



Iain C Shirlaw

riaditel, Active Investment Partners

While with the Scottish development Agency in the 1980's, he discovered the importance of allying business skills to Intellectual Property to create successful businesses. Since 1996 he has been a Business Coach helping innovative people with great ideas to develop and grow the business that achieves their ambitions.

He is currently in start-up phase for his latest venture, Active Investment Partners and he is currently seeking funds for investing in high potential businesses with which he works.

He served in the Public sector from 1984 to 1990 as Divisional Head of the Scottish Development Agency managing a budget of £3.5m for strategic sectoral development, including making seed investments to develop new business areas. These seed investments later realised over £25m for Scottish Equity Partners.

During and after his time with the SDA period he provided Board level direction to Biotechnology and Healthcare companies at all stages from angel investment and Venture capital raising, to IPO.

He also spent part of his time transferring economic development skills into Eastern Europe: he developed and ran the UK Know How Funds largest project in Russia; he helped set up First UK post-Perestroika company in St. Petersburg 1991; he worked on a EU PHARE supported project in Estonia to help new companies in food and agribusiness and he established the operation of a World Bank microfinance fund in Lithuania.

In 1996 he joined a Canadian Business Coaching company and developed his coaching skills in the Oil and Gas industry, often enhancing the introduction of new technologies or techniques by using continuous learning and coaching.

In 2003 he co-founded Shirlaws (UK) Ltd bringing to the UK from Australia the best IP around the coaching of SMEs in the issues that surround Business growth that he could find. he currently works with a number of technology and Know How based companies. In these roles he has worked with companies from the Angel investment stage through to IPO.