

Press Release

Thursday 22nd October 2009

For Immediate Release

MTI Invests half a million in CableSense

- North West hi-tech specialists back Lancaster business

North West Technology investment specialists, MTI Partners, has announced its latest investment through the UMIP Premier Fund (UPF) in Lancaster start up CableSense Ltd.

The company has developed an innovative new approach to managing large scale, wide structured cabling systems, and MTI has made a £500,000 investment deigned to accelerate the delivery of its proposition to market.

CableSense's solution is differentiated by being readily retro-fittable at a low cost to existing cabling installations. The system's utilises CableSense's proprietary technology for network cable monitoring, scanning and mapping.

This substantially reduces all the cost elements of maintaining and running a network, including the cost and complexity of moves, making additions and changes, fault indetificaion and diagnosis, inventory management and capital expenditure through the identification and re-use of redundant equipment and capacity.

Over recent years CableSense's founders have collaborated with the University of Lancaster and the School of Electronic and Electrical Engineering at the University of Manchester with support from the high competitive TSB Technology Programme.

CableSense also received a £100,000 Proof of Principle investment earlier this year through UMIP's well regarded technology transfer and incubation process, and has now graduated to a full UPF investment.

John Kelly, the founder and Technical Director of CableSense said: "MTI's investment provides a fantastic platform for CableSense to deliver its product to the market and prove its business model.

John Continues: "Both MTI and UMIP have worked hard to help us put the corporate structure and commercial foundations behind this business, and with our technical approach I'm confident that we can fill a substantial gap we've identified in the market"

Manchester based MTI Partners Investment Manager Mark Rahn said: "CableSense is living proof that it is possible to build high-tech, high-growth start-up companies through all North-West corporate and multiple university collaborations.

"It also demonstrates that it is possible develop a healthy, commercially viable product and business model in less than a year via UMIP's process."

Mark concludes: "MTI knows that the future success of CableSense's technology lies in its simplicity, and if positioned properly in the market, has enormous potential."

CableSense forms part of the growing cluster of high-tech companies across the North-West region supported by MTI and the UPF fund.

-Ends-

For more information on this press release or anything related please contact David Innes-Edwards on 07939 137 098, or email david@frontierpr.co.uk .

Notes to Editors:

About The UMIP Premier Fund ("UPF")

UPF invests in businesses emerging from The University of Manchester's "5-star" rated academic departments. The University's technology transfer company, UMIP, undertakes the stringent business selection of the investments and the fund is managed by the UK's leading technology investment manager, MTI Partners.

The Fund will primarily make late-seed stage investments, in a total of 15 - 20 companies, initially in the £250k - £750k range, with both the intention and capacity to provide follow-on investment up to £3m.



The UMIP Premier Fund is supported by the European Union through the "Competitiveness and Innovation Framework Programme" ("CIP").

About MTI

MTI is a leader in the field of technology venture capital, and one of the most successful and experienced technology fund managers in the UK. MTI has a sustained performance record across more than two decades and five venture funds. MTI's latest fund, The UMIP Premier Fund, is Europe's largest institutional fund to have a single university focus and works in partnership with the University of Manchester. (www.mtifirms.com)

About CableSense

CableSense was formed in 2009 following a collaboration with DKR Electrical Ltd, the University of Lancaster and the University of Manchester in the UK. CableSense hardware and software technology is retro-fitable and enables the mapping and monitoring of the cabling infrastructure of most IT networks.

CableSense is based in InfoLab 21, on campus at the University of Lancaster and has benefited from substantial input from Prof Anthony Peyton, now with the School of Electronic and Electrical Engineering at the University of Manchester, who remains with the company as Research Director.

About UMIP

The University of Manchester Intellectual Property Limited (UMIP) is the managing agent of The University of Manchester for intellectual property commercialisation. UMIP's role is to enhance the reputation of the University's intellectual property development through successful spin-out and licensing business activities.

UMIP will manage early stage proof-of-principle awards, which are a novel feature of the Fund, thereby kick-starting the new ideas coming out of the University. The University currently has up to ten spinout companies looking for funding. (www.umip.com)

About The UNIVERSITY OF MANCHESTER

The University has an exceptional record of generating and sharing new ideas and innovations. Many advances of the 20th century began at the University, such as the work by Rutherford leading the splitting of the atom, and the development of the world's first modern computer. The University has an annual income of £637m and was named University of the Year in The Sunday Times in 2006. Manchester aims to become one of the top 25 research universities in the world by 2015. (www.manchester.ac.uk)