation, we draw upon methods honed within the

academic sector for decades. This allows us to seamlessly transfer technology into the public and private sectors, focusing on specific challenges within enterprises. Our collaborative team, comprising domain experts, AI engineers, and academic partners, engages in continuous learning, steering clear of traditional methods. At BIKAL, our mission is to generate value for citizens, mitigating negative events by targeting root causes rather than merely suppressing symptoms.



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FlexiFone Telecommunications Ltd

FlexiFone is a Mobile Virtual Network Operator (MVNO) based in the UK. Our product line includes Multi-Network SIMs that aim to improve mobile network coverage (by automatically switching between networks) and Travel eSIMs that aim to make worldwide roaming hassle-free and affordable.

During our visit, we aim to connect with Mobile Network Operators (MNOs) in India for sourcing a wholesale airtime and bundle offering, for our in-bound roaming Travel eSIMs. This would enable us to provide a hassle-free roaming eSIM to foreign visitors visiting India through a mobile app.

We also aim to connect with companies who wish to enter the Travel eSIM space, as we also

offer a white-label re-seller platform (apps, websites, APIs and wholesale portals) that enables anyone to become a global Travel eSIM connectivity provider. There is a large market of outbound travellers from India who can switch to Travel eSIMs and save on roaming fees and the hassle of finding a local SIM on arrival. A good example can be companies like VFS Global and BLS in India (as well as travel agencies), who can add global eSIMs into their offering and every visa applicant from India could get an eSIM on their device before they travel.

Some of our enterprise customers for our white-label eSIM platforms include TATA Communications and Telna.



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Mission Critical Applications Ltd

Telecommunications networks are the lifeblood of modern society. It is commonplace, and all too easy, for an organisation to be hacked for customer data. However, it is still unusual to hear of the communications infrastructure itself being attacked, or held to ransom. We must deploy the best possible technologies to protect this critical infrastructure, now, and as it evolves into 6G.

Mission Critical Applications (MCA) are a software company, specializing in developing safe and secure solutions for critical computer systems and applications. Their R&D expertise includes formal methods, rapid prototyping, tool development, and bespoke high integrity solutions, using cutting edge technologies for critical infrastructure, and for embedded IoT applications. Their experience spans across many sectors, including telecoms, aerospace, automotive and defence.

MCA are suppliers to the CHERI (Capability Hardware Enhanced RISC Instructions) ecosystem, supported by the UK government DSbD (Digital Security by Design) initiative. MCA are porting the seL4 secure operating system to the CHERI hardware architecture

extension, to create an ultra-secure hardware-software combination, and using CherIoT for securing IoT devices.

In India, we are keen to work with stakeholders involved in the development, or use of systems where security and safety are paramount. We can assist telecoms infrastructure owners and their suppliers to enhance the security of their products by design, rather than by patching vulnerabilities after they are discovered. We are also seeking to build R&D collaborations with government organisations and companies interested in designing and building new semiconductor chips incorporating the CHERI technologies.



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Praeferre Ltd

Crowned by the UK Department of Science, Innovation and Technology as one of the most innovative cyber security startups in UK, Praeferre specialises in helping data-dependent companies simplify data security, prevent cyberattacks, and ensure compliance. Traditional compliance and data privacy management is broken with current scenarios of fragmented repositories, frequent amendments, dynamic SLAs. Moreover, unprecedented increase in fines for data protection violations rapidly raising consumer distrust in businesses' ability to safeguard personal information.

Praeferre's simple and innovative solutions cover every aspect of data privacy and security.

- AI driven centralised compliance tool managing all the regulatory requirements in a single platform.

- Blockchain based universal privacy acknowledgement for enhanced user experience and citizen engagement.
- Continuous metadata assessment and PII element tracking to prevent cyber breaches.
- Enhanced cybersecurity by centralizing data access and privacy controls across the entire enterprise within a single platform.

Invention is in Praeferre's DNA. Their products are based on a mix of tried and tested architecture and novel techniques and technologies for a variety of cyber security and compliance applications. Equally at enterprise environments or in large-scale Smartcity implementations - Praeferre delivers multi award-winning cyber security solutions that's easy to use and highly performant.



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pureLiFi

pureLiFi is the global leader in LiFi, wireless communications using light instead of radio waves. We offer systems and embeddable modules across defence & intelligence, telecommunication and consumer electronics. LiFi delivers massive bandwidth, is inherently secure, doesn't interfere and can't be detected. pureLiFi led standardisation of LiFi as IEEE 802.11bb alongside WiFi for interoperability, and we now chair the IEEE Enhanced Light Communications Study Group for future LiFi standards with support from industry giants like Apple, Samsung, and Qualcomm. Our largest customer today is the US Army.

We're now expanding into telecommunications with a first-of-its-kind solution to make Fixed Wireless Access (FWA) broadband deployment simpler, faster, and more cost-effective. Our LINXC Bridge enables a broadband signal such as 5G FWA to be captured outdoors where the signal is strong and passed through a window as invisible light, achieving data rates up to 1 Gbps today and 5 Gbps on the roadmap.

LINXC overcomes the problem of 5G and 5G mmWave attenuation by walls and windows, improving both the subscriber experience and network efficiency. The indoor unit wirelessly powers both the outdoor unit and an external modem, so there's no need for mains power outdoors.

The FWA opportunity in India is unmatched globally. For example, Reliance Jio predicts 100 million subscribers over the next few years. Our objective for the program is to partner with telcos for FWA using LINXC Bridge. We are also interested in meeting prospective customers in government, defence, and enterprise, and in connecting with potential EMS providers.



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Scenic

Scenic powers Watch Together, Watch Party and Celebrity Watch Party interactive video experiences inside the video OTT platforms of NBA League Pass, YES Network, BT Sport, Movistar+ (Telefonica), VIVO Play, PCCW Now TV, NAHL TV, Deltatre amongst others.

Scenic's owned and operated WebRTC

infrastructure and CDN powers these experiences around the world. Partners and developers can also build new experiences on top of Scenic WebRTC infrastructure and CDN.

Scenic are looking to meet local system integration partners, OTT vendors, end to end video solutions suppliers in the Indian market.



SCEENIC

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Slicefinity Ltd

We are a Technology Company who recognize the immense potential of 5G Standalone as an API-driven technology.

Our journey has led us to develop dynamic applications and a range of services, specifically designed to bring the concept of 5G Network-Slices to life. We're turning these innovative ideas into practical, profitable solutions, paving the way for their growth and widespread adoption.

Goal: Monetize 5G with Network Slices, enhance value for 5G consumers, improve quality of experience, and add uniqueness to MNOs' 5G-SA products to boost ARPU. Help reverse the present investment paralysis in 5G by improving MNOs 5G ROA.

Company Stage: Pre-Commercial. Advanced discussions with MNOs in UK & Japan.

Products:

1. SlimanCon (Mobile Consumer) – Mobile App & back-end application enabling on-demand, time-limited, user-initiated guaranteed & differentiated connectivity over a 5G network-slice.

2. SlimanEnt (Enterprise) – Pre-booking for guaranteed & differentiated connectivity over a 5G network-slice for events (live cricket match) as an add-on for ticket sales.
3. SlimanCes (Public Services/Government) – Guaranteed connectivity for critical & emergency service workers (police/ ambulance/fire) over a 5G network-slice in their area of operation.

Target Customers: Mobile Network Operators who have or planning to launch 5G Stand Alone & looking for monetizable solutions with 5G Network Slicing & Network APIs.

1. Mobile-Network-Operators (MNOs): Bharti-Airtel, Reliance-Jio, Vodafone-Idea, BSNL.
2. Government agencies for public services (Home/Health) like police/ambulance/fire, disaster management (India's NDRF) where uninterrupted & guaranteed connectivity is a necessity (UK's ESN).



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Disclaimer

Whereas every effort has been made to ensure that the information in this document is accurate, Innovate UK does not accept liability for any errors, omissions or misleading statements, and no warranty is given, or responsibility accepted as to the standing of any individual, firm, company, or another organisation mentioned.

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