

# Innovate UK- Analysis for Innovators Round 14: Stage 1

Applicant briefing

Date: 05 September 2024

#### The webinar will start at 10am

- We are currently on mute, whilst waiting for more people to join
- The briefing will be recorded and available to refer to through the IFS date page
- PDFs of the presentation will also be available on request
- For more information on the competition process, please go to: <u>Competition briefing:</u> <u>applicant information - YouTube</u>



## Agenda

#### 1 Introduction and roles

Simon Yarwood – Innovate UK Business Connect

#### 2 Background and applications

Bobby Agwu - Innovate UK

#### 3 Project video case study

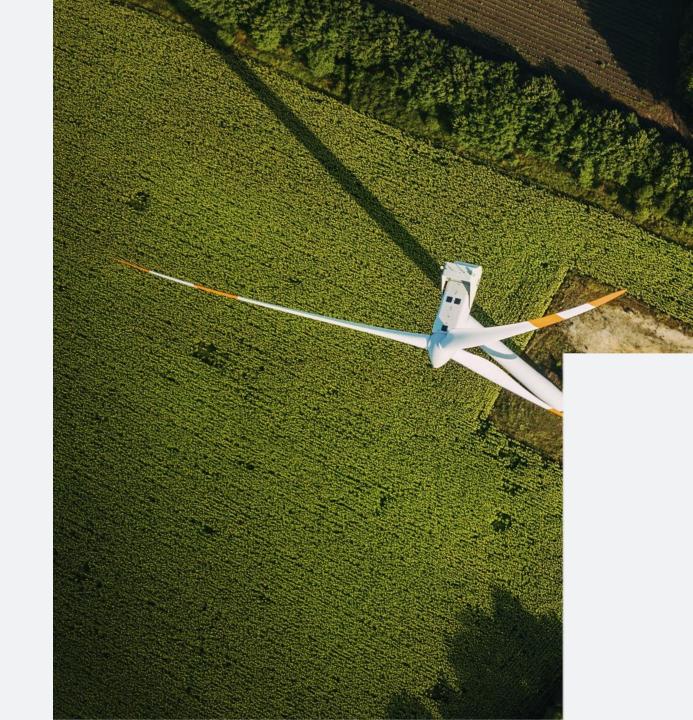
#### **4** Application process

Nichola Cunningham – Innovate UK

5 Q&A

ΔII







**Simon Yarwood** 

Knowledge Transfer Manager

### **About us**

Innovate UK Business Connect is the new name for Innovate UK KTN.

We exist to connect innovators with new partners and new opportunities beyond their existing thinking – accelerating ambitious ideas into real-world solutions.



## **Cross-Sector Expertise**

Agrifood

Biotechnology

Chemistry

**Creative Industries** 

Computing

Design

Digital

Electronics

Energy

Geospatial

Health

**Industrial Maths** 

Infrastructure

Manufacturing

Materials

**Photonics** 

Quantum

**Robotics & Al** 

Security & Defence

Sensors

Space

Transport

Water

(net) Zero



### **Innovate UK Business Connect**

We support innovators to deliver their next idea and connect for positive change.

What? Well its PPP,

People

**Products** 

**Pounds** 

FAQ around our support - https://iuk.ktn-uk.org/support/



# Our role in Innovate UK Analysis for Innovators

We organise the brokerage meetings, where partners express an interest in meeting companies based on their Eol.

You could be asked to meet with MORE than one partner, they will always be done in separate meetings. So you will be asked to vote on your availability in separate Doodle polls for EACH virtual meeting. We can't do this if your contact info, email and mobile number, aren't correct on the application and in IFS.

We organize the briefing events for stages 1 and 2.

We offer advice on the application process if you reach stage 2

We can offer light touch feedback on an application at stage 2.

We can be asked questions via – A4I@iuk.ktn-uk.org



## **Brokerage meetings**

The entire application process is confidential and covered by the terms of use of the Innovation Funding Service platform. Each partner has signed a confidentiality and data sharing agreement with Innovate UK. As such there should be no need for an NDA to share the relevant information in the brokerage meeting to decide if a project is possible.

Meetings are scheduled for 90 minutes, if for example after 45 minutes it is clear you can do something or that it's a no go, please feel free to end the call. This meeting length was seen as the best option to get an initial decision made on whether an idea is feasible, but you can finish quicker if an outcome has become clear.

Please ensure you exchange contact details with the brokerage attendees at the start of the meeting.

Feel free to arrange amongst yourselves as many follow up calls as you think you need to help decide who you want to apply into Stage 2 with.



## Important dates after your Stage 1 submission

#### Brokerage scheduling – 4 November to 15 November 2024

be available to add your availability to doodle polls so meetings can be arranged. There might be MORE THAN ONE meeting as multiple partners might want to meet you, EACH ONE needs a vote on availability, don't double book yourself please!

#### Brokerage virtual meetings – 18 November to 29 November

be available to attend ALL the virtual brokerage meeting(s) you've had arranged for you. Failure to attend ALL meetings will lead to disqualification.

#### Brokerage feedback – 2 December to 10 December

a post brokerage survey will be sent out, we need this answered quickly and answered for EACH brokerage meeting attended, so we can match up who wants to progress to stage 2.

#### Stage 2 briefing – to be confirmed

invite only briefing to explain the process of applying for the grant, open to those who match with a partner(s) at brokerage.

If you are not available in those time periods, please do NOT apply as a company, or if you are a specialist/scientist at a Partner, please do NOT express an interest in participating.

Availability issues and associated delays are the biggest challenge in the Stage 1 process, so please do consider these when looking to apply.





**Bobby Agwu** 

**Innovation Lead** 

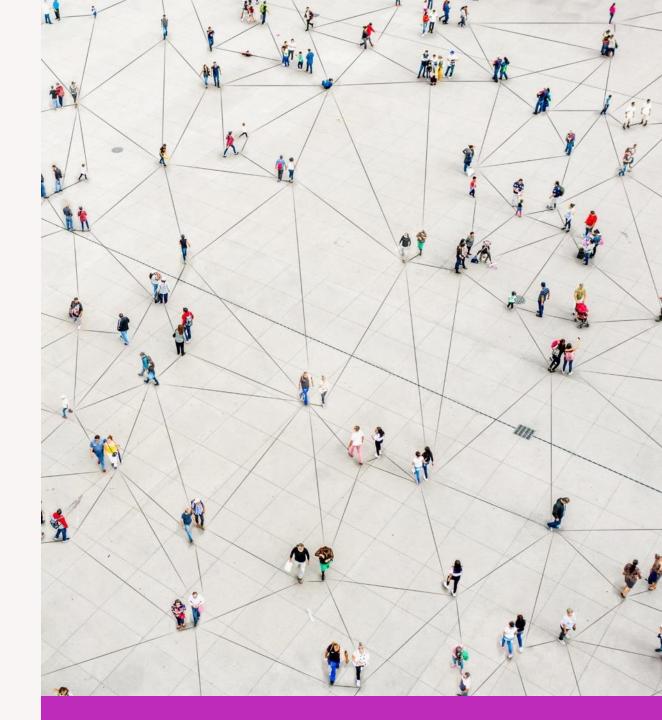
### **Innovate UK**

- We are the UK's innovation agency
- We support business-led innovation in all sectors, technologies and UK regions
- A key delivery body of the Government's Innovation Strategy

## **Our Mission**

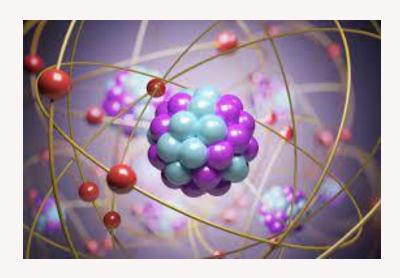
To help UK businesses grow through the development and commercialisation of new products, processes, and services, supported by an outstanding innovation ecosystem that is agile, inclusive, and easy to navigate.







A unique and different type of core programme











Addresses problems that, when solved, will improve your company's productivity and/or competitiveness





Applying cutting-edge R&D / techniques to address tough problems with EXISTING products and services





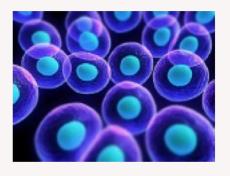




## Scope: Type of Problem

"Projects that can demonstrate the adverse business impact of existing process or product variability, where the latest analytical technologies and data analysis approaches have the potential to be able to identify root causes and enhance control measures."











## Out of Scope

"Problems completely solvable by techniques that are widely available through commercial service companies; such as mainstream NMR, FTIR, UV, GC etc. are out of scope."

"Problems which are purely developing a software application to perform a specific task, **are out of scope**."

"Problems which relate to products or services that you still need to develop or produce, **are out of scope**."



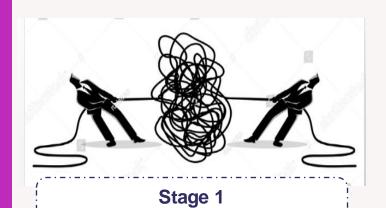
## Out of Scope

#### **IN vs OUT OF SCOPE**

- Do you have a problem with <u>your</u> Product, Services or Process?
- > Are there users of **your** product, services or process?

If the answer is yes and you have a finished product or prototype, then you'll likely be in scope if the solution to the problem is not an off the shelf technique that is widely available through commercial service companies.



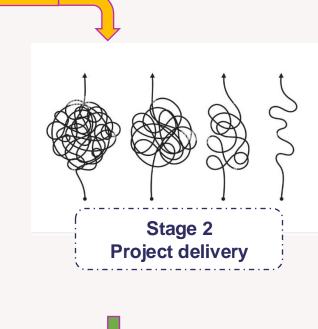


Measurement/analysis problem











#### **Problem Statement**

Must describe the problem by short video (pitchtape)

Problem **must not be** solvable by standard off-the shelf methods

Must state what has been tried before



#### **Value Statement**

**Must** state what value solving this would give to the business (estimate in £)

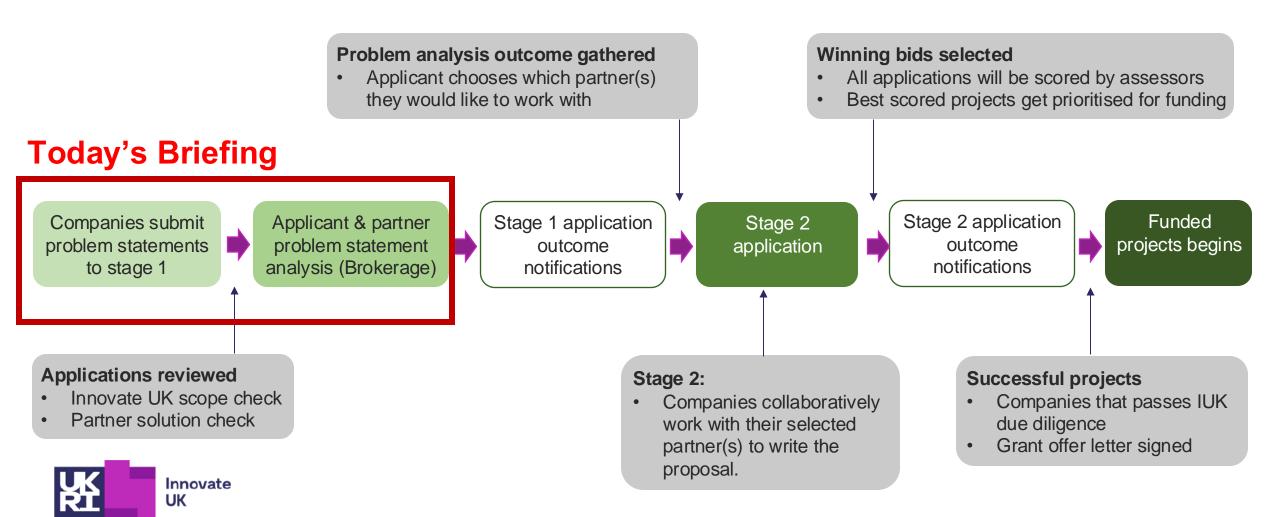
This value statement will be assessed and validated within the context of the company.





The Competition Process

## A two stage competition process



## Stage 1 assessment

Innovate UK Eligibility & Scope check to confirm the problem relates to an existing process, product or service owned or used by your company

IUK & Partners experts check for a probable commercial solution



Partner experts assess solution isn't solvable by standard off the shelf methods or technique and the solution capability by their organisation

Value statements are reviewed by Innovate UK



## Round 14: General Eligibility

- Only the business may apply to stage 1 (single applicant)
- No applicant research base (Academia, RTO, etc) involvement
- Business must carry out work on their problem in the UK
- Business must be prepared to work <u>collaboratively</u> with at least one of the 9 participating partners
- Business must be registered in the UK



## Round 14: Eligibility - multiple applications

- A business may submit <u>only one</u> application to stage 1 of this competition.
- You may also reapply with a problem already tried, in scope but not taken through to a funded project in stage 2 of a previous Analysis for innovators competition round.



## Brokerage







## Applying via 1 of 2 strands in stage 2

#### **Strand 1: Mini Projects**

UK SME business only

#### **Stage 2 project proposals:**

- > 3-month duration only
- > Total project costs <£50k
- > No subcontractors in project
- ➤ 100% funded by Minimal Financial Assistance (MFA)
- Total project cost counts toward company MFA limits



#### **Strand 2: Larger Projects**

Any size UK business

#### **Stage 2 project proposals:**

- > 3 6-month duration
- Max total project costs £15k to £100k
- > Subcontractors permitted
- Match-funded (% depends on company size - 60/50/40: S/M/L)
- Partner contribution counts toward company MFA limits

## Partner vs Project Collaboration Agreement

#### **Please note:**

Partner vs Project Collaboration Agreement only applies to successful stage 2 applicants.

#### > Partner vs Project Collaboration Agreement

There is a template already in place, specifically designed for Innovate UK Analysis for Innovators competitions.

#### > Intellectual property rights

Businesses owns improvements or modifications to their existing product, service or process while the partners own the improvement to their analysis method or technique used.

#### > Publication and Announcements

Companies can prevent partners from disclosing project data that could be detrimental to their business. This includes patentable or commercially sensitive subject matter which needs protection.



## Funding rules

- There is no funding in stage 1 (this competition).
- In stage 2, some or all of your funding from this competition may be subject to Minimal Financial Assistance (MFA) limits.
- MFA allows public bodies to award up to £315,000 to an enterprise in a 3-year rolling financial period.
- Seek legal advice if unsure about your individual company obligations or eligibility under UK Subsidy Controls
- In your stage 2 application, you will be asked to declare previous funding received by you.



## What happens after stage 1 & brokerage...

- By invitation only to apply for stage 2, following success at stage 1, and productive brokerage sessions
- Work with the programme's partner scientist/technical expert teams to prepare project proposal
- Must be led by the company, supported by the programme partner(s)
- Submit collaborative project proposal on IFS before stage 2 deadline
- Standard independent assessment process by Innovate UK
- Successful companies funded to start work following due diligence checks



### **Innovate UK-** Analysis for Innovators (Key Dates)

Timeline	Dates
Applicant briefing event	05 September 2024
Competition opens	09 September 2024
Competition closes (11am)	09 October 2024
Applicants notified	29 October 2024
Brokerage meetings	19 to 29 November 2024
Brokerage outcome notification	13 December 2024
Stage 2	To be confirmed



#### **Innovate UK-** Analysis for Innovators Partner Organisations























#### **Case Study**

LightOx

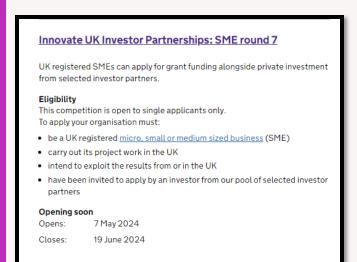
https://iuk.ktn-uk.org/casestudy/measuring-research-tools-performance/

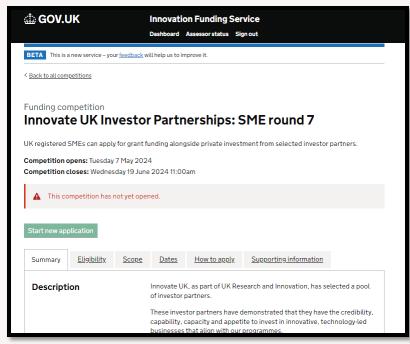


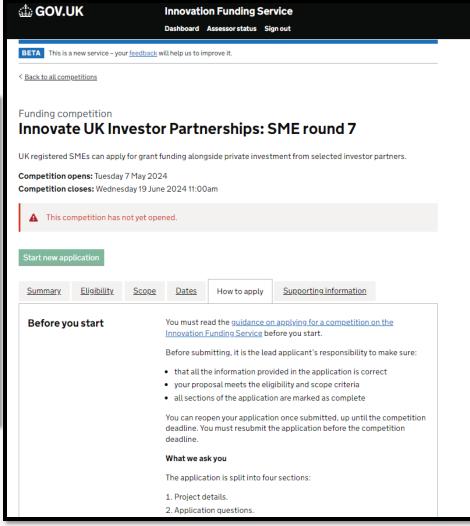


Using Innovation Funding System (IFS) to apply

#### Search for a funding competition and review criteria









#### **Applicant: create an account**

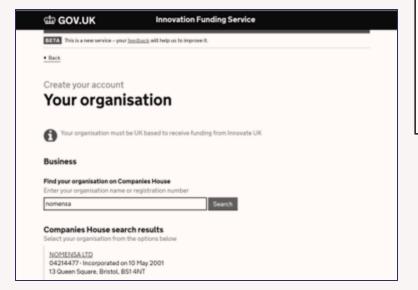
The lead applicant must create an account:

#### **UK registered businesses**

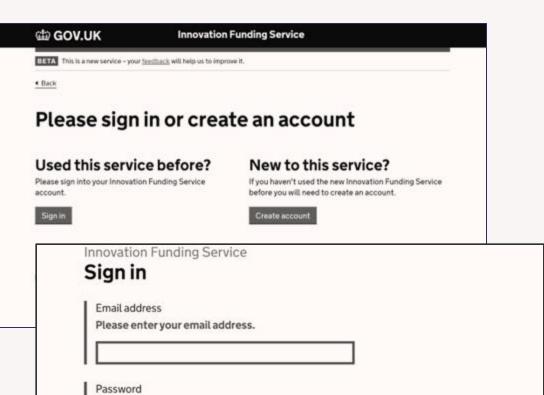
Use Companies House lookup as it speeds up our checks by providing your company number. You are unable to enter this at a later date.

#### Research organisations, academics and universities

Enter your information manually so you are not listed as a business on IFS and ensure you receive the correct funding.







Show

you applied previously using the old service, you will need to create a new account.

Please enter your password.

Forgotten your password?

▼ Need help signing in or creating an account?

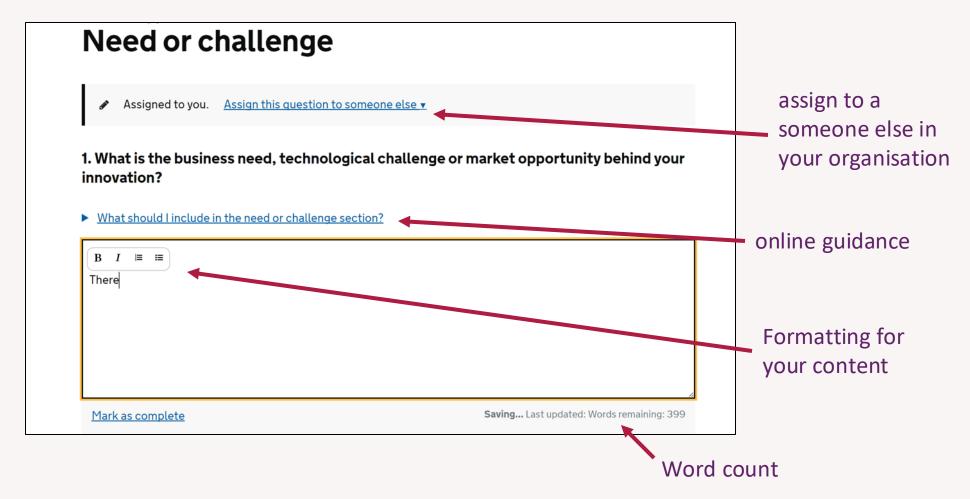
My email and/or password isn't working

### **Project Details**

- **Application Team** Invite colleagues from your own organisation to help you complete your application.
- You must complete the Equality, Diversity and Inclusion survey embedded in IFS as part of your application.
- Application Details Title, timescales.
- **Application Summary** How your problem is important to your company and what impact solving the problem in a stage 2 project will have?
- Scope How does your problem fit the scope of this competition? If your project is not in scope, it will not be sent for assessment.



# IFS: Answering Questions





#### **Application Questions**

Detailed guidance available on IFS

Application Form	
Question 1	Applicant location (not scored)
Question 2	Problem scope
Question 3	Problem
Question 4	Previous attempts to solve the problem
Question 5	Value to your business of solving the problem
Question 6	Video link





# **Innovate UK: Analysis for Innovators Round 14**

Using the Pitchtape video creation/submission platform ...

#### Video submission

#### Video (Mandatory)

pitchtape recording platform only

- Maximum 2 minutes
- Video production quality is not important
- Record using the competitions video submission platform (pitchtape)



- Guidance, Tutorial video and KTN Support
- Focus on the problem you are describing NOT background and company intros etc.



### What equipment do I need?



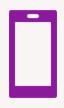


You can use the following equipment to record your video:











Your videos must be recorded through our platform using the Google Chrome browser. You cannot upload your own pre-recorded videos.

To record on a computer, you will need to:

- ensure Google Chrome is your preferred browser
- navigate to Pitchtape within your IFS application

Before you start you can check if your device is WebRTC compatible by going here:

https://www.webrtc-experiment.com/DetectRTC/



## Recording on a mobile device?

0



To record on a mobile device, you will need to:

- ensure Google Chrome is your preferred browser
- log in to IFS on your mobile device and navigate to Pitchtape within your IFS application
- record with your device in a horizontal orientation







Your videos must be recorded through our platform using the Google Chrome browser.

You cannot upload your own pre-recorded videos.

Before you start you can check if your device is WebRTC compatible by going to: <a href="https://www.webrtc-experiment.com/DetectRTC/">https://www.webrtc-experiment.com/DetectRTC/</a>

Operating System	System Requirements
iOS	iOS 14.3 or above Compatible with iPhone, iPad, and iPod touch
Android	Android 6.0 Marshmallow or above Not compatible with Android Go edition



# Key benefits to using the video platform

- √ You can record your video directly in the system
- √ Supports recording on various devices
- Secure storage on UK based servers in compliance with NCSC guidelines (comparable to MIST guidance)
- Teleprompter functionality so you are looking directly at the screen
- Separate area to practice

- Video can be recorded in small chunks by means of a focused topic
- √ Ability to stitch your videos together into a single video
- ✓ Intuitive, well-supported system
- ✓ Ability to share your video with others
- ✓ Assessors can review the video as a whole and revisit each recorded topic independently



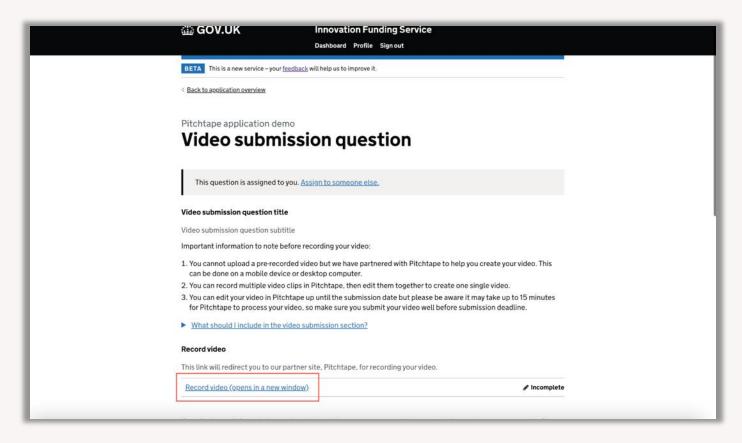
# First, you need to navigate to Pitchtape...

You can navigate to the Pitchtape platform directly from your IFS application. After entering the video submission question page in IFS, click **Record video (opens in a new window)** to enter Pitchtape and begin the recording process.

Note: You do not need to create an account on Pitchtape. You will automatically have access to Pitchtape via IFS.

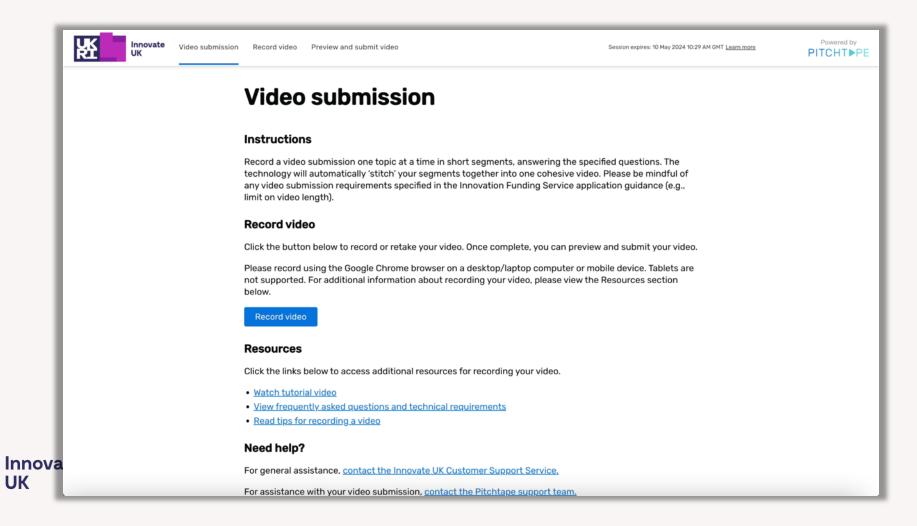
Tip: If you want to record your video on a mobile device, log in to IFS on your mobile device in the Google Chrome browser and navigate to Pitchtape from there.





## Welcome to our new video platform

The welcome screen advises you how to record your video. When you're ready, click **Record video** to begin the recording process.



# Start recording your video



ifs.pitchtape.com wants to

Use your cameras

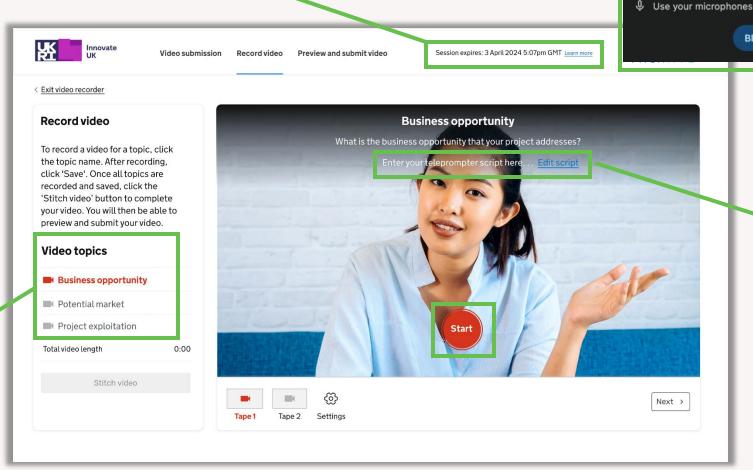
When you first enter the video recorder, a prompt will appear requesting access to your camera and microphone - make sure you allow it.

Note: Your session will expire after 24 hours for security reasons. Simply return to IFS and re-enter Pitchtape if needed.

Hit the **start** button when you're ready to start recording, the screen will count down and your script for this topic will appear at the top of the screen.

Don't worry, you can record multiple times until you are satisfied with the outcome and have access to your script throughout.





Enter a teleprompter script

Allow

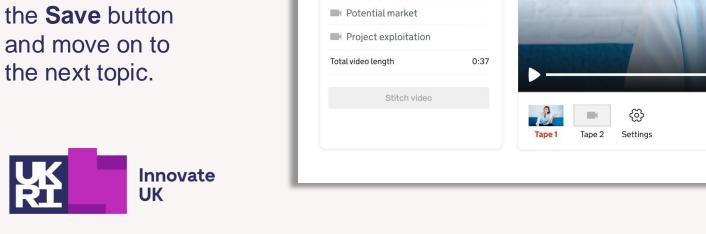
# Save your recordings

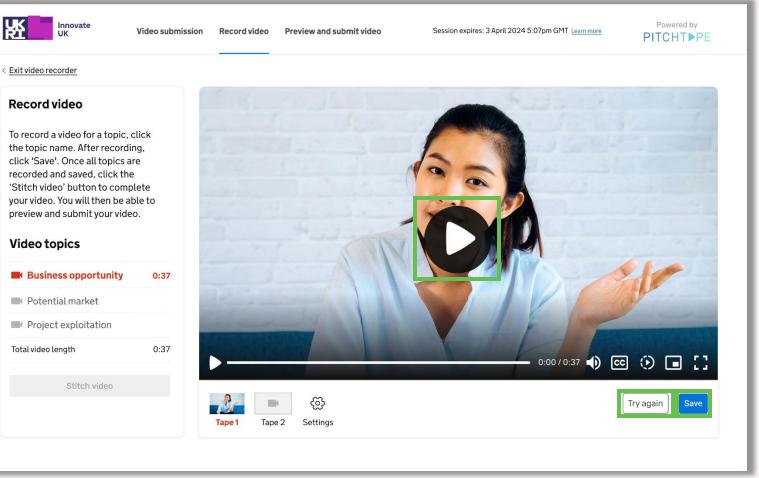


After recording a video for a topic, please play it back to ensure you can see and hear yourself.

You can click **Try again** to re-record
a topic as many
times as you'd
like.

Once you are satisfied with a recording, click the **Save** button and move on to the next topic.





## Review and submit your video



Once your video has been processed, we recommend you watch it back.

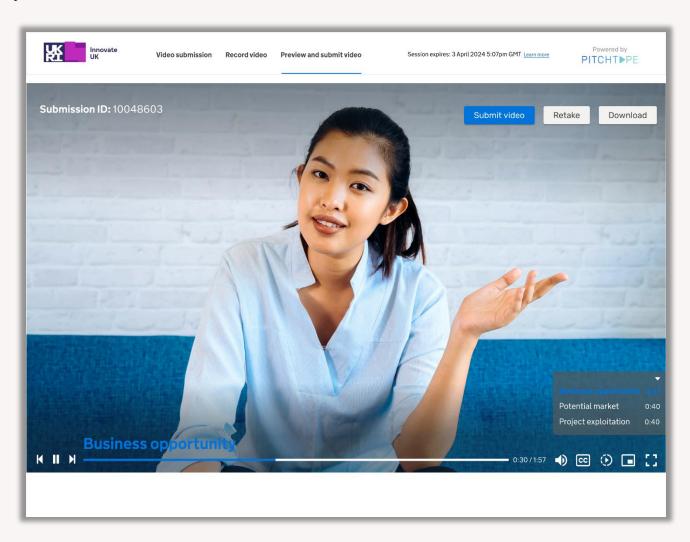
Now, you can also:

- submit your video
- retake your video
- download a copy of your video

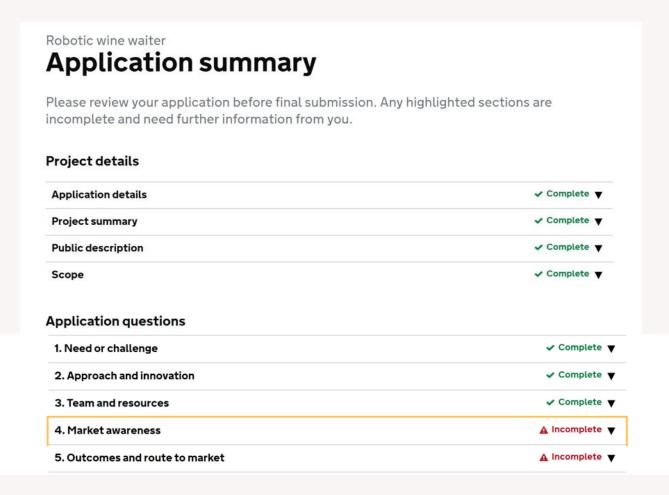
If you need to retake your video, factor in the time to re-process and review it ahead of the deadline.

After clicking the **Submit video** button, your video link will automatically appear in your IFS application question page. You can confirm your submission status by returning to IFS and refreshing the page.





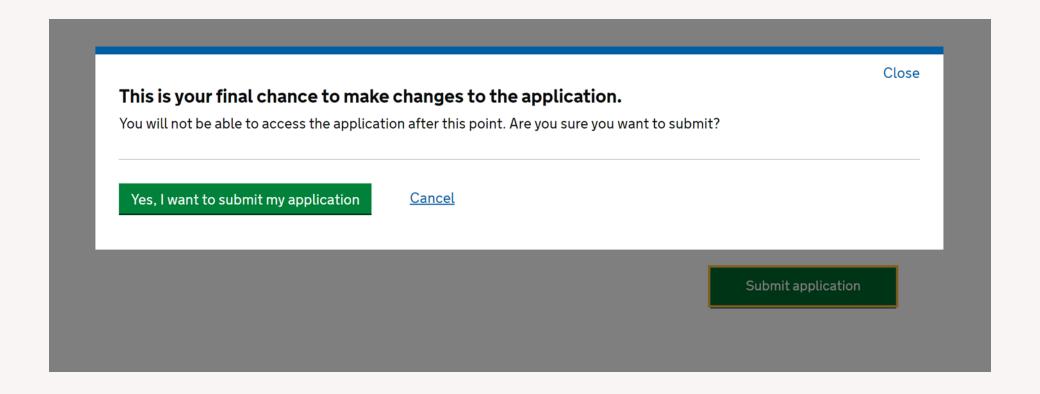
## Review your application before submission



IFS will check your application is complete
All questions must be "marked as complete"
Leave plenty of time to validate your submission
Deadlines are absolute



# Submitting your application





## Application submitted

Robotic wine waiter

#### **Application status**

#### **Application submitted**

Application number: 85

Your application for the competition 'Emerging and enabling' was submitted on 3 May 2017 at 12:01pm.

View application

Print application

#### What happens next?

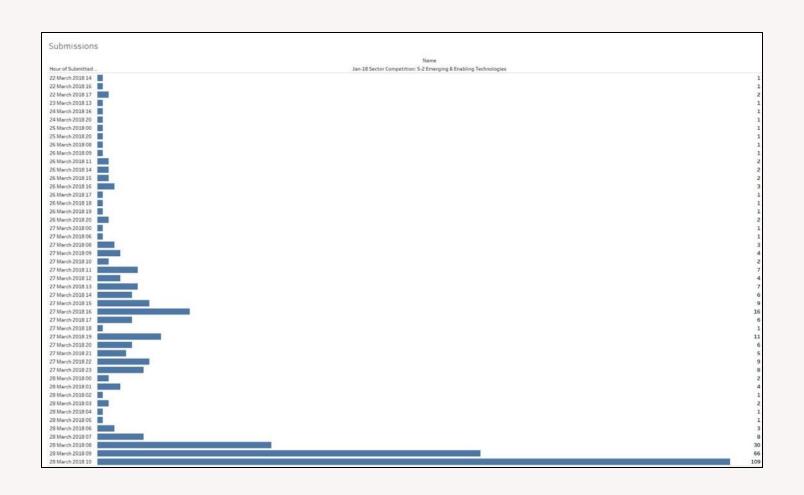
#### **Assessment process**

Once the competition submission deadline is reached your application will be sent for assessment. This is subject to eligibility. The assessment process follows these steps:

- eligible applications will be assessed independently by expert assessors
- each application is assessed by up to 5 assessors and against the same set criteria
- the assessor will score each question and provide feedback to justify those scores
- a panel process is held to moderate and ratify the outcome of the decision

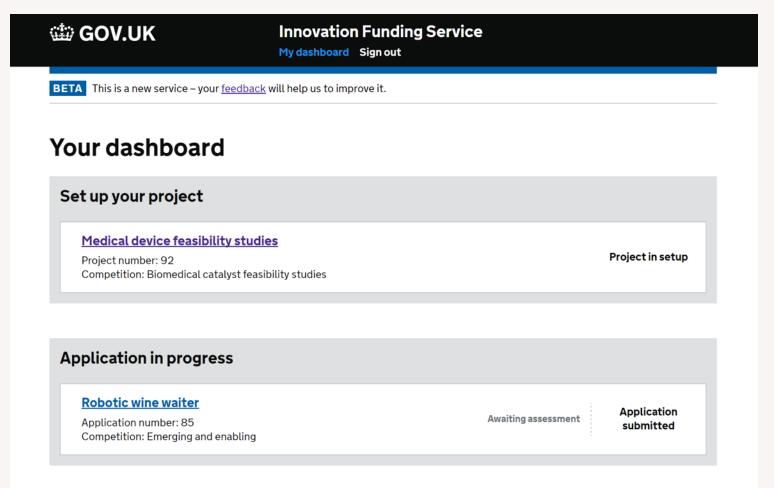


#### Don't leave submission to the last minute!





#### Your IFS dashboard





#### **Equality, Diversity & Inclusion**

- We are on a mission to embed Equality,
   Diversity, and Inclusion in everything we do,
   internally and externally.
- We believe that great ideas can, and do, come from anyone and everyone.
- We know that diversity and inclusion in businesses contributes to enhanced innovation, satisfaction, performance, and ultimately, commercial success.
- So, if you would like any support, please contact our Customer Support Service Team on <u>support@iuk.ukri.org</u> or at 0300 321 4357.







# Round 14: Summary

- There's no funding in stage 1 of the competition as it entails problem evaluation through brokerage sessions with the analysis for Innovators partners.
- > Two stage competition for UK businesses with funding options if successful in stage 2 of the competition.
- Problems submitted must relate to an existing process, product or service owned or used by your company.
- Focus on existing industry problems addressing business productivity and competitiveness through a wide scope of analysis and measurement solutions.
- > Supported by 9 world-class partner organisations.
- > Focus on problem statement & value to solve for success at stage 1.
- Submitting a video using Pitchtape platform is mandatory.
- > Any problems or questions please contact A4I@ktn-uk.org or <a href="mailto:support@iuk.ukri.org">support@iuk.ukri.org</a>



Q&A

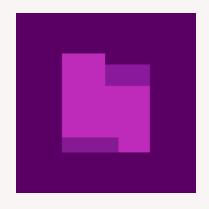




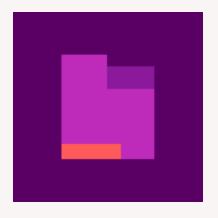
# **Additional Support**

#### **Customer Support Services**

0300 321 4357 (Monday - Friday 9am-12pm and 2pm-5pm) support@iuk.ukri.org



Innovate UK <a href="https://www.ukri.org/councils/innovate-uk">ukri.org/councils/innovate-uk</a>



Innovate UK KTN
A4I@ktn-uk.org





# Thank you





