

# Lead Customer Programme

Global Alliance Africa

July 2024

[www.iuk.ktn-uk.org](http://www.iuk.ktn-uk.org)



**UK International  
Development**

Partnership | Progress | Prosperity



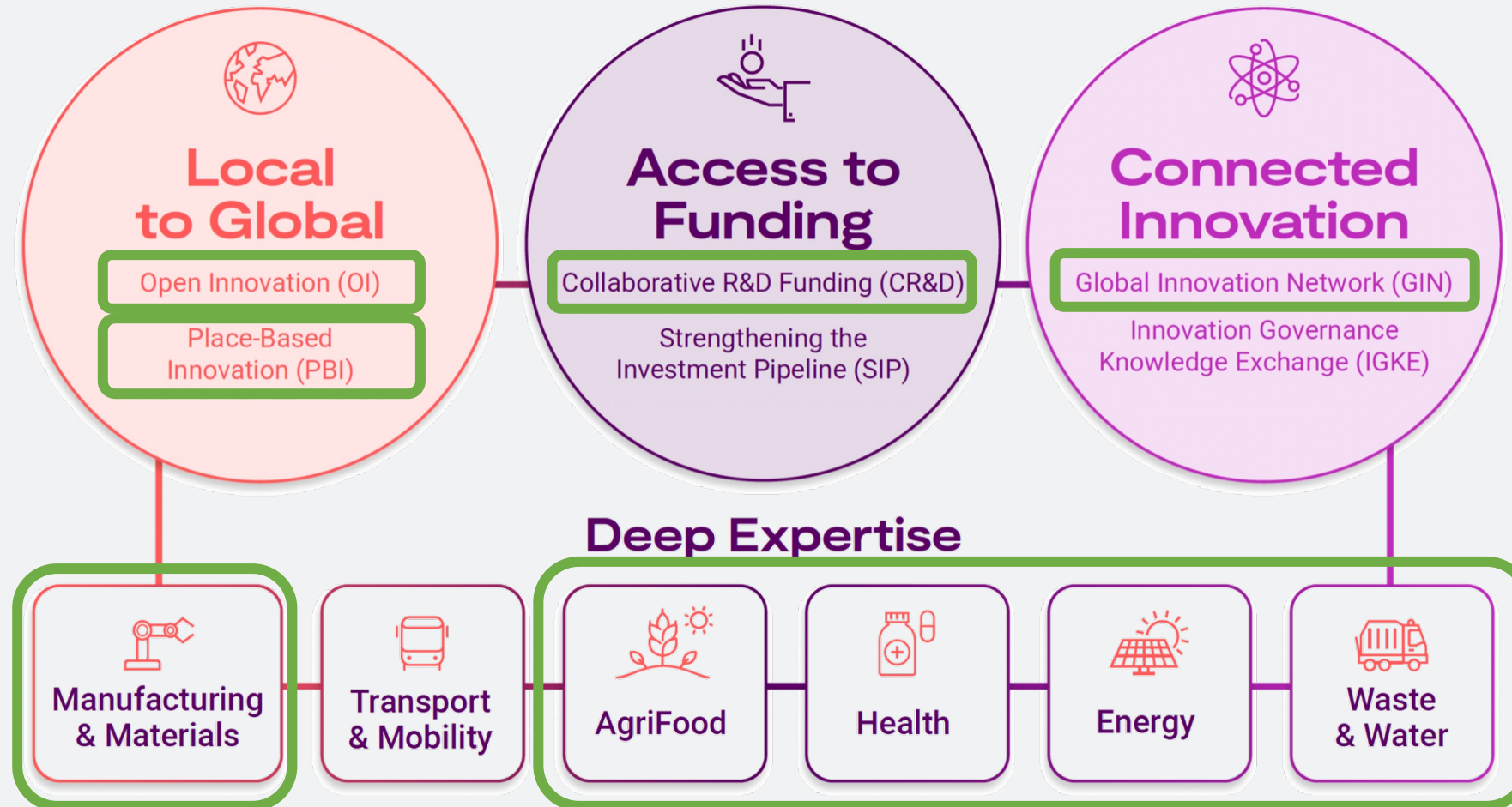
**Innovate UK  
KTN**

# Housekeeping

- Please stay on mute
- Use the Q&A function to ask questions, and the chat function to introduce yourself
- Our GIN/LCP leads will provide their contact details in the chat
- Use the links we provide for LinkedIn groups and application pages



# Building UK-Africa Partnership through



**Streamline delivery for targeted outcomes**



# Global Innovation Networks





# Global Innovation Networks



**Digital & Creative**  
Circular Fashion



**Circular Economy**  
Sustainable Construction



**Food Security**  
Alternative Proteins



**Health**  
Early Detection &  
Diagnosis of Cancer



**Space  
Technology for  
Sustainability\***

Space Data &  
Earth Observation



**Energy Transition**  
Smart Energy Systems



**Water Security**  
Water Security &  
Wastewater Management

\* UK-Africa GIN with SA, Kenya & Rwanda

# UK-Kenya Health

---

Through these identified pillars, the network seeks to drive an innovative and fundamental shift in affordable and accessible cancer detection and diagnosis innovations, with the aim to promote sustainability, innovation and enhanced collaboration between the UK and Kenyan cancer healthcare stakeholders.



## Prostate Cancer

Prostate cancer is a common and serious disease that mainly occurs in the prostate gland. This cancer is more common in older men, especially those aged over 50.



## Cervical Cancer

Cervical cancer is a major health concern related to persistent human papillomavirus (HPV) infection. Detecting it early are crucial to lessening its impact.



## Breast Cancer

Breast cancer is the most common cancer affecting women in Kenya and globally. Raising awareness is pivotal for early detection and improved outcomes.

Contact: [basil.malaki@iuk.ktn-global.org](mailto:basil.malaki@iuk.ktn-global.org)

# UK-Kenya Alternative Proteins

Through [these pillars](#), the network seeks to drive an innovative shift in the UK and Kenyan alternative protein industries, increasing collaboration between key stakeholders to diversify dietary protein sources away from traditional animal products.



## Plant-based proteins

This group will focus on the development of plant-based, high protein products for human consumption. This includes both algae and land-based crops.



## Insects for food

This group will focus on the use of innovative technologies for the development of insect-based protein products for human consumption incorporating insect-based proteins into various food products.



## Fermentation

This group will focus on the development of fermentation-based protein products for human consumption.

Contact: [cameron.davies@iuk.ktn-uk.org](mailto:cameron.davies@iuk.ktn-uk.org)



# UK-Nigeria Sustainable Construction

Through these identified pillars, the network seeks to drive an innovative and fundamental shift in the Nigerian construction industry, with the aim to promote sustainability, innovation and enhanced collaboration between the UK and Nigeria construction sector players.



## Affordable Housing

In this area, we will be looking at pre-fabrication in particular sustainable manufacturing, modular prefabrication, and on-site assembly.



## Sustainable Construction Materials

We will support sustainable construction solutions including low-carbon building and alternative materials for building, construction, finishings, and integration of already existing solutions.



## Construction Waste Management

This area covers end to end waste management practices across the building and construction value chain, as well as reuse and circularity such as waste input into construction.

Contact: [joshua.adedeji@iuk.ktn-global.org](mailto:joshua.adedeji@iuk.ktn-global.org)

# UK-Nigeria Circular Fashion

Through these pillars, the network seeks to drive an innovative and fundamental shift in the Nigerian fashion industry, with the aim to promote sustainability, innovation and enhanced collaboration between the UK and Nigeria fashion sector players.



## Redefining Chemicals in Production/Manufacturing

We will support organisations reducing the harmful environmental effects associated with traditional chemical processes in textile manufacturing.



## Recycling and Upcycling of Textiles

We will be focusing on the adoption of circular business models, such as leasing and take-back programs, to extend the lifecycle of fashion products.



## Innovating Sustainable Materials for Sustainable Fabrics

This area will cover exploring innovative ways to utilise other types of sustainable materials such as agricultural waste, fish skin, natural fibres etc in the creation of fabrics.

Contact: [chidubem.ejezie@iuk.ktn-global.org](mailto:chidubem.ejezie@iuk.ktn-global.org)



# UK-Africa Space Technology for Sustainability

Through these pillars, the Network seeks to drive an innovative and fundamental shift in the space technology industry, with the aim to promote sustainability, innovation and enhanced collaboration between the UK and African space technology partners.



## Optimising access to and quality of geospatial data

We will support the visibility of space data in cross-sectors and enable collaborations that create easier access to valuable data on the ground.



## Cross-sector earth observation applications

"How intelligence is applied to make decisions"  
This area is where the most impact is possible on the ground, and we will build on existing programmes in this space to educate, enable, and showcase the possibilities.



## Enabling space technology entrepreneurship for SDGs

Entrepreneurship development in this area will unlock investment and job creation. We aim to educate and enable entrepreneurial activities using space data and technologies.

Contact: [alana.kruger@iuk.ktn-global.org](mailto:alana.kruger@iuk.ktn-global.org)



# Example LCP, Water Security Global Innovation Network – Invictus

- *Lead Customer:* Coca-Cola Beverage Africa – South Africa
- *UK Partner:* 4T2 Sensors Ltd
- *SA Partner:* PCS Global Pty Ltd



## Digitalisation for Industry Optimisation

- 4T2 Sensors and PCS Global aim to transform beverage production by creating a system that drastically reduces water usage, energy consumption, and CO2 emissions.
- The project focuses on implementing the CIPSense system at CCBA's main site in South Africa, aiming to save up to 80 million litres of water annually, providing a platform to scale it across their production sites in Africa (approx. 40 sites).
- PCS Global's existing customer base offers opportunities to expand the technology's reach, these include: AB InBev South Africa, Diageo, Distell, Namibian Breweries, Delta, Dairy Made, Parmalat, Clover - South Africa Current Tiger Brands, Kingsley.

## LEAD CUSTOMER PROGRAMME

A lead customer programme for each GIN in FY 24/25.



Focused on UK-Africa partnerships in the identified GIN focus areas for each country - 6 in total

3 collaborative projects funded per lead customer programme; 6-8 month projects at £40k per project



Total grant £720k; GAA contribution of £300k and additional of £420k from IUK/FCDO

# Global Innovation Network + Lead Customer Programme

## BENEFITS

- Addressing socioeconomic challenges in the UK and Africa.
- Partnering to pool resources and expertise effectively and efficiently to innovate in the priority areas.
- Driving economic growth, enhancing competitiveness, and positioning UK and African counterparts as a global leaders in key industries.
- Facilitating knowledge sharing and collaboration, with endorsement from industry in the form of Lead Customers.
- Bringing innovations closer to market.



## Project team

- Lead Customer (UK/African)
  - Supplier/customer/end-user
  - Non-funded
  - Provides letter of endorsement
  - *Tip: the more credible the Lead Customer, the stronger the application*
- African partner & UK partner
  - Minimum one partner from each (*in the Space GIN, there must be a partner from at least two 2/3 countries of Rwanda, South Africa and Kenya*)
  - One partner acts as project lead – submits application, receives & disperses funds
  - Can be business, RTO, University
  - Subcontractors welcome – must be justified in application



# Funding

## Grant size

- Up to **£40,000** (70% of total project costs)
- Up to **£60,000** for the multilateral Space LCP (70% of total project costs)

## In-kind contributions

- 30% total costs contributed by project team e.g. labour, travel, consumables etc.
- In-kind contributions >30% encouraged
- If total project costs = £57k
  - IUK contribute £40k, project team £17k

## Split

- Determined by project partners, should reflect work responsibilities
- Equity between partners is critical

## Paying out

- 25% at start of project
- Reimbursement of remainder at 3 & 6 months





# Key dates

**Applications open:**

10/07/2024

**Applications close:**

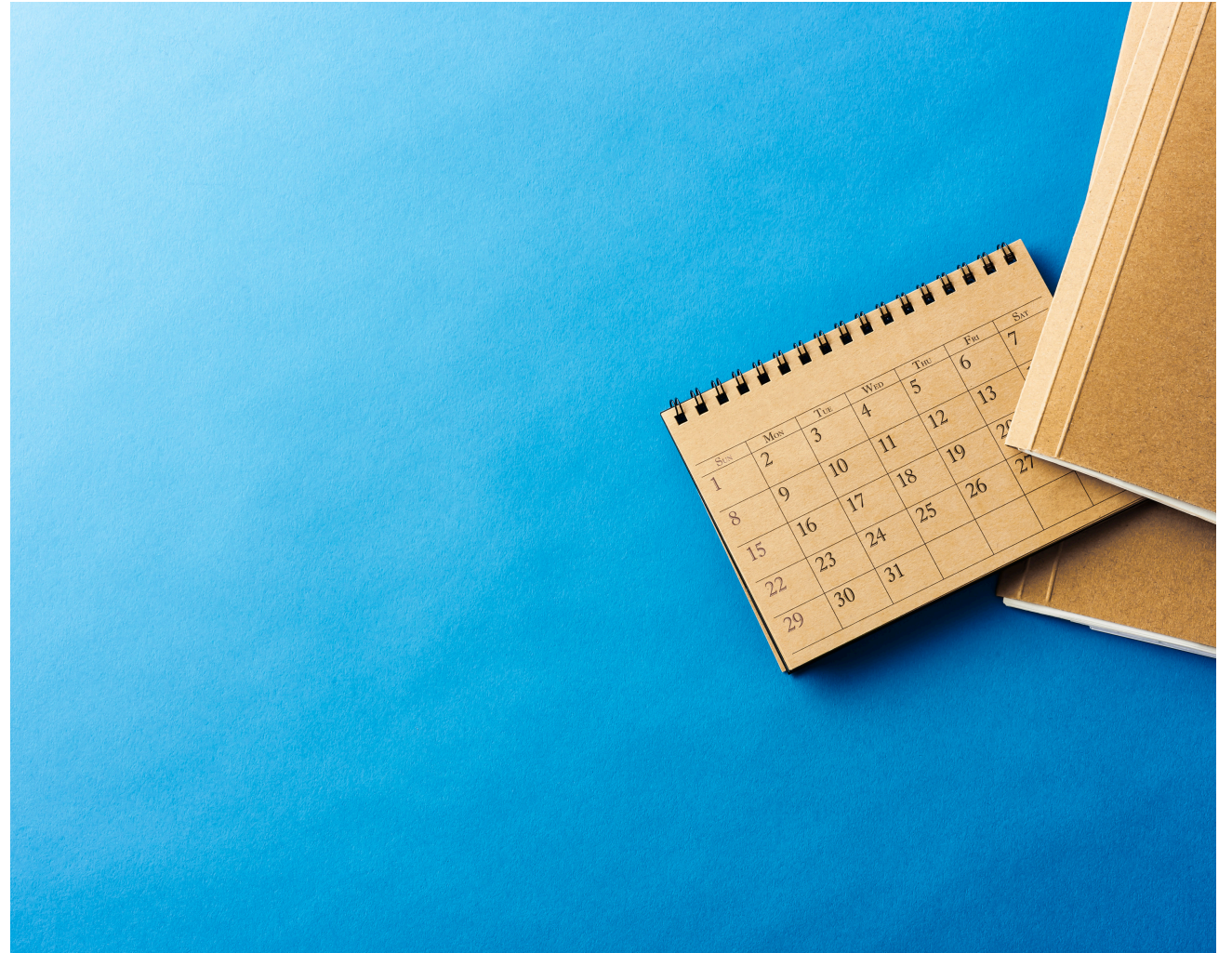
05/08/2024

**Project start date:**

01/09/2024

**Project end date:**

28/02/2024





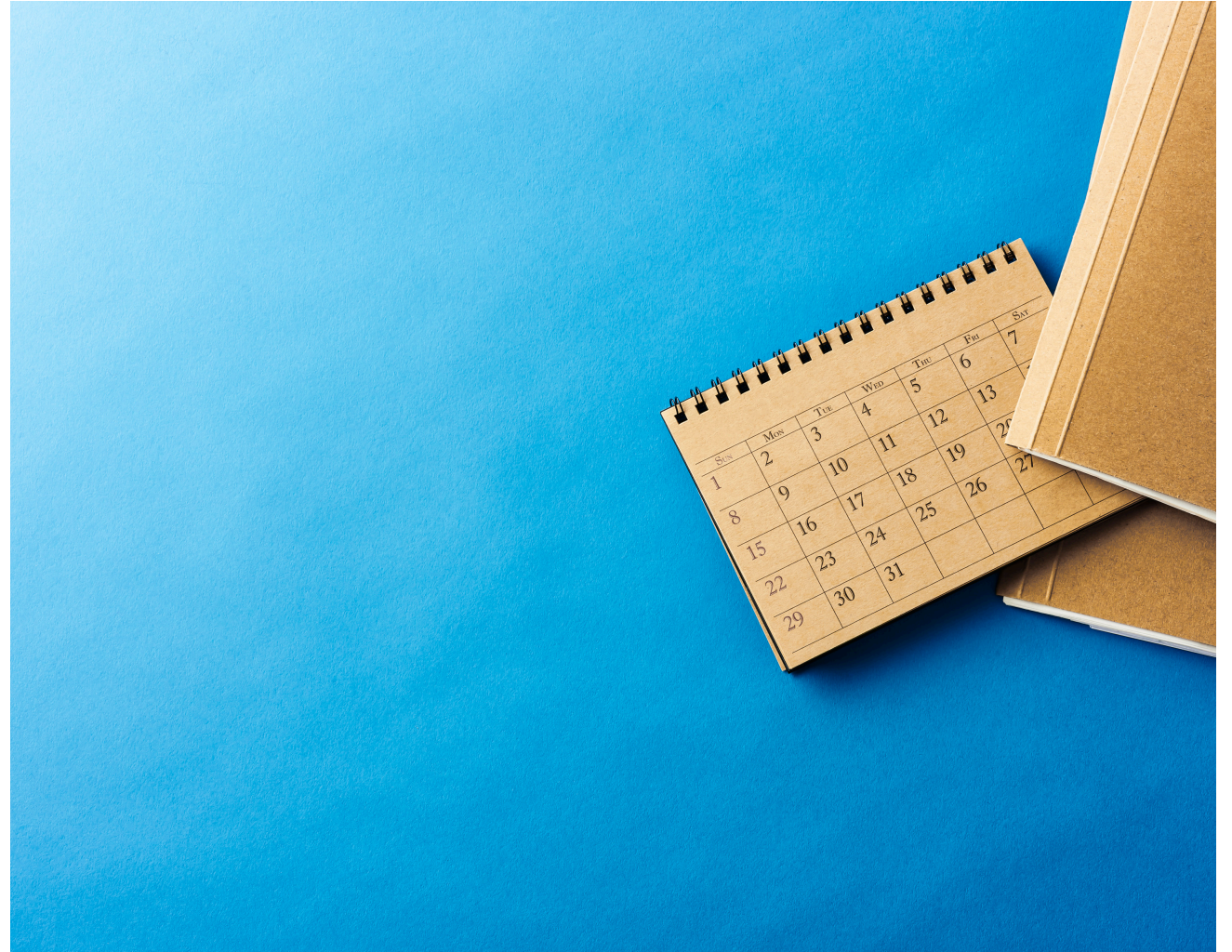
# Application steps

## Applicants:

- Identify partners – we can help! LinkedIn groups.
- Register on IX platform
- Complete Funding Application Template
- Complete Project Plan and Financing Template
- Secure Letter of Endorsement
- Lead partner submits application by **August 5th, 17:00 BST**
- 6 month projects begin from **September 1st**

## Innovate UK:

- Support consortia-building
- Eliminate incomplete applications – **w/c Aug 5th**
- Scoring by evaluation committee – **6th-17th Aug**
- Select winners & due diligence – **w/c 19th Aug**
- Inform winners – **w/c 26th Aug**





# What are we looking for?

- Exploitation plan, focus on commercialisation and scale up rather than research
- Credible Lead Customer with letter of endorsement
- High level of collaboration and innovation
- Create opportunities for both UK & African partners whilst addressing societal challenge

# Q&A







# Thank you!

[www.iuk.ktn-uk.org](http://www.iuk.ktn-uk.org)



**UK International  
Development**

Partnership | Progress | Prosperity



**Innovate UK  
KTN**