

FAQs for the KTN SME Accelerator: Accelerating innovative Chemistry & Industrial Biotechnology solutions for a Net Zero World

Q. I am not sure if I am eligible for the SME Accelerator. What should I do and who do I contact for more information?

A. We recommend reviewing the recording of the [Launch Event webinar](#). If after reviewing that you still have questions then please contact members of the [Chemistry](#) or [Biotechnology](#) teams.

Q. What is the likely time commitment for the Programme?

A. The Programme takes place over a five-month window, between November 2020 and March 2021. The current plan is to deliver the whole Programme online (although this will be reviewed again in January to reflect any recent changes regarding risks associated with COVID19). The Programme sessions will be a mixture of online workshops and meetings, typically lasting between one and four hours. Many of these sessions will be recorded for those who cannot attend. A lot of the time management will be on you as you will have 'homework' around building your proposition, validating it and applying the insights. We provide an estimation of the anticipated minimum time commitment involved in each component below:

- Business Diagnostics (early November 2020): 1-2 day time commitment
- Scaling up (November 2020): 0.5 to 1 day time commitment
- Industry Insights (November 2020): 0.5 to 1 day time commitment
- Specialist Business Support & Investor Insights (December 2020): 1-3 days time commitment
- Investor readiness training, including critique and selection (mid Jan to Feb 2021): 2-6 days time commitment
- Showcase Event (March 2021): 0.5 to 1 day time commitment

Q. Will we need travel to attend events & meetings as part of this Programme or is it being run virtually?

A. Ideally we would like to run the Showcase and some aspects of the investor readiness training programme face-to-face however in light of the risks associated with COVID19 we are planning to deliver the whole Programme online. This will be reviewed again in January to reflect any recent changes regarding risks associated with COVID19 but we will not make any changes without consulting our cohort of innovators.

Q. What is the difference between this SME Accelerator Programme and others like (e.g. iCure)?

A. KTN has run sector-specific investor readiness training programme in the past (e.g. [CyberASAP](#) and [KTN's Agri-Food Tech Investment Showcase 2020](#)). Investor readiness training and the opportunity to pitch to the private sector investment community is a critical part of this Programme too, however this time we want to go a step further and provide our innovator cohort with access to experts from the chemical supply chain, potential collaborators and other organisations who can help refine their value proposition, strengthen their pitch to investors and accelerate their path to commercialisation. Another key point about this Programme is that we are deliberately targeting innovators who can help be part of the solution for a Net Zero world, a theme which we at KTN are passionate about. [iCURE](#)

is a very attractive pre-seed programme for academics to go out and build a value proposition to see if they can form a company/commercialise. It is enterprise training. This Programme is for companies with a validated value proposition and commercial proposition.

Q. I am concerned about giving away commercially sensitive information that fellow innovators or Partner organisations may take advantage of during the Programme

A. For companies to get full benefit from participation in the Accelerator they will need to be able to communicate what's so exciting about their innovation/ business without divulging any sensitive/ unprotected information. If that company is 'pre-patent' then we appreciate that may be difficult and therefore this may not be the right programme for them. Specifically in regard to any interactions with other companies, KTN will be providing our innovator cohort with an opportunity to interact with each of these companies (where there is mutual interest) but we would expect our innovators to be savvy about what to communicate in any initial meetings. If both parties are keen to move the relationship forward then we would expect them to sign an NDA, but that would be the responsibility of the innovator (not KTN).

Q. I have received similar training & support through other programmes delivered by KTN or other organisations. Should I still apply to this one?

A. As part of the Application Form we will invite you to tell us whether you have been provided with training in the past. If you have, we will ask you to explain how you have developed, and moved on, since your last training.