

Innovative approaches to funding for Scottish life sciences

Innovate UK Competitions

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The KTN

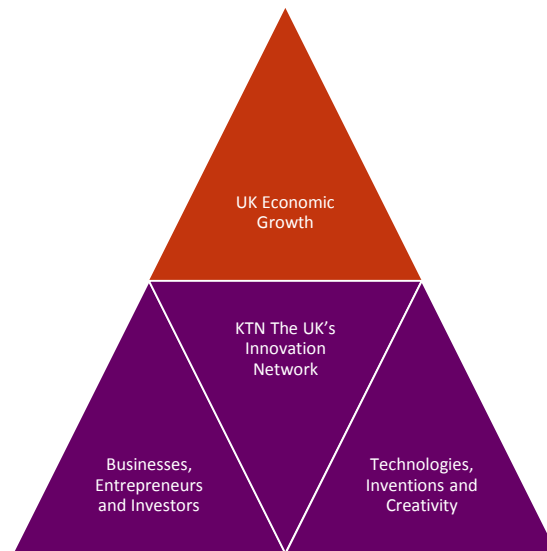


KTN's Mission (Who we are & why we exist)

KTN is the UK's innovation network.

Our mission is to deliver economic growth. We connect people to speed up innovation, solve problems and find markets for new ideas.

We bring together businesses, entrepreneurs, academics and funders to develop new products, processes and services.



The Future. Faster

As a network partner of Innovate UK, KTN combines expertise in all sectors with the ability to cross boundaries

Connecting with KTN can lead to potential collaborations, horizon-expanding events and innovation insights relevant to your needs



What makes a successful Innovate UK application?

A strong business case

A credible plan for Research and Development

The right consortium

A clear need for support (Risk)

Innovation

Alignment to the competition scope



Hallmarks of a good proposal

A strong business case

- What is the need or benefit that this project will address?
- What is the current market like (size, dynamics etc.)?
- How will the industry partners profit from success; when and how much?
 - **Quantify the Return on Investment**
- Describe the route to market
- What will be the wider benefits? – Quantify if you can
 - These may be economic, social, environmental etc.

Hallmarks of a good proposal

A credible plan for R&D

- Outcome focussed research
- R&D: Make sure there is enough time for D within the project
- Provide sufficient detail to be able to judge the quality and feasibility of the technical plan and the value for money
 - WP No. & Name, Partners involved, timeline (e.g. M0-12), Description of activity, Milestone
- Demonstrate the necessary skills and resources are available
- Provide a clear/simple management structure & plan

Hallmarks of a good proposal

The right consortium

- Horizontal or vertical consortia (or both) possible
- Why these partners?
 - What makes this a particularly strong consortium?
- If there are global markets in mind, explain how these will be accessed
- Show how all the partners have an active role to play and how each benefits in some way (no “passengers”)

Hallmarks of a good proposal

A clear need for support

- Explain why the project would not go ahead (or would be delayed or reduced in scope) without funding:
 - Have you explained and justified why you are not funding the project yourselves?
 - Have you explained how the project would be undertaken differently with Innovate UK investment?
- A realistic prospect of success but sufficient uncertainty that there is still need for research and development

Hallmarks of a good proposal

A clear need for support - RISK

- *“Funders recognise that projects of this type are inherently risky, but seek assurance that projects have adequate arrangements for managing this risk”*
- Explain the risks and how these will be mitigated:
 - Technical (including regulatory)
 - Commercial
 - Managerial
 - Environmental
- Use the format: Risk, Rating (**H**igh/**M**edium/**L**ow), Mitigation
- State risk management tools e.g. risk register

Hallmarks of a good proposal

Innovation

- All projects must involve significant innovation
- Show how your project is commercially/scientifically innovative
- Provide evidence to support this, i.e. results of
 - Patent searches
 - Competitor analyses
 - Literature surveys
- Detail current IP, & strategy for protecting new IP

Hallmarks of a good proposal

General tips

- Agree key points of the collaboration agreement before you waste too much time on an idea that won't fly
- Be clear, concise and realistic
- Do not assume assessors are experts in your subject
- Provide evidence wherever possible
 - e.g. of market data, of track record or of patent searches & reference these (e.g. Defra, 2013)

Hallmarks of a good proposal

General tips

- Stress the added value of the funding applied for and the excellent value for money
- Explain the financing – Break down & justify
- Check ALL deadlines
- Start discussing, planning and writing ASAP
- **Do not leave it too late to ask questions or submit!**
- Write a proposal that excites and inspires

Hallmarks of a good proposal

General tips

KTN guide to writing a successful funding application

–PDF version available; please contact KTN



What's available through KTN?

Funding: help in finding & obtaining funding

- Advice on most appropriate scheme
 - Eligibility & availability
- Advice on how to be successful
 - Finding the right collaborative partners
 - Presentations/guidance documents
 - One-to-one advice
 - Objective feedback on draft applications – contact us early; must receive draft ≥ 1 week before deadline

Top Tips for Grant Applications

- 1. Fit within scope**
 - Make sure your project is within the remit for the competition – details can be found in the Briefing Document
- 2. Agree key points with partners**
 - Get started on your outline project plan and Consortium Agreement as soon as possible – who will do what and who will own what when it comes to IP?
- 3. Be clear & concise**
 - You don't have much space so make every word count and avoid overly technical language
- 4. Make a realistic plan**
 - Remember if you get the funding you will have to do the work so don't write yourself into a corner
- 5. Be convincing**
 - Why do you need the money? Ask yourself – would you invest?
- 6. Remember risk & innovation**
 - Projects need sufficient quantities of both to be eligible for Innovate UK funding
- 7. Quantify & justify assertions**
 - Provide numbers and evidence where possible to back-up your claims
- 8. Excite & inspire**
 - Stand out from the crowd and make sure your first few paragraphs are particularly strong as that first impression counts.
- 9. Get advice & feedback from KTN**
 - We are grant funded to support you – we can provide independent, objective feedback and advice. Contact us early to get the most value.
- 10. Don't leave it too late to ask questions or submit!**
 - Remember that Innovate UK deadlines are strictly noon but you can upload and overwrite your application as many times as you like - only the last version will be evaluated.

Getting the most from KTN



– Contact us early to discuss:

- Project ideas
- Collaborative partners
- Appropriate funding

– Keep in regular contact

– Register for our newsletters www.ktn-uk.co.uk/register

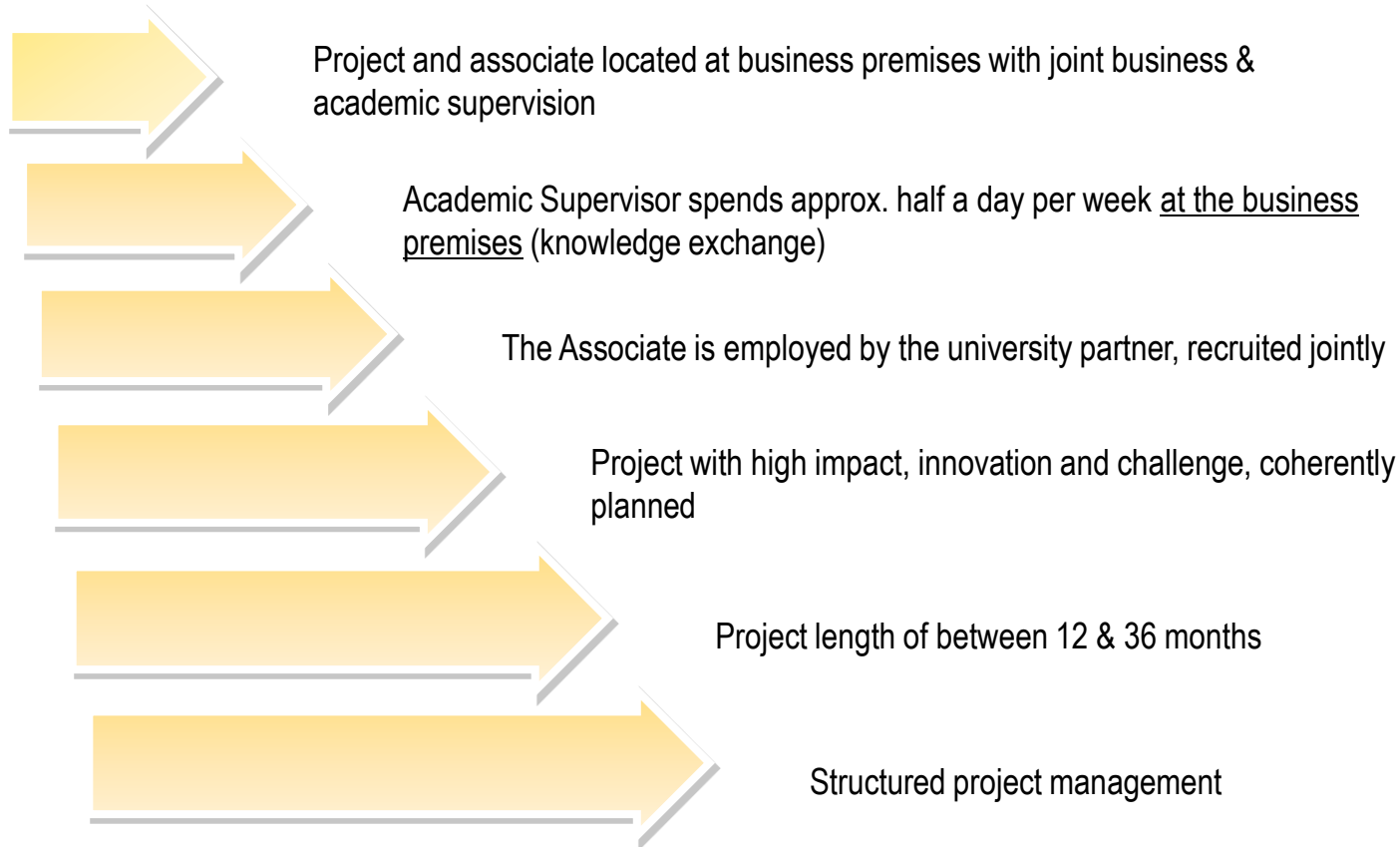
- Tailored to your interests

Knowledge Transfer Partnerships



- As part of Innovate UK support we also run competitions and welcome applications for Knowledge Transfer Partnerships (KTPs)
- For KTPs we are accepting applications across all disciplines to drive business productivity and growth
- KTPs competitions are all “Open” and all will be assessed on the same basis of Impact, Innovation, Challenge and Cohesiveness and funded if they meet our criteria

Key Characteristics of KTP



Innovative approaches to funding for Scottish life sciences

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