



# Innovate UK EDGE

## The three I"s" of innovation-driven growth: Support for SMEs

All Energy Glasgow 10<sup>th</sup> May 2023

Jane Watters

# The three “I”s

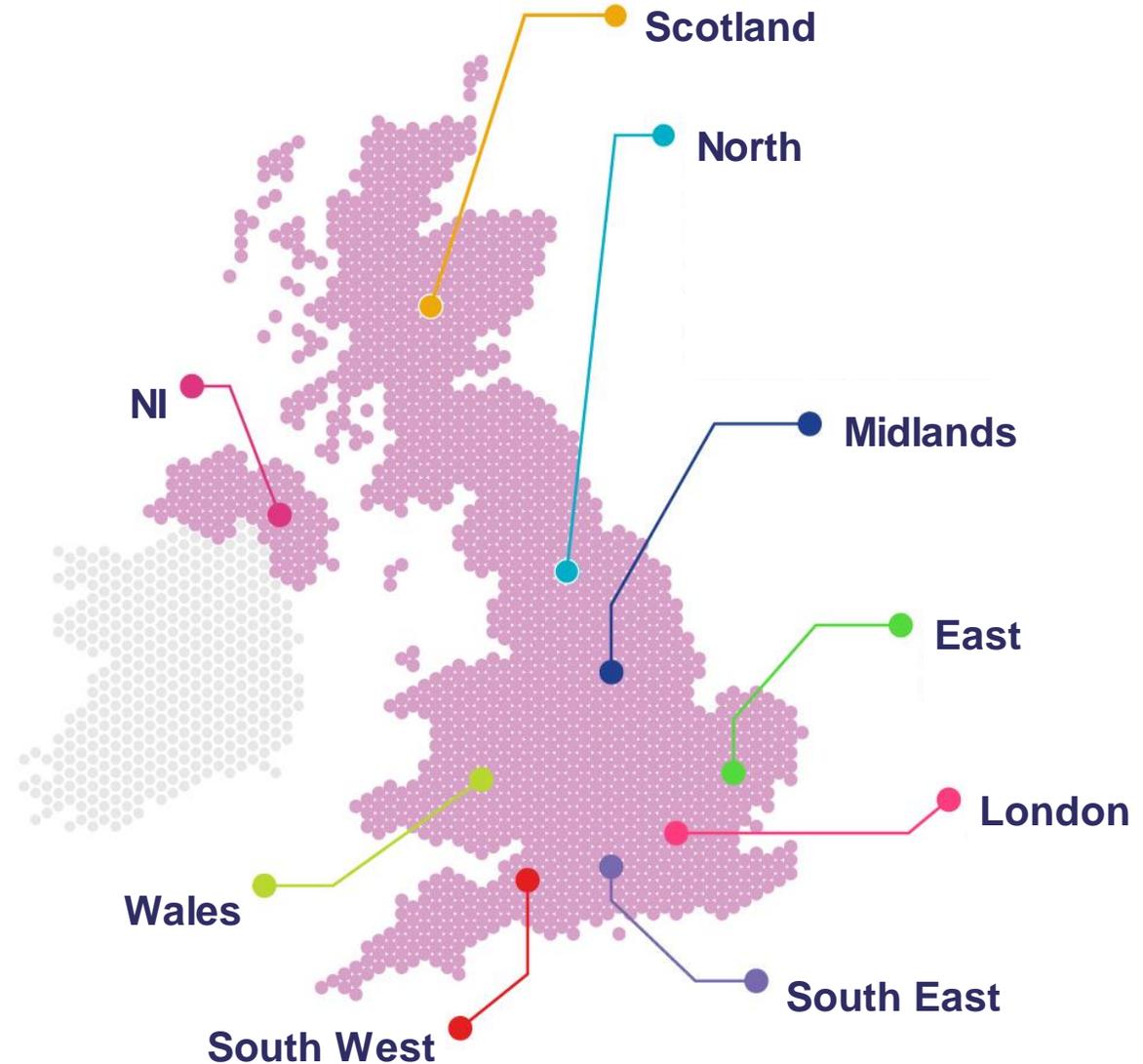
Innovation management

Investment readiness inc. grant funding

International markets expansion

# Innovate UK EDGE

- A national service (delivered in Scotland by Scottish Enterprise)
- From regional to national and international connectivity
- 350+ Specialists, including 37 Scaleup Directors
- Working with over 7,000 businesses in all sectors p.a.





# Innovate UK EDGE

*Tailored support that grows and scales ambitious innovation-focused businesses*

**We are the UK innovation agency's business growth and scaling service.** We intervene at early, growth and scaling stages, with our core advisory service and enhanced Scaleup Programme, supporting clients in a targeted way with:

Honing  
commercial  
strategy &  
structure

Innovation management, inc. IP & infrastructure access

Finance & funding strategy, inc. investment readiness

Expanding into international markets

# Our support is targeted to...

UK SMEs with:

- ✓ Market-oriented innovation
- ✓ Project is new to market rather than new to the company
- ✓ Freedom to Operate/own the IP
- ✓ Can evidence a market/customers willing to pay
- ✓ Have the right management and technical team
- ✓ Can match-fund project costs

# Innovation management

Supporting the:

- Management and commercialisation of innovation
- Development of a strong innovation culture
- Safeguarding and exploitation of IP including access to funded [IP Audits](#)
- Market readiness
- Understanding market potential



“I recommend Innovate UK EDGE to any innovation-driven growth business Our dedicated specialist has made a decisive contribution to our success.” **Neciah Dorh, FluoretiQ**

# Innovation management support

## Successful Innovate UK SMART application and investment support

- Innovation funding options
- Innovate UK - USA GBIP – which includes Industry Growth Forum (pitching to 160 investors, with 1-2-1 sessions)



### Fit with strategy; relevant funding call ; fit with scope

*“We are thrilled and humbled by this outcome, as it will allow us to expand our services into the offshore wind market, both in the UK and internationally. Your unwavering support, encouragement, and confidence in us have played a crucial role....”*

*Nassima Brown, Co-Founder/Director of Fennex Ltd*



# Current innovation funding opportunities

[Innovate UK SMART open call](#) Single/collaborative R&D projects in any sector for up to 18/36 months

[Energy Catalyst](#) New or improved clean energy access in sub-Saharan Africa, South Asia or Indo-Pacific

[NZ H Fund: Development Expenditure](#) support for FEED, post-FEED, pre-FID studies for new low C production facilities

[NZ H Fund: Capital Expenditure](#) support for projects to take FID for deployment and rapid construction

[EuroStars](#) Collaborative R&D, UK SME & partner from eligible country - route to market 2-3 years post project

[UK - Germany Bilateral: Collaborative R&D](#) (other bilateral calls **Switzerland/Singapore/Taiwan/S Korea**)

[\\*Scotland only\\*](#)

[CAN DO Innovation Green Heat Feasibility Call - Scottish Enterprise \(\[scottish-enterprise.com\]\(http://scottish-enterprise.com\)\)](#)

[Clean Energy Transition Partnership call 2023](#) details early summer

# Investment readiness

Supporting companies to develop a funding and finance strategy that supports innovation and expansion, exploring the most relevant options from regional, national and international sources, both public and private.

As part of our intensive growth support, we offer:

- **Invest-ability** intensive structured training on the fundamentals of investment readiness
- **Pitch Panel** exposure to real investors for constructive feedback on your pitch



“We’re thriving in a disruptive sector with Innovate UK EDGE support. Its strategic input has been invaluable to help grow our business.” **Mark Hewitt, ICAX**

# International expansion

Identify and build your knowledge of opportunities and regulations in key overseas markets, and forge business partnerships overseas.

As part of our intensive support we offer:

- Access to worldwide partnership opportunities
- Structured international market visits via Innovate UK schemes such as [Global Business Innovation Programmes](#)
- Access to focused [brokerage events](#) for new international business innovation opportunities and key market / sector information



“Innovate UK EDGE helped me grow my innovation-led business so we can create a new era of AI-enabled healthcare.” **Peter Mounthey, Odin Vision**

# Current Partnering Opportunities...



The screenshot shows the Konfer website interface. At the top, there is a dark blue navigation bar with the 'konfer' logo on the left, a search icon, and links for 'Home', 'Explore', 'About', and 'Help' on the right. Below the navigation bar is a large banner image of a red offshore crane vessel. Overlaid on the left side of the banner is the 'UKRI Innovate UK EDGE' logo. Below the banner, the main content area features a white box with the following text: 'SME seeking partners in rope and net manufacturing for a testing demonstration of a modular floating energy platform'. To the right of this text is the 'innovate uk' logo. Below the main text, it says 'Collaboration brought to you by Innovate UK EDGE'. At the bottom of the white box, there is a table with four columns: 'Start Date', 'End Date', 'Sector', and 'Funded'. The values are: 'Feb 10th 2023', 'Aug 10th 2023', 'Manufacturing, Including Materials', and 'TBD'.

**konfer** Home Explore About Help

**UKRI** Innovate UK EDGE

**SME seeking partners in rope and net manufacturing for a testing demonstration of a modular floating energy platform**

Collaboration brought to you by **Innovate UK EDGE**

Start Date	End Date	Sector	Funded
Feb 10th 2023	Aug 10th 2023	Manufacturing, Including Materials	TBD

**innovate uk**

Others listed:

- Industry co-developer sought for large, deep water, motion resisting offshore crane vessel - <https://konfer.online/collaboration/detail/64147c1abcc383bc9fdcbe43?q=crane&r=70>
- German port operator seeks holistic solutions to improve coordination, service and quality and cost efficiency - <https://konfer.online/collaboration/detail/63bee6c5bbc8e25819f5f58f?q=maritime&r=100>

# Innovate UK International Programme-APPLY!



Global Business Innovation  
Programme  
Clean Tech Partnership -  
Australia

Deadline 15<sup>th</sup> May  
Market visit 21<sup>st</sup> July – 2<sup>nd</sup> August

**Innovative solutions and new production systems in hydrogen including:**

- Low cost, low carbon hydrogen production (including green and blue hydrogen)
- Safe and efficient transport and storage
- Solutions to reduce the barriers to adoption and investment
- Hydrogen utilisation in mobility, industry and power

# Regional Peer to Peer Network

Delivered in partnership with Scale-Up Institute



- Enhance connections to further build a trusted network of peers and connections
- Fresh perspectives from people from diverse industries, backgrounds and with different ways of looking at challenges and opportunities
- Unbiased feedback and guidance in a completely confidential, highly supportive, yet challenging environment
- Dilutes the feelings of being 'lonely at the top'
- Develop as a Leader and deliver better results

# Contact us

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Innovate  
UK  
EDGE

....and now let's hear from Kinetic Hydro on their experience



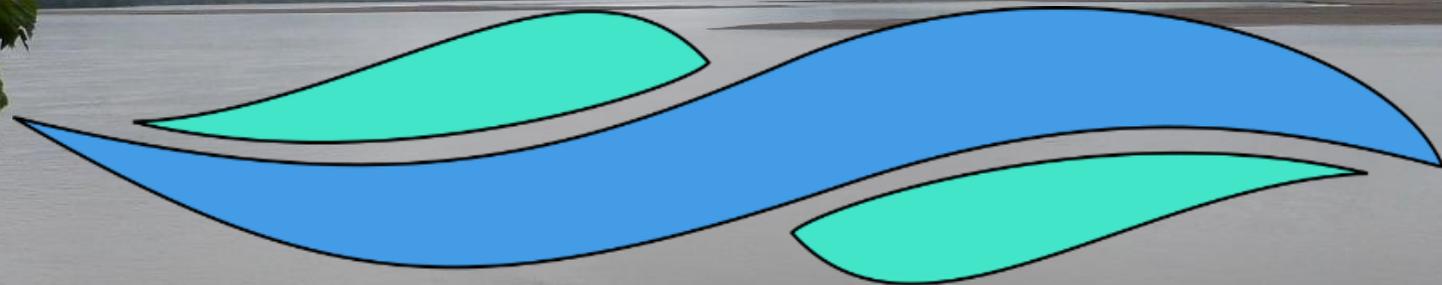
@InnovateUK



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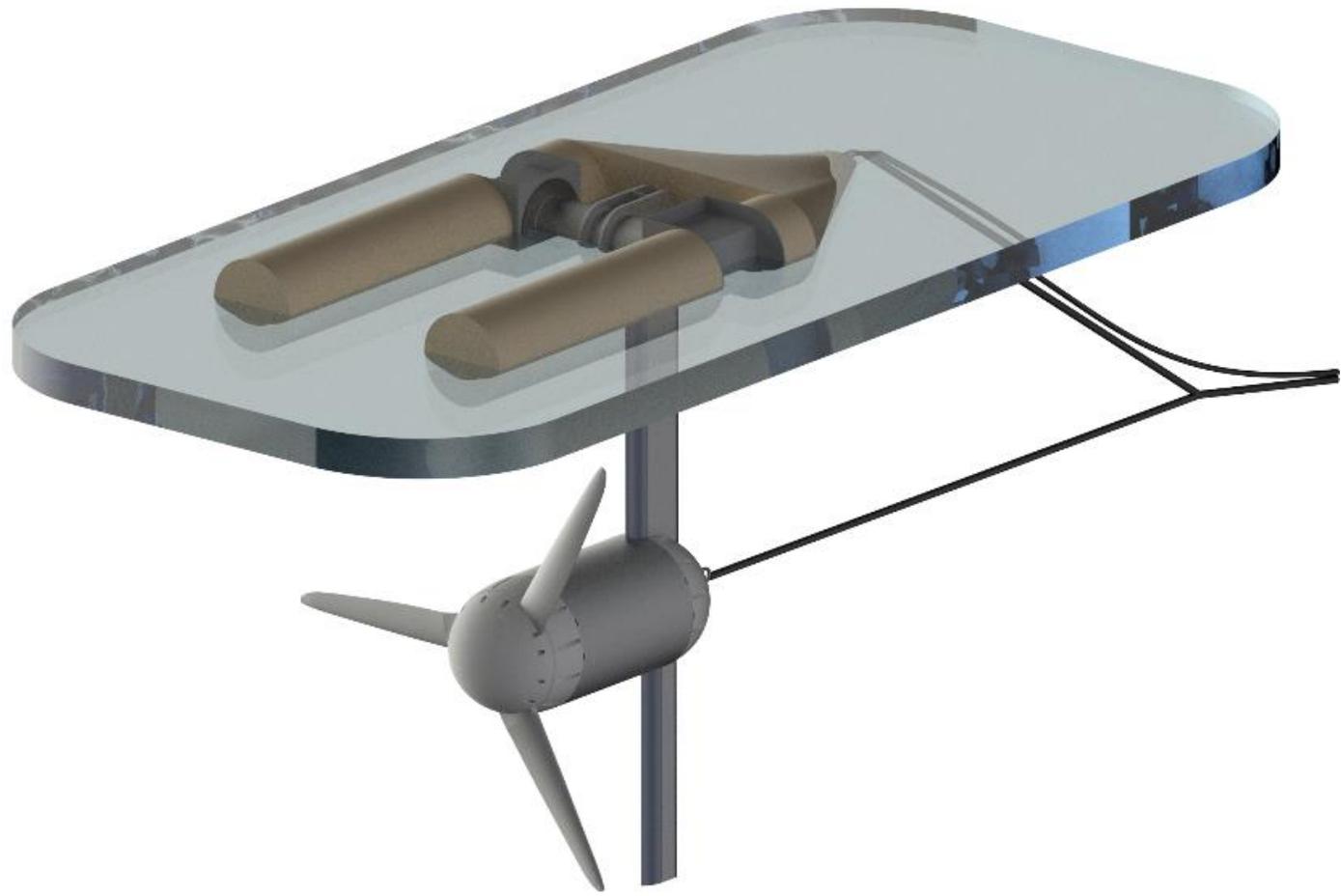
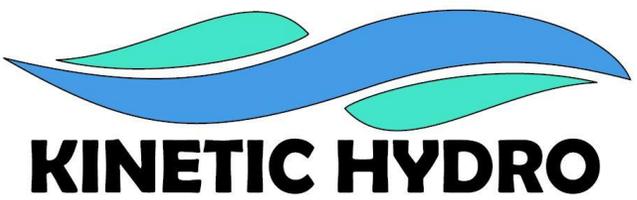


Innovate UK



# **KINETIC HYDRO**

River turbines for affordable energy



# Energy Catalyst and Fast Start



**Practical  
ACTION**





# Thank You

For further information please contact:

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