

A New Approach to Support from Scottish Enterprise

Innovation Framework Awards

1. Wider Innovation
2. Innovation Support
3. R&D
4. SMART: Scotland

SE Innovation Team

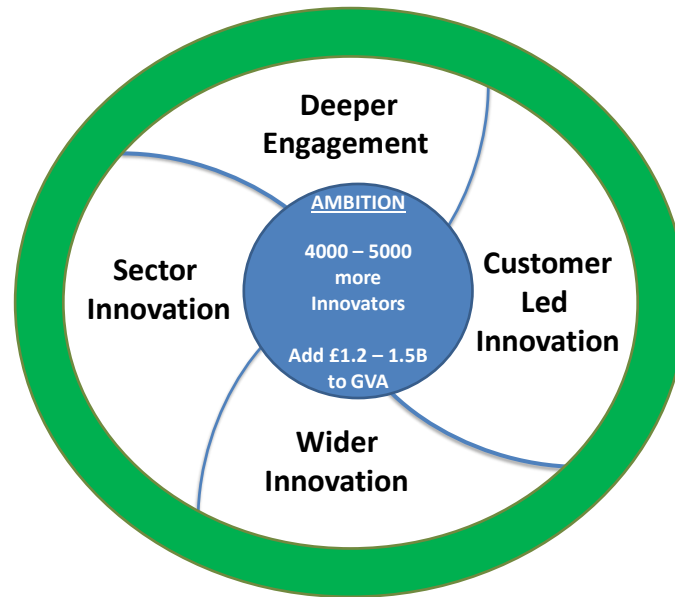


Additional Approaches to Innovation

In today's globally active and extremely competitive world of new product development, speed and flexibility are essential. Companies have demonstrated that the old sequential approach to developing new products is not enough to "get the job done".

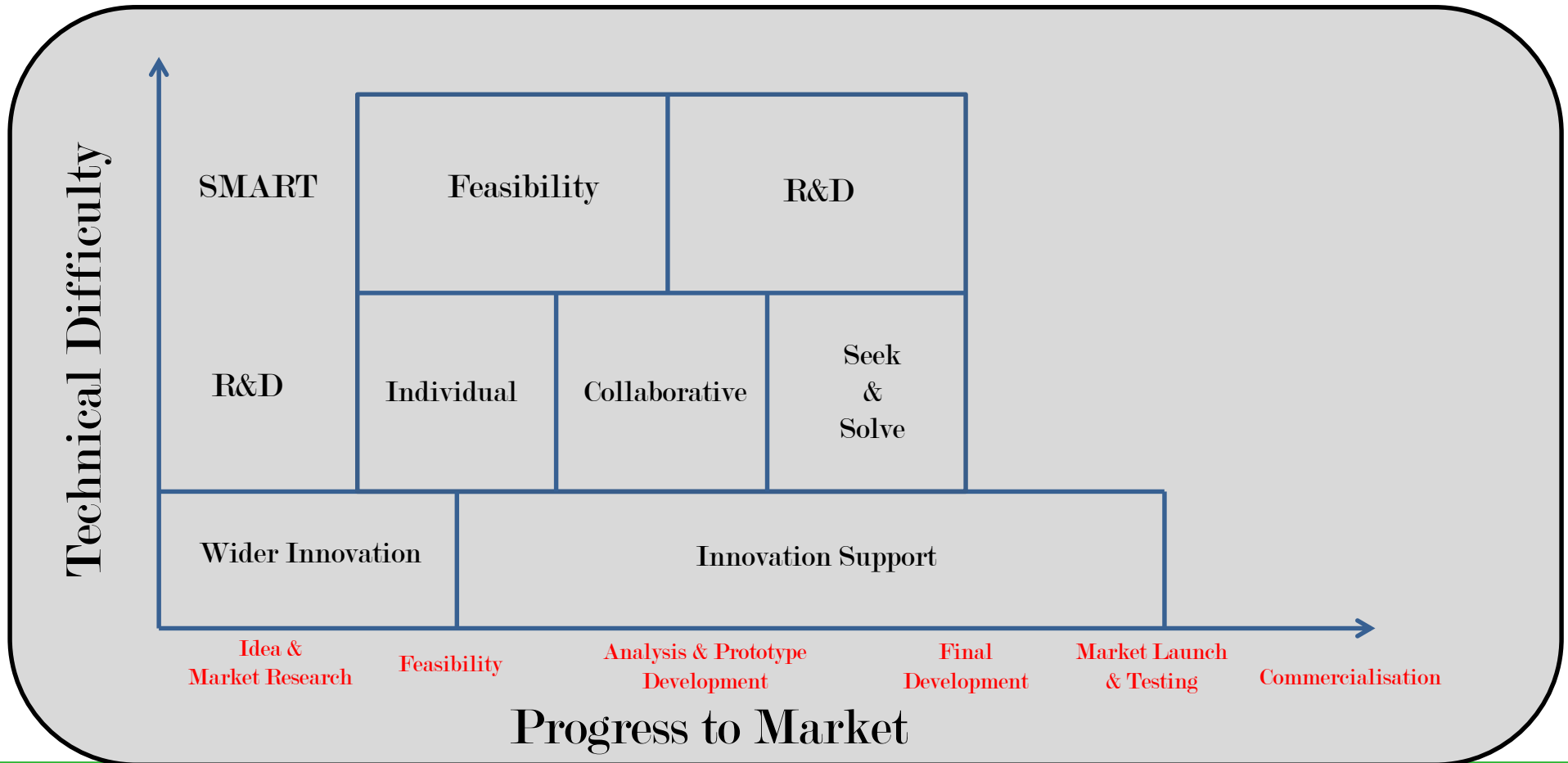
A New Innovation Approach

Industry Demand



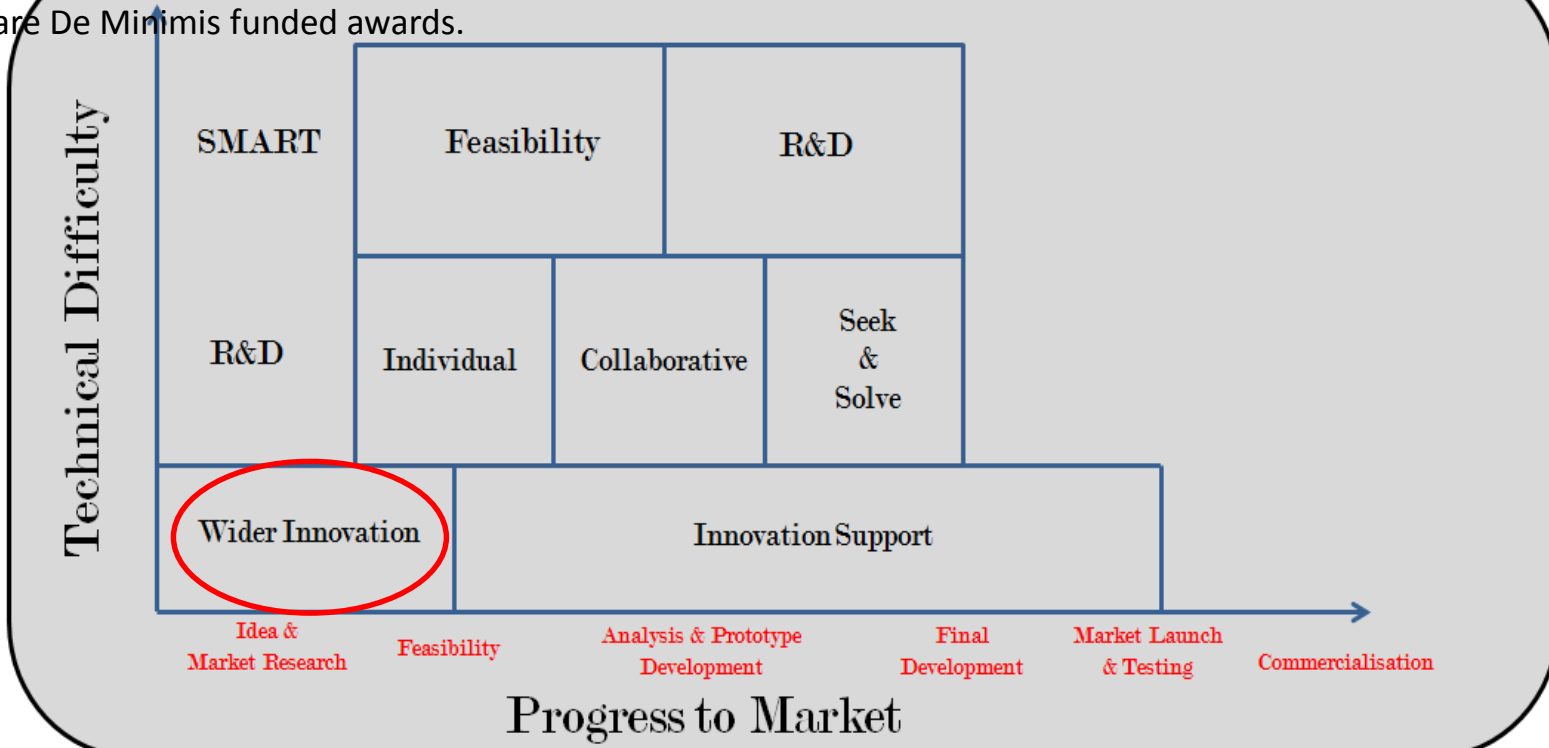
Collaboration

Product Development and Grant Positioning



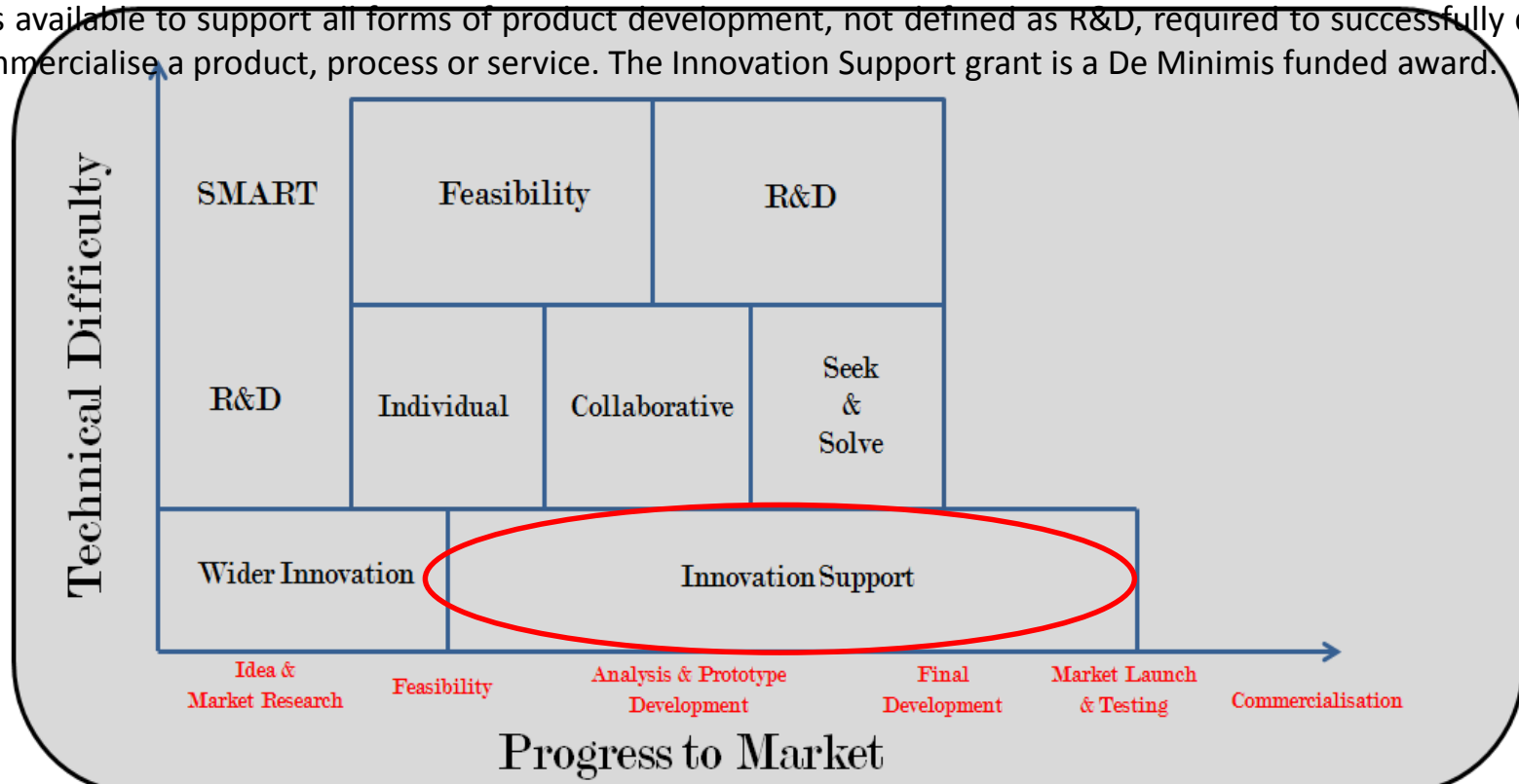
Wider Innovation Grants

For Scottish based NRM SME's to develop new products or services, SE offers two grants that can support 70% of Project costs up to £5,000 worth of support. These grants are mutually exclusive and cannot both be applied for. Both grants are De Minimis funded awards.

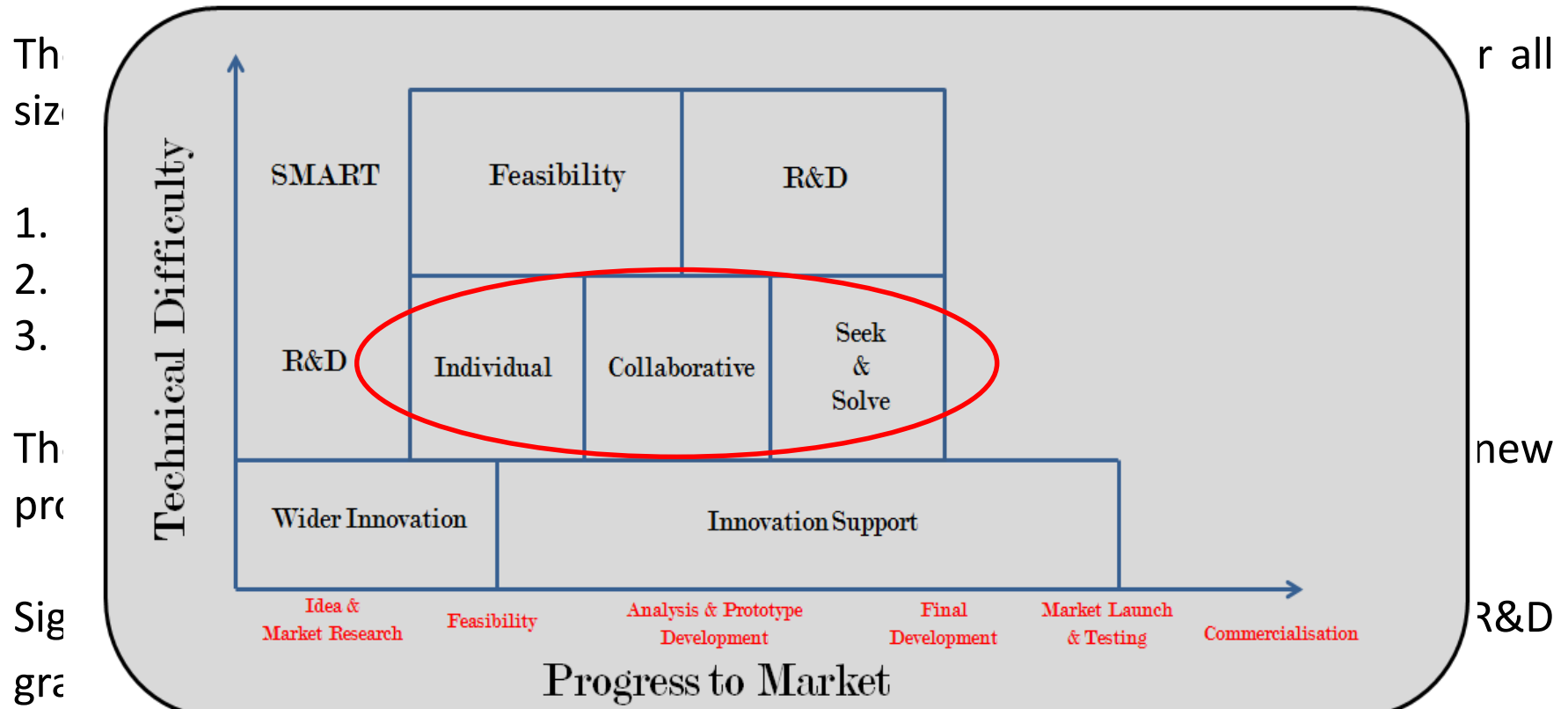


Innovation Support Grant

The Innovation Support grant is aimed at Scottish based DRM (including Growth Pipeline) companies. A maximum of £100k is available to support all forms of product development, not defined as R&D, required to successfully develop and commercialise a product, process or service. The Innovation Support grant is a De Minimis funded award.



Research and Development Grants



R&D Grant

R&D Grant

The R&D grant is specifically designed to support any Scottish based company who wish to achieve business growth through the development of new products, processes or services in Scotland

To qualify for the R&D grant, the project activity must fit within the EU's definitions of

- Industrial Research
- Experimental Development

The % level of support is dependant on:

- Company size
- R&D activity
- Up to 50% support for SME or 40% for Non SME

Need for and effect of SE support needs to be evidenced and must demonstrate the Incentive Effect of Aid (EC Rules)

Collaborative R&D Grants available between 2 – 6 companies (potential collaborative bonus of up to 15% if SME consortium)

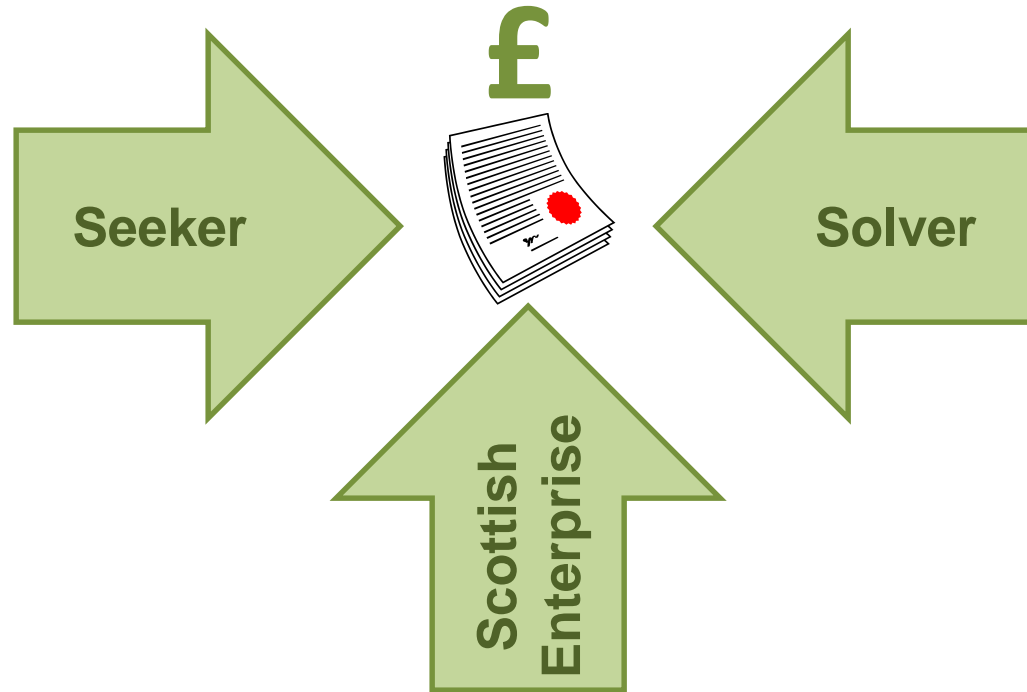
Support must be minimum level required

SE support **must** increase R&D capability of the applicant

R&D Seek & Solve

1. Seeking **company** provides minimum **20%** of total resources required in Project:

- Cash
- Cash equivalent of staff time participating in project
- Cash equivalent of facilities access
- etc.



2. Solver provides **80%** of total resources required in project

Solver retains all IP

3. SE reimburses **up to 45% (of the 80%)** of eligible costs of project

SMART: SCOTLAND



SMART: SCOTLAND

The SMART: Scotland programme has been setup to provide discretionary grants for innovative projects with a clear commercial focus. The purpose of the product is to:

- Assist SME's to carry out R&D activities and develop new, technically innovative products, services and processes.
- Innovation at UK/sector level
- Who is eligible? SMEs in Scotland, Pre-Start ups, University Spin-outs, NRM and DRM companies.
- SMART: Scotland will fund feasibility studies that clearly demonstrate a high level of technical challenge and risk.
- Output of project should be working demonstrator of the product, service or process.
- Projects must be 6 – 18 months in duration and can be supported to a max £100k at up to 70% support.
- SMART: Scotland R&D grant is available to develop pre-production prototypes of a new product or process.
- Projects must be 6 – 36 months in duration and can be supported to a max of £600k at up to 35% support.
- No R&D job creation or safeguarding requirement.
- Any IP resulting from the project must be exclusively owned by applicant company.

Market research

Development

Development

& Testing

Commercialisation

Progress to Market

Ways to Enquire

- Web search
 - *Innovation Support Service, SE R&D, SMART: SCOTLAND*” and complete the relevant initial enquiry
- Referrals
 - Innovation Support Service, Scottish Development International
 - Business Gateway
 - SE Account Management
 - University referral
 - Entrepreneurial networks (e.g. SEN)
 - RSE Fellowship
 - Competitions (e.g. Converge Challenge, Scottish EDGE)

Summary

- Innovation Support, SE R&D grants and SMART: SCOTLAND support companies to undertake new product, service and process development projects in Scotland
- The best applications are those that have been submitted with;
 - early engagement by applicants with SE (ideally project conception)
 - a good understanding of the eligibility criteria for support
 - *innovation, commercial potential, financial viability, economic impacts*

Grant Comparison

	SMART: SCOTLAND	R&D Individual	R&D Collaborative	R&D Seek & Solve	Innovation Support
Number of project participants	1	1	Multiple	2	1
Number undertaking R&D	1	1	Multiple	1	Not R&D
No. of participants eligible to received SE funding	1	1	Multiple	1	1
IA/ IP Rights from project shared?	No	No	Yes	No	No
R&D Job creation Requirement	No	Yes	No	No	No
Company size	SME	All Sizes	All Sizes	All Sizes	All Sizes
Research Organisation Eligible for <u>direct</u> SE funding	No	No	Yes	No	No
Funding cap %	35-70%	25-50%	25-50%	25 - 45%	30 – 50%
Funding cap £	£600k	None	None	None	£100k

Let's go...



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