INNOVATE UK & UKTI: GET THE SUPPORT YOU NEED

GET THE SUPPORT YOU NEED

Michelle Field

Trade Advisor,
UKTI

THE UK GOVERNMENT'S AMBITIONS

Double UK exports to £1 trillion a year by 2020

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THE GLOBAL SPOTLIGHT ON UK INNOVATION

UKTI OVERVIEW

- Government department working with UK-based businesses to ensure their success in international market
- International Trade Advisers are experienced international business people who give help and advice relevant to your business
- May include one-to-one help on our export programmes, overseas visits and contacts, or financial support
- Online information: www.ukti.gov.uk

107
Markets throughout the world in which UKTI operates

1,265
Staff based overseas

515
Staff based in our London and Glasgow headquarters

400
International Trade Advisers and support staff based in the regions

40
Offices located throughout England

UKTI TRADE SERVICES PORTFOLIO

- Passport to Export
- Gateway to Global Growth (for experienced exporters)
- Overseas Market Introduction Service (OMIS)
- Export Communications Review (ECR)
- Export Marketing Research Scheme (EMRS)
- Events and Seminars
- Outward Trade Missions
- Tradeshow Access Programme (TAP)
- Inward Trade Missions
- Business Opportunities
- High Value Opportunities (HVOs)
- Aid-Funded Business
- Open to Export

PASSPORT TO EXPORT

- Support programme for new exporters
- Winning and Delivering Business Overseas workshop
- Discounted access to a programme of export training

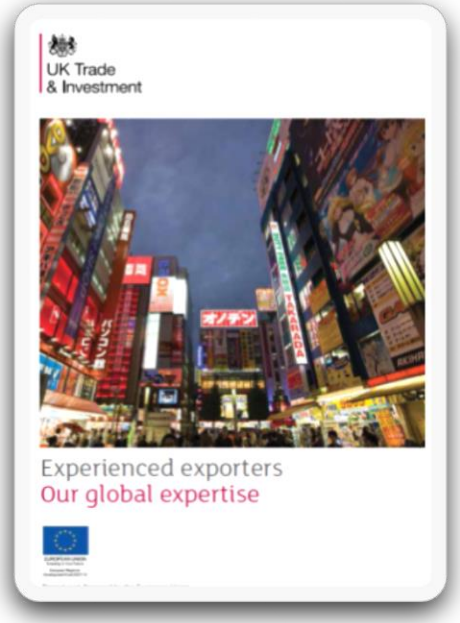
Benefits: overcome barriers, gain confidence to explore new markets, ongoing support, develop skills and understanding

GATEWAY TO GLOBAL GROWTH

- 12-month bespoke support programme for **experienced exporters** to diversify into new markets

- Access to our Executive Business Development Programme with Cass Business School

Benefits: proactive guidance from an ITA, strategic review of your business, quality training options to improve your internal trade potential, ongoing support



OVERSEAS MARKET INTRODUCTION SERVICE (OMIS)

- Market intelligence to evaluate effectively and research competitive environment
- Tailored introduction to desired contacts in foreign markets, potential partners, and buyers alike
- Bespoke support from UKTI staff overseas
- Access to British Embassies and Consulates

Chargeable service

EXPORT MARKETING RESEARCH SCHEME (EMRS)

- Bespoke market research: funding possible

Companies are able to carry out research on topics such as:

- Market size and segmentation, Regulations and legislation, Customer needs
- Distribution channels
- Competitor activity, strategy and performance

Benefits: market intelligence to establish a presence in a new market, and reduces risk

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EXPORT COMMUNICATIONS REVIEW (ECR)

- Helps identify gaps and issues in marketing communications and maximise the effectiveness of communications with overseas customers

Benefits: handle enquiries from export markets competently, build international image, action plan for improving international communications

UK Trade & Investment

Helping your business grow internationally

Improve your communications with global clients

The Export Communications Review

What is an Export Communications Review?

How does the ECR work?

Powebronze, West Sussex

Executive Golf Tours, Edinburgh

Body Clock Health Care Ltd, London

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Technology Strategy Board

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GET THE SUPPORT YOU NEED

Dr Clive Hayter

Head of Smart, KPT and Vouchers, Innovate UK

INNOVATE UK – WHAT WE DO

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QUESTIONS TO ASK...

- Why am I seeking to innovate?
- Am I a business which is starting up?
- What is my business size micro, small, medium or large?
- What type of help am I seeking – financial, advisory, making connections?
- Do I want to work with other businesses?
- Do I want to access knowledge from universities?
- Do I need access to specialist equipment?

ACCESS TO FUNDING & FINANCE

Programmes fall into two main types:

- Funding open to ideas from any technology or market sector including:

Knowledge Transfer Partnerships

Smart

Innovation Vouchers

eurostars™

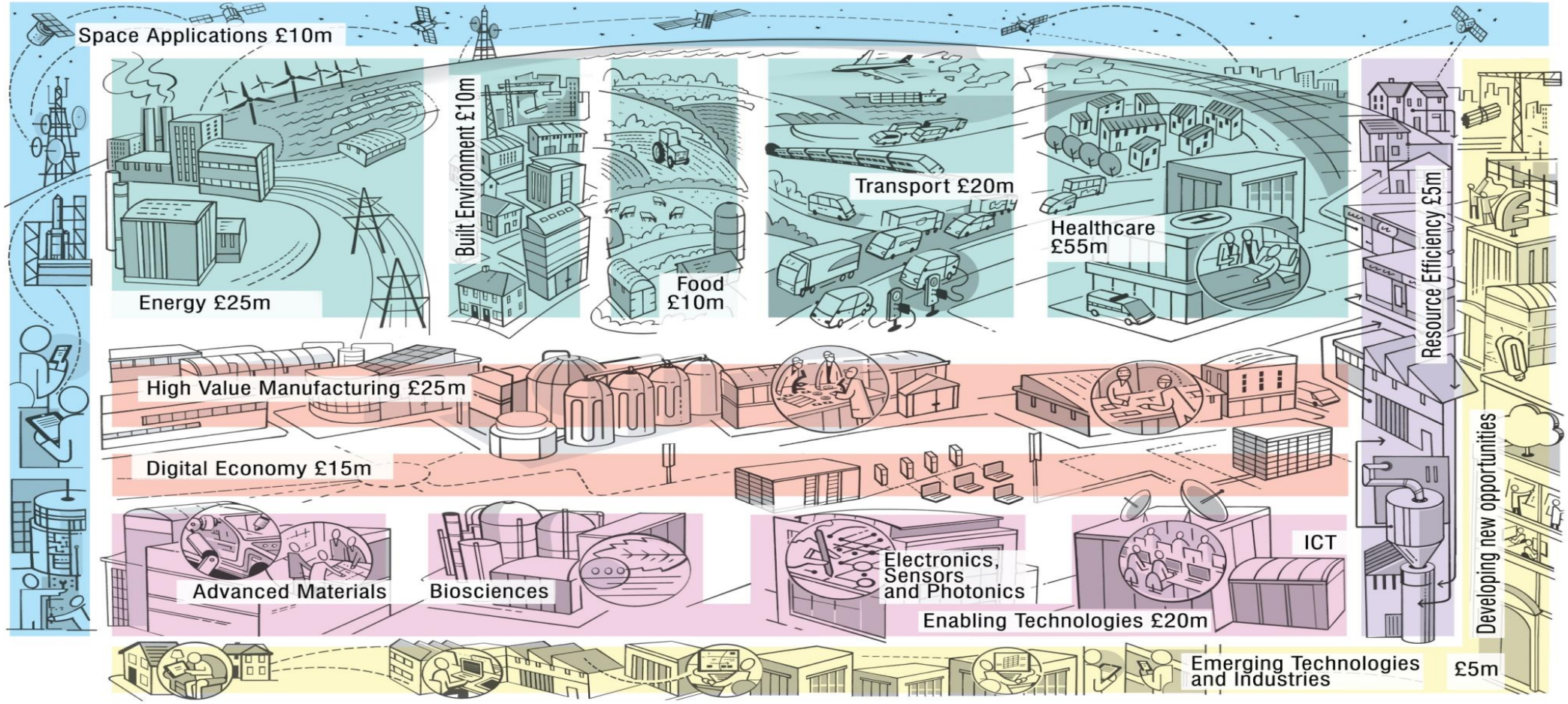
SMART

- Offers funding to UK based pre start-ups and start-ups small and medium-sized enterprises for R&D projects in science, engineering and technology
- 3 Types of Smart: Proof of Market; Proof of Concept; Development of Prototype
- For single company support
- Fast process - 30 day decision turnaround projects start as soon as 20 days after decision
- It is competitive! Only the best, most innovative and commercially promising ideas will get funding

ACCESS TO FUNDING & FINANCE

- Funding focused on specific priority themes and challenges including:

WHAT AREAS DO WE WORK IN?



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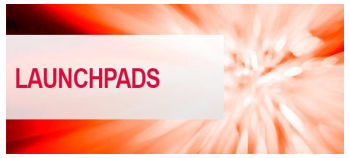
COLLABORATIVE R&D

- Encourages businesses and researchers to **work together on innovation**
- Co-funds **partnerships between businesses, and business and academia**
- Helps **create successful new products, processes and service**
- Competitions run within specific technology themes
- Most competitions open to businesses of all sizes
- **Feasibility Studies** – aimed specifically at Start-ups and Micros
- £25k - £+M grant

LAUNCHPADS



- Launchpads help technology-themed clusters of young, early-stage companies to develop and grow in specific locations around the UK
- Act as catalysts for companies with exciting and innovative projects to share knowledge, develop their entrepreneurial skills and attract further investment
- Launchpad competitions are open to SMEs that: are in the cluster; plan to start up in the cluster; move into the cluster; collaborate with a company already in the cluster
- They are limited to SMEs and aimed at young and early-stage companies

CATALYSTS

- R&D funding which focuses on a specific priority area and aims to help take projects from research to as close to commercial viability as possible
- Catalysts support projects in priority areas where the UK research base has a leading position and where there is clear commercial potential
- Three levels of funding according to how close a project is to commercialisation, with applicants able to join at any phase
- Catalyst funding offered through ongoing competition: Current catalysts - Agritech, Biomedical, Energy, Industrial Biotechnology

CATALYSTS

- Provides opportunities for innovative companies to engage with the public sector to solve specific problems
- A competition process which uses public sector challenges to stimulate innovation
- Awarded over 1000 + development contracts to businesses
- Allocated over £100m+ development funding
- Worked on SBRI with over 30 major Government Departments and other public sector bodies

SBRI Government challenges. Ideas from business. Innovative solutions.

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Homes & Communities Agency
NHS East of England
Design Council
HIGHWAYS AGENCY
defra Department for Environment Food and Rural Affairs
MINISTRY OF DEFENCE
Home Office
Department for Transport
DH Department of Health
Department of Enterprise, Trade and Investment www.detini.gov.uk
Food Standards Agency
BIS Department for Business Innovation & Skills
northernireland tourist board

FINDING INFORMATION ON INNOVATE UK COMPETITIONS

Please note that your search query will only apply to content related to the tab highlighted in grey.

Search

Open | Forthcoming | Previous | All | GRID | LIST

FILTERS

NEW

Medical technologies Launchpad Wales
Competition for funding
Opens: 27 Oct 2014 **Registration closes:** No deadline
Closes: 10 Dec 2014 **Programme:** Launchpad

NEW

Affordable space-based capability
Competition for Small Business Research Initiative funding
Opens: 22 Oct 2014 **Registration closes:** No deadline
Closes: 06 Jan 2015 **Programme:** SBRI

Building UK's leadership in aerospace technology
Competition for collaborative R&D funding
Opens: 20 Oct 2014 **Registration closes:** 21 Jan 2015
Closes: 28 Jan 2015 **Programme:** Collaborative research and development

PASSPORT CONTROL

Detection of clandestines
Competition for Small Business Research Initiative funding
Opens: 20 Oct 2014 **Registration closes:** 07 Jan 2015
Closes: 14 Jan 2015 **Programme:** SBRI

SBRI Healthcare Autumn 2014
Competition for Small Business Research Initiative funding

ABOUT FUNDING COMPETITIONS

You can apply for R&D funding in specific priority areas, as well as non-themed 'always open' competitions such as Smart. Browse, register and apply for our current competitions, or find out about those opening soon.

GUIDANCE FOR APPLICANTS

Please refer to the general guidance for applicants for important information about funding rules, project costs and how to submit your application.

Please click here to see the general guidance for applicants.

There is also specific guidance for each competition, so please check the relevant competition page. You need to read both sets of guidance.

Each stage of the application process has timescales and deadlines which **must** be adhered to.

COMPETITIONS HELPLINE

www.gov.uk

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ACCESS TO KNOWLEDGE,SKILLS, PARTNERS

Effective innovation rarely happens in isolation and working with partners to develop new products, processes or services brings advantages

Knowledge Transfer Networks

Knowledge Transfer Partnerships

CATAPULT

CATAPULT

A network of world-leading centres...

- Where the best businesses, scientists and engineers can work side by side on research and development
- Transforming ideas into new products and services to generate economic growth
- An investment in the future of the UK economy - for the long term

High Value Manufacturing, Cell Therapy, Offshore Renewable Energy

Satellite Applications, Digital Economy, Future cities, Transport systems

CATAPULT CENTRES

Business-focused centres that make world-leading technical capability available to businesses large and small to help solve their technical challenge

Support available from Catapults includes:

- Access to world-leading technology & expertise
- Access to world-leading science
- Access to leading-edge facilities and equipment
- Skills development and support

INNOVATION VOUCHERS

Innovation Vouchers

- Designed to encourage businesses to look for new knowledge to help them grow and develop – for example - £5k awarded:
  - Ideas for new or improved products, processes and services
  - Using design to improve your ideas
  - Managing your intellectual property
- Light touch application process – 3 questions
- Selection at random via lottery process

KNOWLEDGE TRANSFER PARTNERSHIPS

- Improves business competitiveness and unlocks innovation capability
- Draws on the expertise in universities and colleges
- In a KTP a recently qualified individual is placed into a company to work on a challenging innovation project
- Application via an expression of interested submitted hrough a KTP Adviser –who
- KTP Adviser acts as a mentor for the project

INTERESTED IN RESEARCH...

WHAT IS A KNOWLEDGE TRANSFER NETWORK?

Knowledge Transfer Networks

- Network enabling the UK's innovation communities to connect, collaborate and discover new opportunities
- National network in specific fields of technology or business application
- Aim: stimulation of innovation through knowledge sharing
- Knowledge Sharing:
  - Business-to-business
  - Science base to business
  - Between sectors
  - International
- Over 70000 members on_connect

KNOWLEDGE TRANSFER NETWORK

Knowledge Transfer Networks

Aerospace, Aviation & Defence	
Biosciences	HealthTech and Medicines
Chemistry Innovation	Industrial Mathematics
Creative Industries	Information & Communication Technologies
Electronics, Sensors, Photonics	Materials
Energy Generation and Supply	Modern Built Environment
Environmental Sustainability	Nanotechnology
Financial Services	Transport

ACCESS TO ENTREPRENEURIAL EXPERTISE

- Growth Coaching
  - Delivery through existing coaching programmes
  - Focus on project activities around business development, access to finance or growth through innovation
  - Aimed at senior leadership teams of suitable high-growth SMEs
- Mentoring
  - Delivery through mentoring partner organisation
  - Focus on one-to-one support and guidance from experienced professional
  - Aimed at individual founders / senior leaders
- Entrepreneurial Skills Training
  - Delivery at local level
  - Focus on skills for strategy development, access to finance, customer engagement
  - Aimed at senior leadership / mid-level team members

Scheduled roll-out Jan 2015

ACCESS TO ENTREPRENEURIAL EXPERTISE

Connecting to Investors – Face-to-Face

VENTUREFEST
NETWORK

Showcase events and Venturefest Pitching for Success - Live

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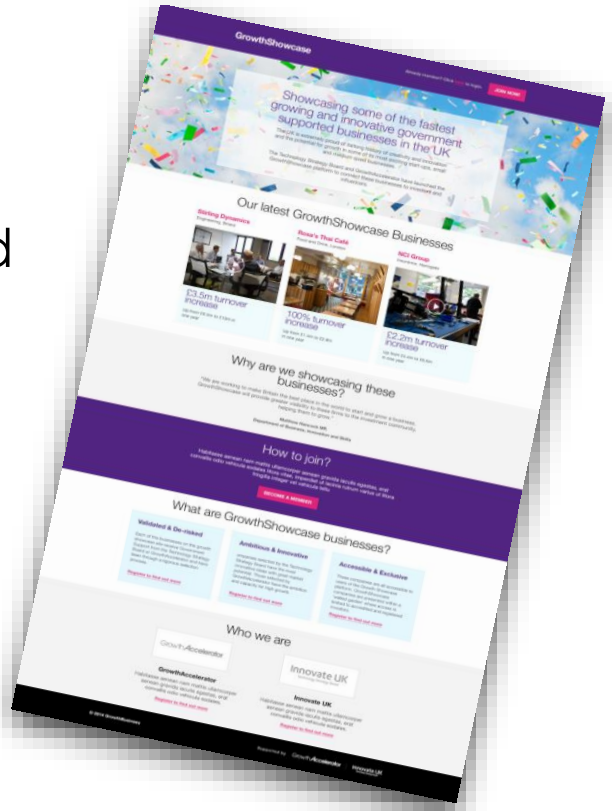
ACCESS TO FINANCIAL SUPPORT

Connecting to Investors - Online

GrowthShowcase

- Validated, de-risked, innovative, high growth potential businesses supported by Innovate UK and GrowthAccelerator
- Accredited investors only
- Powered by JustInvesting

www.growthshowcase.com



Online platform – live

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FURTHER INFORMATION

INNOVATE 2014 SUPPORT ZONE

www.gov.uk

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