

Welcome to Innovate Local East of England

12 September 2024
John Innes Conference Centre





Innovate
UK

Welcome



Laura Smith

Interim Head of Place
Innovate UK Business Connect



09:30-10:15 Welcome

10:20-11:00 Celebrating Success: My Business Innovation Journey

11:00-11:30 *Break, Exhibition & Networking*

11:30-12:15 Driving Innovation Through Business- University Collaboration –
How expertise from research institutions accelerate your Innovation

12:15-12:55 How Local Innovation Support can Grow your Own Ideas

12:55 Plenary Close

13:00 *Lunch, Exhibition & Networking*

14:00-14:45 Breakout Session 1-3

14:50- 15:35 Breakout Sessions 4-6





Innovate
UK



Johnathan Reynolds

Chair
Norfolk and Suffolk Innovation
Board





*Connected
Innovation*



Innovate Local: East of England
Johnathan Reynolds – Chair of the Norfolk and Suffolk Innovation Board



Innovation
Hubs in the
Network
27











Businesses
within the
network
800+

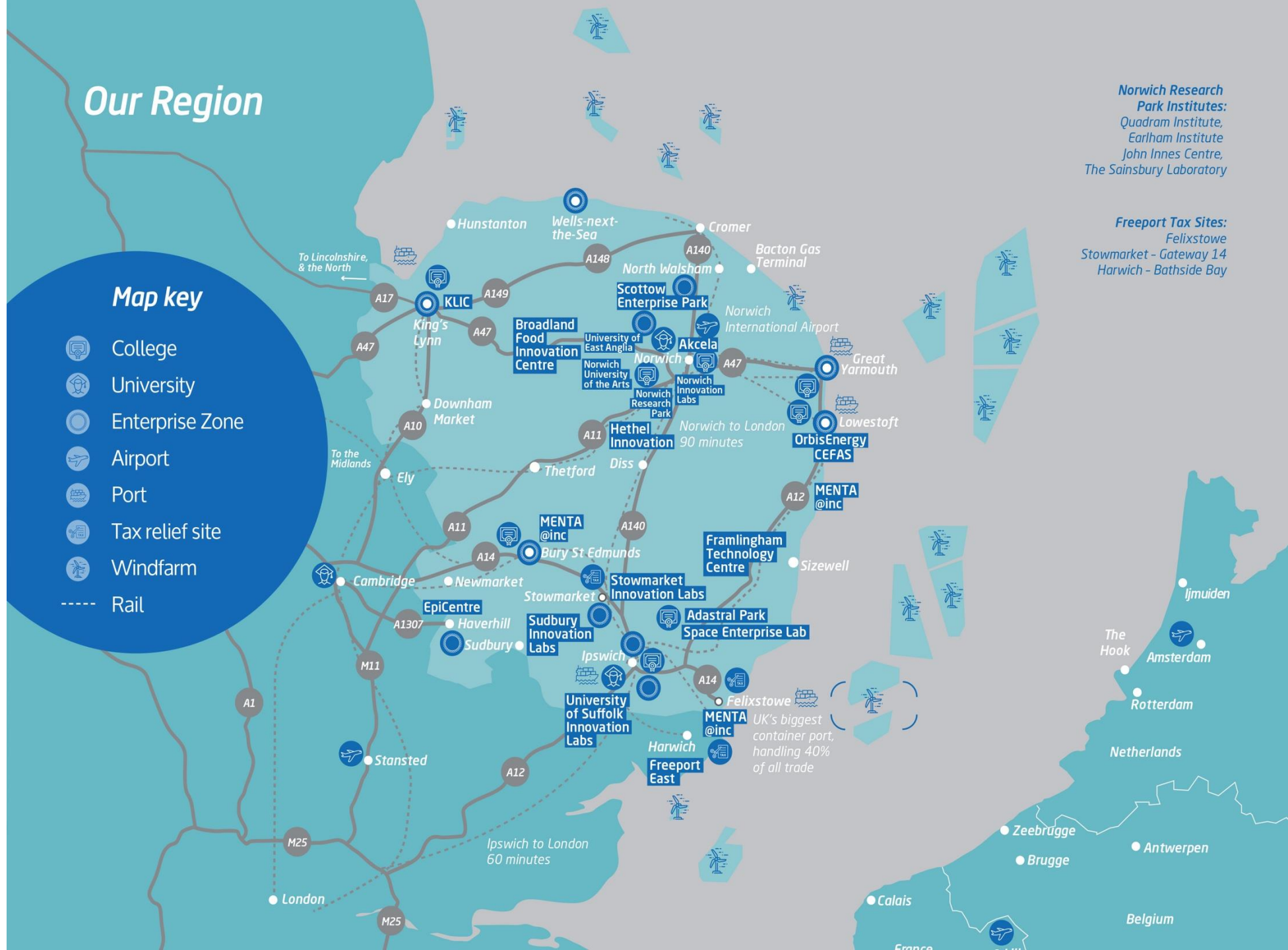


Research / Academic
Institutions in the
Network
10

Our Region

Map key

-  College
-  University
-  Enterprise Zone
-  Airport
-  Port
-  Tax relief site
-  Windfarm
-  Rail



Regional Key Sectors



Health and
Life Sciences



Food and
Agri-tech



Engineering



Energy



Marine
Science



AI and
Robotics



Digital Tech



Space



Creative
Industries

Connected Innovation Outputs



Innovation
Hubs in the
Network

27



Network
Collaborations /
Introductions Made

196



Research / Academic
Institutions in the
Network

10



Engagements
with wider
organisations

47



Businesses
within the
network

800+



Connected
Innovation Events
Hosted / Supported

64



Businesses /
Organisations
Attending

3,000+



UKRI **Innovate UK** **NEWANGLIA**
Local Enterprise Partnership
for Norfolk and Suffolk

Innovate UK
**New Anglia Local
Action Plan**



**Eastern England
Launchpad**
Agri-tech & Food
Technologies



Create Growth Programme

Helping businesses in England convert their creative potential into creative growth.

 **Create Growth
Programme**

Norfolk & Suffolk
Innovation Grant Mentoring





James Allen
Connected
Innovation
Programme Manager



Katie Snell
Innovation Clusters
Lead



Scott Cogman
Innovation Hubs
Lead



Laura Hill
Innovation Grant
Mentoring Project
Manager



Contact Us





Innovate
UK



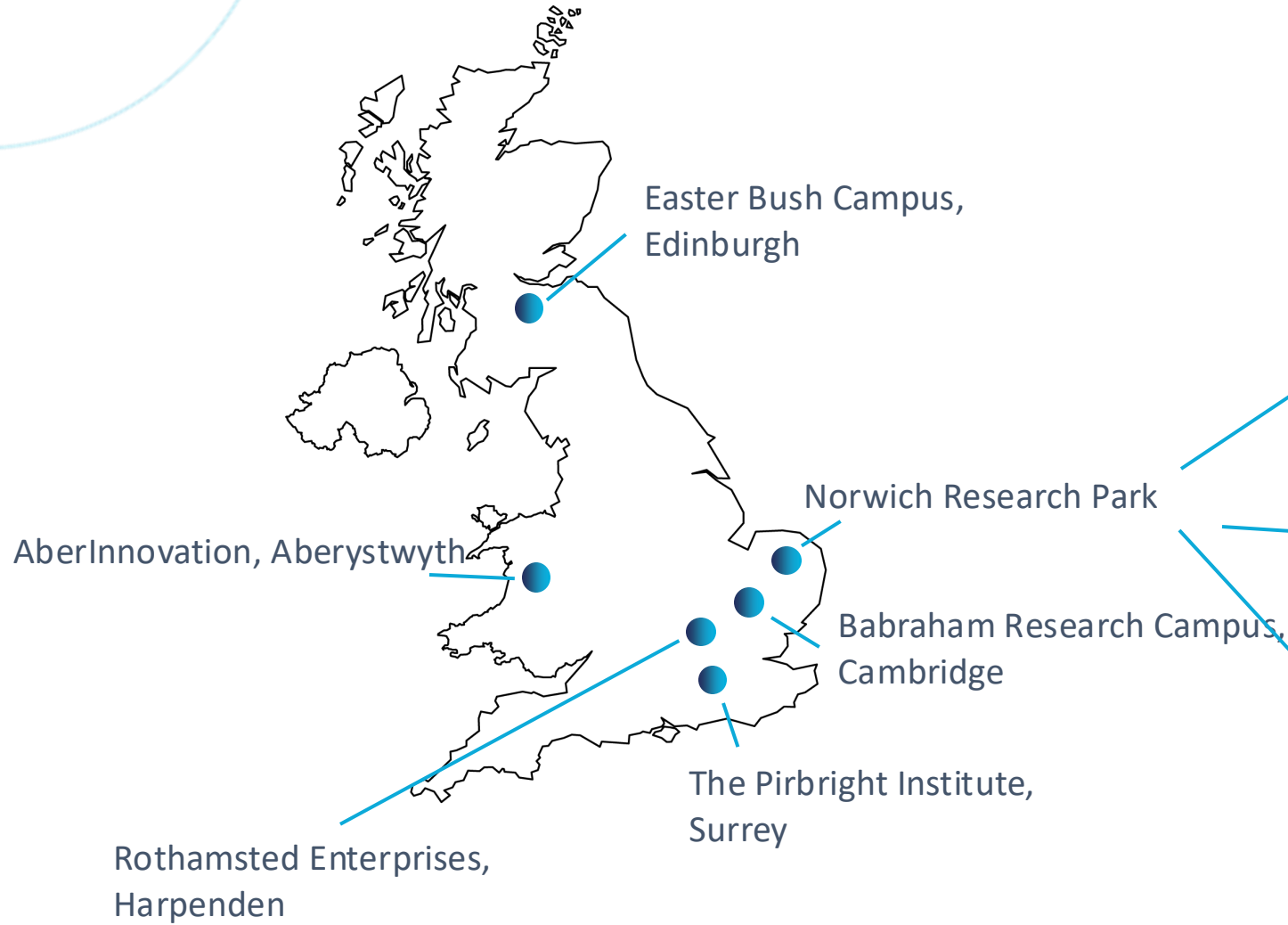
Roz Bird

CEO
Anglia Innovation Partnership
LLP



Roz Bird
CEO of Anglia Innovation Partnership

BBSRC Research and Innovation Campuses



John Innes Centre



John Innes Centre

Unlocking Nature's Diversity

Quadram Institute



Quadram Institute

Science • Health • Food • Innovation

Earlham Institute



Earlham Institute

40% of BBSRC funding for these campuses comes to Norwich Research Park



- four specialist research institutes
- teaching hospital
- top 25 university
- 100,000 sq ft built and let to 40 companies
- 1.6M sq ft of planning consent

“An exceptional environment for successful science, innovation, and business.”

genXtraits

TraitSeq

idna GENETICS

B | BRAUN
SHARING EXPERTISE



Tropic

2BLADES
FOUNDATION

Inspiralis

ikarovec



YOUTH
STEMM
AWARD

ALORA

Korutek
Engineering

AAH SOFTWARE LTD

Novagraaf

ColoriFix

EDFORM

Solynta...



Future
Farm

Grindex

Kalcex

iBOXiT

SoCode

Norfolk's
Cancer Charity
Since 1980



NeurOn
NEUROPSYCHOLOGY
ONLINE

CIRCADIAN® UK
24/7 WORKFORCE SOLUTIONS

Pf BIO

abc Food Law
Consultancy, Training and Legal Services

GovernorHub

Norfolk Plant Sciences

PERSEPHONE BIO

TCV
The
Conservation
Volunteers



The Global Markets We Serve: 'Farm - Fork - Clinic'



Agri Biotech

Genetic engineering, molecular markers, molecular diagnostics, vaccines, and tissue culture, modifying living organisms.

Food Biotech

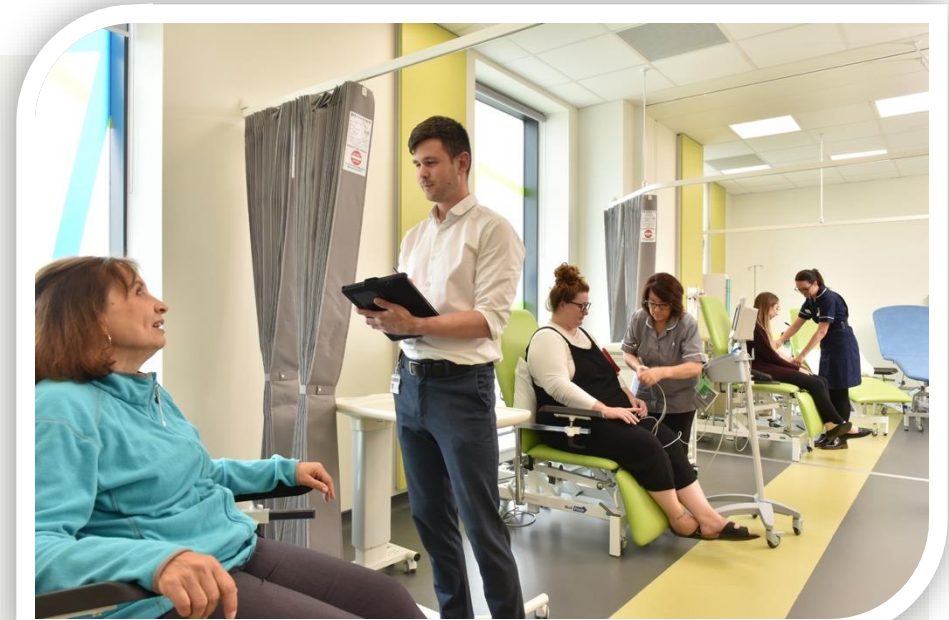
Production, preservation, quality control and food product R&D.

Industrial Biotech

The application of modern biotechnology to the sustainable production of materials, chemicals, and fuels from living cells and enzymes.

Med Tech

Tools for producing medical products that can be used for the diagnosis, prevention, and treatment of diseases.



Grow, succeed, belong - companies value a sense of community





AIP Team – here to support engagement with our research community



Dr Monika Chhetry
Science Collaboration
Manager

Manages our Explorer Forums and connections between academics and researchers.



Alexia Mlynarska
Community Development Manager

Manages our community event programme and meets regularly with our occupiers, both on-site and virtual.



Samantha Graham
Enterprise Network
Manager

Helping entrepreneurs make connections to support their business development plans.



Technology Platforms

Facilities with equipment and expertise that are accessible to science businesses.

- **Crop Transformation**
- **Clinical Research Facility**
- **Biofoundry** – synthetic biology and automation
- **Single Cell Genomics** – single and multi-cell analysis
- **Field Trials**
- **High Performance Computing**
- **Bioimaging**
- **Horticultural Services**

...and more!



See our website page for a list of our facilities





Accommodation available to let

- to meet your needs now and in the future

Virtual Tenancy | short, flexible leases | easy-in-easy-out terms | shared laboratory facilities | meeting rooms | informal workspace | 1.6m sq ft of planning consent for bespoke accommodation |



Availability

- 3 Offices -148 sq ft to 3,683 sq ft
- 1 Lab - 830 sq ft
- Offices in Enterprise House, 86 sq ft to 357 sq ft

Email: Space@norwichresearchpark.com



Enterprise House

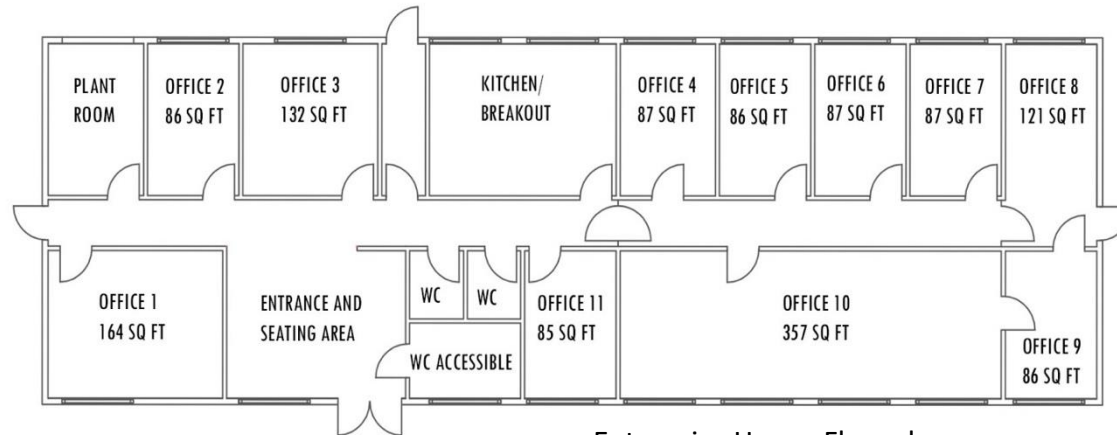
small, flexible, easy-in-easy-out terms

- Offices from 1 to 12 people
- Reception/informal workspace
- Shared kitchen with seating for 10
- 24/7 access
- Wi-Fi 6 and park internet network
- Inclusive rent
- Easy-in-easy-out terms
- Meeting room
- Access to Innovation Centre cafe
- Parking



billy

See our website page



Enterprise House Floorplan

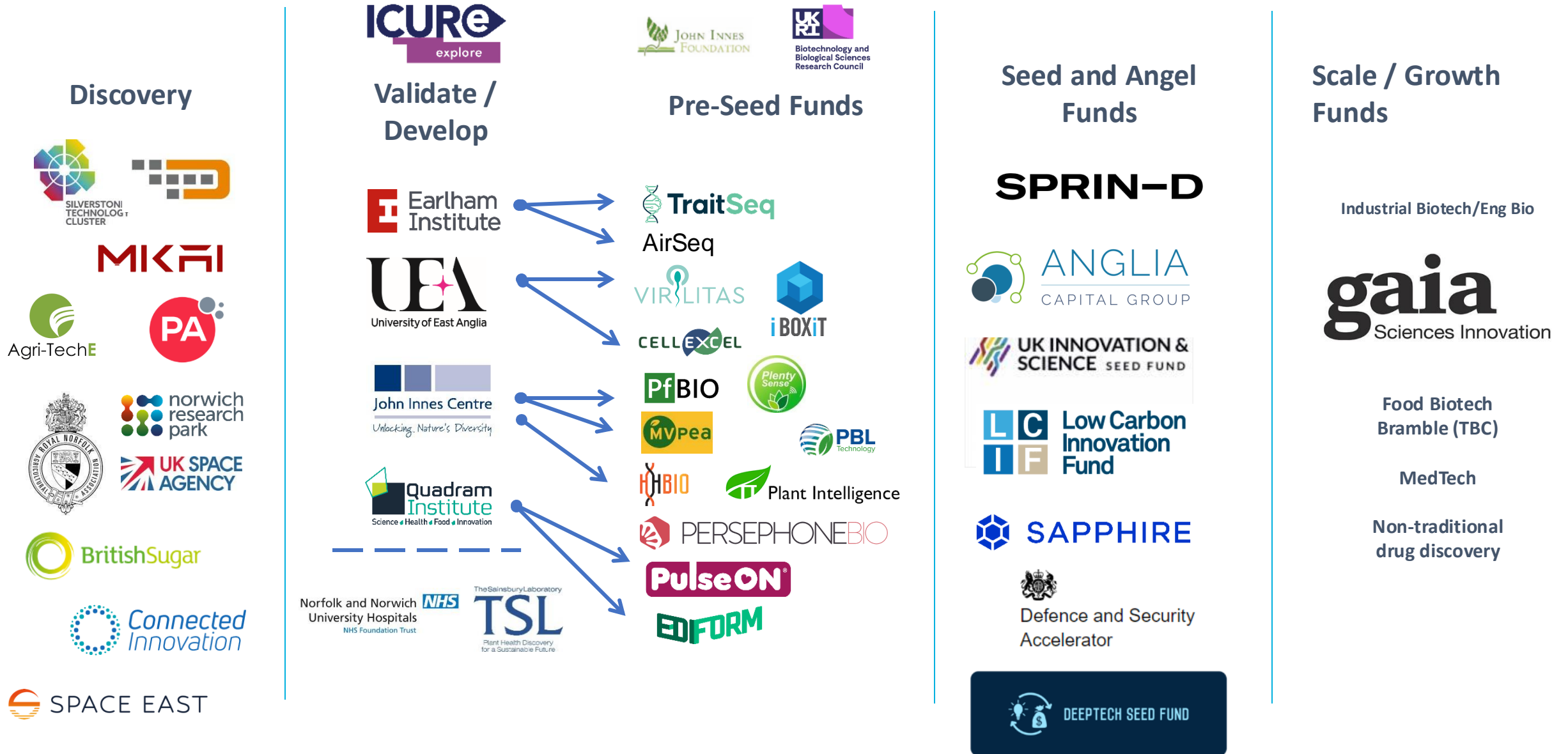


New 62,000 sq ft laboratory and office building



Campus-wide Enterprise Strategy

- pipeline of funding and support for spinouts and spin-ins



Campus-wide Business Development – helping to solve industry problems through tech transfer



Business Development Teams

Each research partner has a dedicated business development team to help facilitate the spin-out of companies on the campus and work with industry partners.

Explorer Forums

Bringing research community representatives together to work with industry and help solve problems. Forums so far include: gene editing in the sugar beet industry and space technology.

The next forum is in September focusing on analysis of soil composition and real time monitoring for farmers.

Specialist organisations/facilities

Each of the major partners works on a number of different business development initiatives. Access to specialist services and research expertise is facilitated by knowledge exchange staff in each organisation.

Events

Our events, such as Enterprise Tuesdays and Agri-tech Week help facilitate networking and new connections.



Scan for our events page



Business Development – Accessing specialist facilities/services examples

QIB Extra undertakes research relating to food, food safety and gut health for companies of all sizes.

- Analysis of food bioactives
- Consultancy by QIB staff
- Bespoke Scientific Research
- DNA Sequencing



The Norfolk Clinical Research Facility provides a modern facility for partners and customers to conduct clinical research on healthy volunteers and hospital patients.

Driving the commercial potential of TSL's fundamental research in molecular plant microbe interactions.

- IP Licensing
- Spin-outs
- Entrepreneurs in Residence
- Industrial Partnerships





Get in touch:

roz.bird@norwichresearchpark.com

www.norwichresearchpark.com



Steve Welch

Executive Director for Place
Innovate UK Business Connect



Celebrating Success: My Business Innovation Journey

10:20-11:00



Celebrating Success: My Business Innovation Journey



Kate Killick
Glowfrog Games



Alexander Craig
Qualitetch
Components Ltd
(Cambs)



Rosaria Campilongo
PfBIO




Sean Cannon
Innovate UK Business
Growth

Break, Networking & Exhibition

11:00-11:30





Driving Innovation through Business-University Collaboration: How Expertise from Research Institutions Can Accelerate Your Innovation

11:30-12:15





Driving innovation through business-university collaboration

Sharon Perry, Innovate UK Business Connect
Jan Stringer, Innovate UK Business Connect





- ❖ Introduction and Knowledge Transfer Partnerships overview
- ❖ Beth Sowersby Relationship Manager - Creative, Digital and Heritage, UEA
- ❖ Samantha Barrell Chief Technology Officer AF Group
- ❖ University of Suffolk
- ❖ Thomas Abbs, Knowledge Exchange Manager , Norwich University
- ❖ Nick Goodwin, COO, Norwich Research Park
- ❖ Rob Walker, Head of Business Engagement, University of Essex
- ❖ Dr. Juan Antonio Martinez Leon Head of Product Analytics/Data Science G's Group
- ❖ Panel Discussion
- ❖ Overview of this afternoon's workshop





Innovate
UK

Driving Innovation Through Business-University Collaboration: How Expertise from Research Institutions Can Accelerate Your Innovation



Sharon Perry
Innovate UK
Business
Connect



Jan Stringer
Innovate UK
Business
Connect



Samantha Barrell
The AF Group
Limited



**Beth
Sowersby**
UEA



**Thomas
Abbs**
Norwich
University of
the Arts



**Dr Nick
Goodwin**
Norwich
Research
Park



**Dr Juan
Antonio
Martinex Leon**
Data Science G's
Group



**Rob
Walker**
University
of Essex



Innovate UK

Knowledge Transfer Partnerships



KTP -A three-way partnership providing



Expertise to innovate **Match your challenge to expertise from over 100 Knowledge Bases**



Funding to enable **Innovate UK provides 50-75% of project funding with ~80% success rate**



Resource to deliver **This change can be transformational positive economic, societal and environmental change**

Associate
Project Manager

Academic
Specialist Knowledge & Expertise



Innovative Organisation
Strategic plans for growth



Innovate
UK

Knowledge
Transfer
Partnerships

KTP Overview



Business
driven
partnership
with an
academic(s)
team



Apply
knowledge

Deliver new
capabilities



Projects
12 - 36
Months



Associate
Full-time on
the Project
@ Business



Academic
support 0.5
days per
week



Strategic
Business
Project



Public Sector
– addressing
Management
focussed
challenges



Grant Funding
Rates
75% (Charity)
67%(SME)
50%(Large or
Public Sector)



Growth
Disseminating
best practice
IP



Economic
(profit/efficiencies)
Societal
Environmental
Impact

Driving local impact

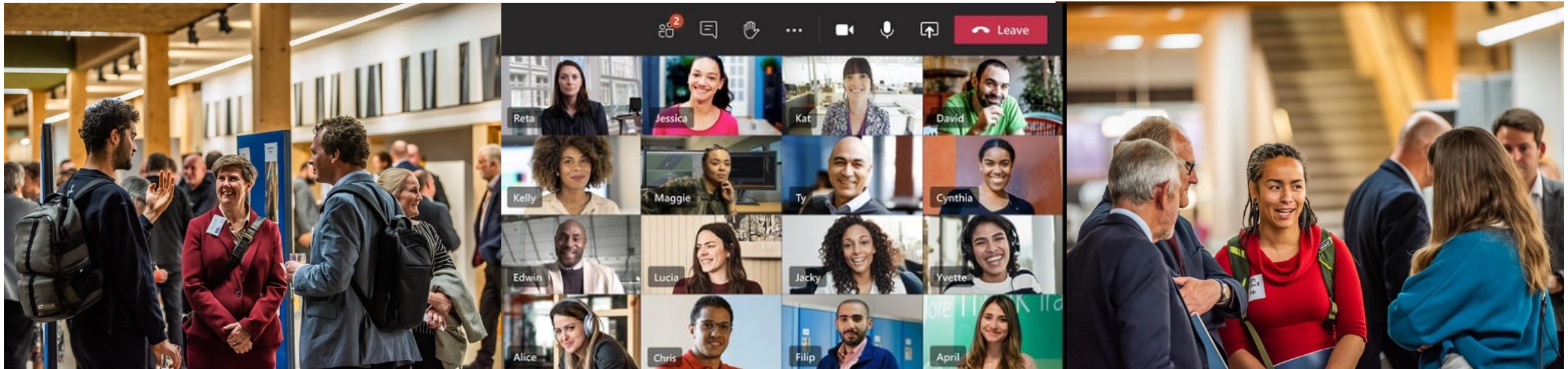
Experience sharing

KTP between AF Group and University of East Anglia



Business Engagement

Supporting businesses to innovate and grow



Beth Sowersby, Relationship Manager: Digital, Creative and Heritage
B.Sowersby@uea.ac.uk

Supporting businesses to innovate and grow



Brokering relationships- finding the right expertise for you



Scoping/developing projects- from idea stage



Supporting funding bids

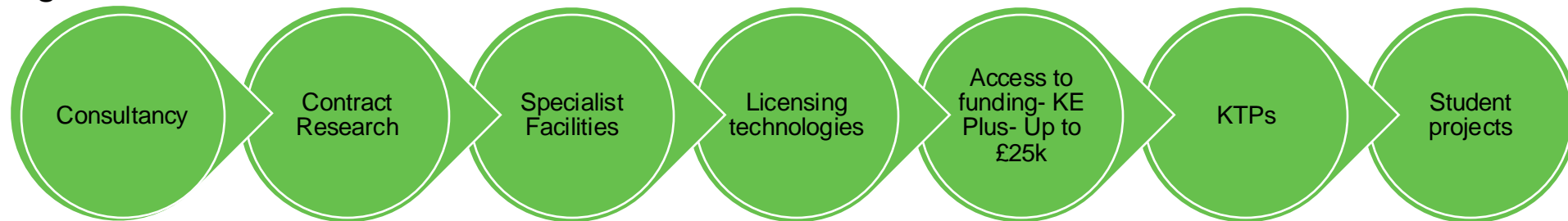


Building impactful collaborations that address real world challenges

How to work with us

Expertise in: Computing Sciences, engineering and maths, environmental science, life sciences, medicine and health, arts and humanities, social sciences, legal and business.

Sectors: Agritech, energy, marine, pharma, healthcare, legal, finance, creative industries, tech, heritage.



Our KTP Journey

Samantha Barrell, Chief Technology Officer, The AF Group



AF

Smarter
procurement

The largest
Member-owned
rural procurement
group in the UK.



Smarter
procurement

About AF

We champion the most progressive, transparent & best value procurement practices to help our Members be more profitable.

- Over 3,000 Members
- Procure £340m of inputs each year
- 100 employees
- 40,000 invoices processed each month
- 35,000 calls made & received each month
- 150,000 emails sent & received each month

Our KTP project

What is our objective?

To create a digital benchmarking tool enabling farmers to make more effective, evidence-based, decision-making with respect to the planning, procurement and use of farming inputs.

Why are we doing this?

- Help Members make better purchasing decisions
- Increase ROI of previous technology investments
- Increase knowledge and skills within the business
- Increase the value of AF membership
- Remain relevant and competitive

Our Project Team



The AF Group & UEA KTP Team

- **Tiasha Mondal – KTP Associate**
- David Horton-Fawkes
- Samantha Barrell
- Prof. Andrew Fearne
- Dr. Ricardo Malagueno de Santana
- Dr. Fabio Motoki
- Anna Douglas
- Libby Brient
- Jan Stringer



Driving local impact

Knowledge sharing

Ways of collaborating with the University of Suffolk



Working with the University of Suffolk

We have a commitment to driving innovation and building collaborative relationships across the region as a Civic University

- **Consultancy** - We have a broad range of academic expertise which you can access on a contract research or consultancy basis
- **Business support** – dedicated teams to help identify your business' needs and opportunities to grow
- **Access to student expertise** – through internships, work placements and graduate opportunities
- **Funding opportunities** - Innovation funding for projects that deliver increased competitiveness and growth
- **Training** - demand led CPD and short courses for various industries and sectors, to meet current and future skills gaps
- **Facilities** – a range of state-of-the-art facilities available to hire
- **Events** – Providing knowledge and insight into various areas, as well as networking opportunities



Engage with us...

- Work with our students on course projects
- Collaborative research: discovering new knowledge together
- Work with our new Research and Knowledge Exchange Institutes
- Knowledge Transfer Partnerships (KTP)

Contact business@norwichuni.ac.uk for a conversation.

Working with our students

- Set a project for in-course delivery
- Support the work-readiness of our students
- Fresh ideas for your business
- Opportunities to take the work forward commercially
- Interact with any of our courses, from Fine Art to Creative Technology
- Plan ahead!

You searched for **Rogue Robin Malbec**


You can refine the search with the filters on the left to find your perfect tipple.

Rogue Robin Malbec 2023



★★★★☆ (25)

 Argentina

 Malbec

 13.0%

Light

Full-bodied

Collaborative research

- Joint exploration of new knowledge
- Finding the areas of joint interest
- Live research areas at Norwich:
 - Creative technology and advanced moving image creation
 - Convergence of media and games
 - Simulation technology
 - Arts and (mental) health
 - Science demystification through communication design
 - Co-creation of place and environment for alternative futures
 - Alternative agricultures and environmental design



Work with our two institutes

- Creative Technology
- Sustainable Worlds

NORWICH UNIVERSITY OF THE ARTS

Driving local impact

Knowledge sharing

Norwich Research Park-A community based around
People, Funding and Facilities

Dr Nick Goodwin
Chief Operating Officer



Driving local impact

Experience Sharing

KTP between
G's Group and University of Essex





University of Essex

UNIVERSITY OF ESSEX

INNOVATE LOCAL

Robert Walker, Head of Business
Engagement



SOME OF OUR **INDUSTRY PARTNERS**





WHY PARTNER WITH ESSEX: Credible and Committed

1

We're the **leading university in the UK** for the number of Innovate UK funded KTP projects

2

We build ecosystems – need partners for test beds, consortia builds, 121 collabs

3

Over **800 academic** experts open to collaborating regardless of business size (c 100 active in portfolio – many on multiple collabs)



WHY PARTNER WITH ESSEX

4

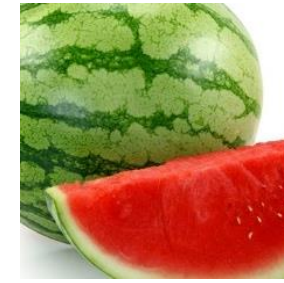
We take an extremely hands on approach and act as a continual PoC to secure funding for collab - heavy lift content and care

5

Grant success rates >90% for some funded programs - resource allocation usually rewarded

6

Signpost and help in other ways – Innovate UK Business Connect // KTN // VC funds etc --- but keep in our ecosystem (e.g. keep in regular contact)



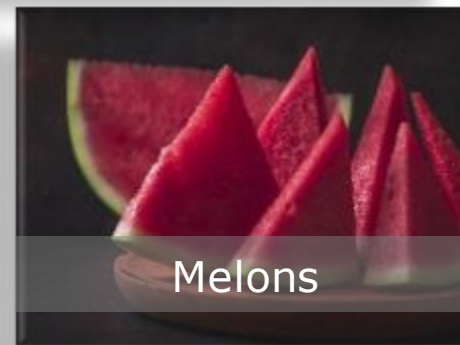
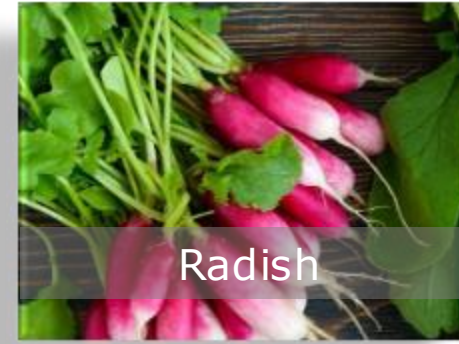
G's Growers

Juan Antonio Martínez León, Head of Product Analytics and Data Science



Crop Portfolio

 Also available as Organic



HIGHLIGHTS

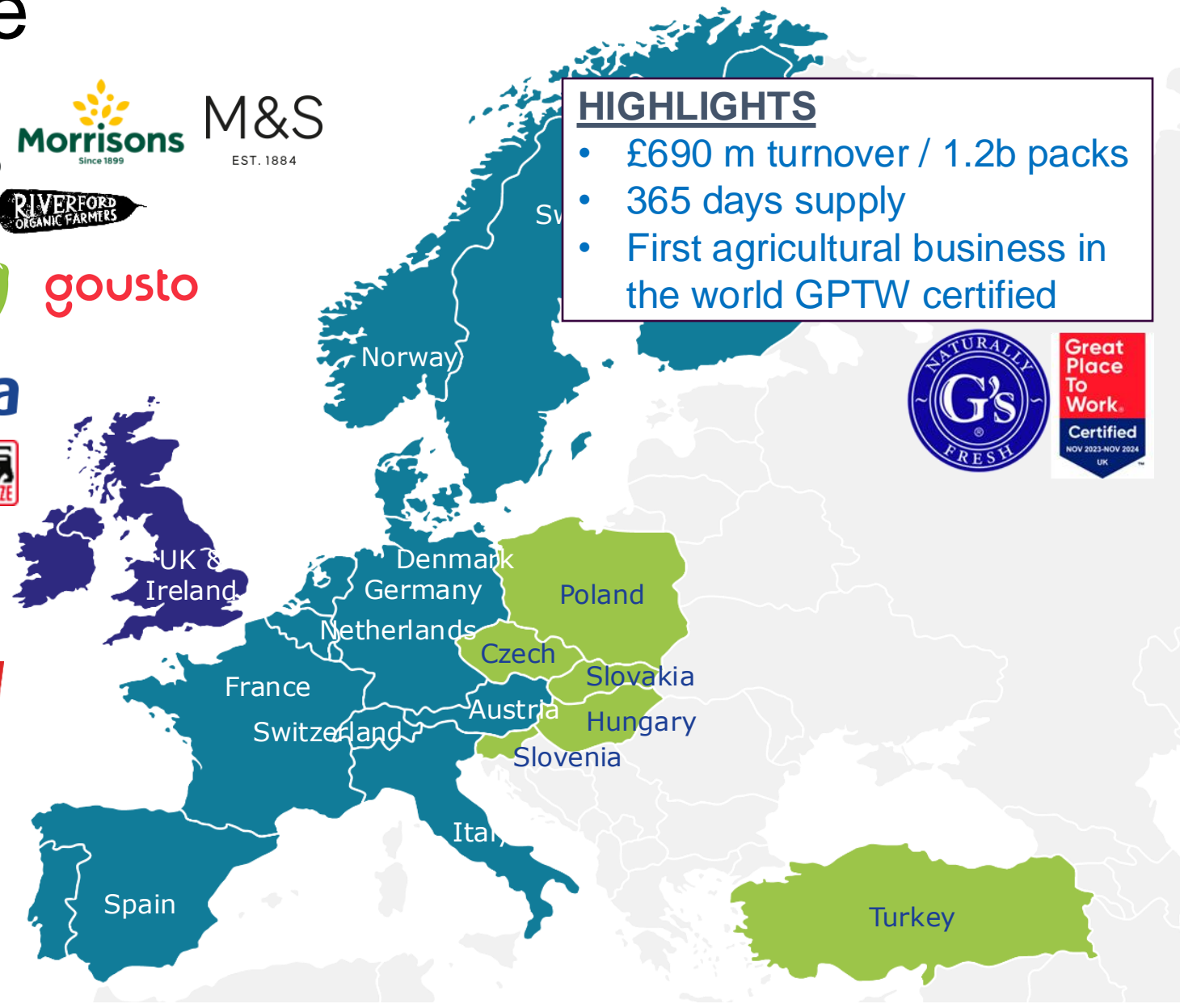
- Funded 1952 – 3rd Generation running the business
- 17,000Ha of crop worldwide / 8,800 in the UK
- Headquartered in the UK, farming operations in Spain, Czech, Poland, Senegal, and USA

Customer Base - Europe



HIGHLIGHTS

- £690 m turnover / 1.2b packs
- 365 days supply
- First agricultural business in the world GPTW certified



Our KTP Project

To apply new techniques in **data science** to the challenge of **predicting maturity date** for **iceberg lettuce**

Why?

- Leverage ML and AI to improve sowings decisions to reduce crop waste while securing weekly crop availability
- G's supplies c60% of the UK market (2.5 m heads sold per week), yet lowest profit per unit
- Highly sensitive to variations in growing conditions
- Represents broader salad crops characteristics

Our KTP Team



How are we improving our models?

Digital Twin

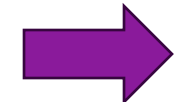
Question the model answers

IceCAM

When is the crop going to be ready for harvest?

ML-IceCAM

When is the crop going to be ready for harvest?



FreshCAM

And is my crop ahead/behind of where it should be?
What happens if?

What it is needed to get it to work

- Harvest Date
- Plant/Drill Date
- Temperature
- Solar radiation

- Harvest Date
- Plant/Drill Date
- Temperature
- Solar radiation
- Fleece and Mesh
- ... others

- Plant/Drill Date
- Temperature
- Solar radiation
- Fleece and Mesh
- Propagation
- Plant Quality
- Prog Plant Life
- ... others

63 Technology

Mathematical / Statistical model

Machine Learning model

Mechanistic Model



Panel discussion





Workshop on how to collaborate with an University in the East and funding available to help-

Franklin Room at 2:00pm

Introduction and KTP overview

Case study 1 AF Group and University of East Anglia

Case study 2 G's Growers and University of Essex

Speed Collaborating- chance for 1:1 discussions with up to three local Universities/Research Organisations





Innovate UK

Knowledge Transfer Partnerships

Contact us:-

Sharon Perry - Sharon.perry@iuk.ktn-uk.org

Jan Stringer – Jan.Stringer@iuk.ktn-uk.org

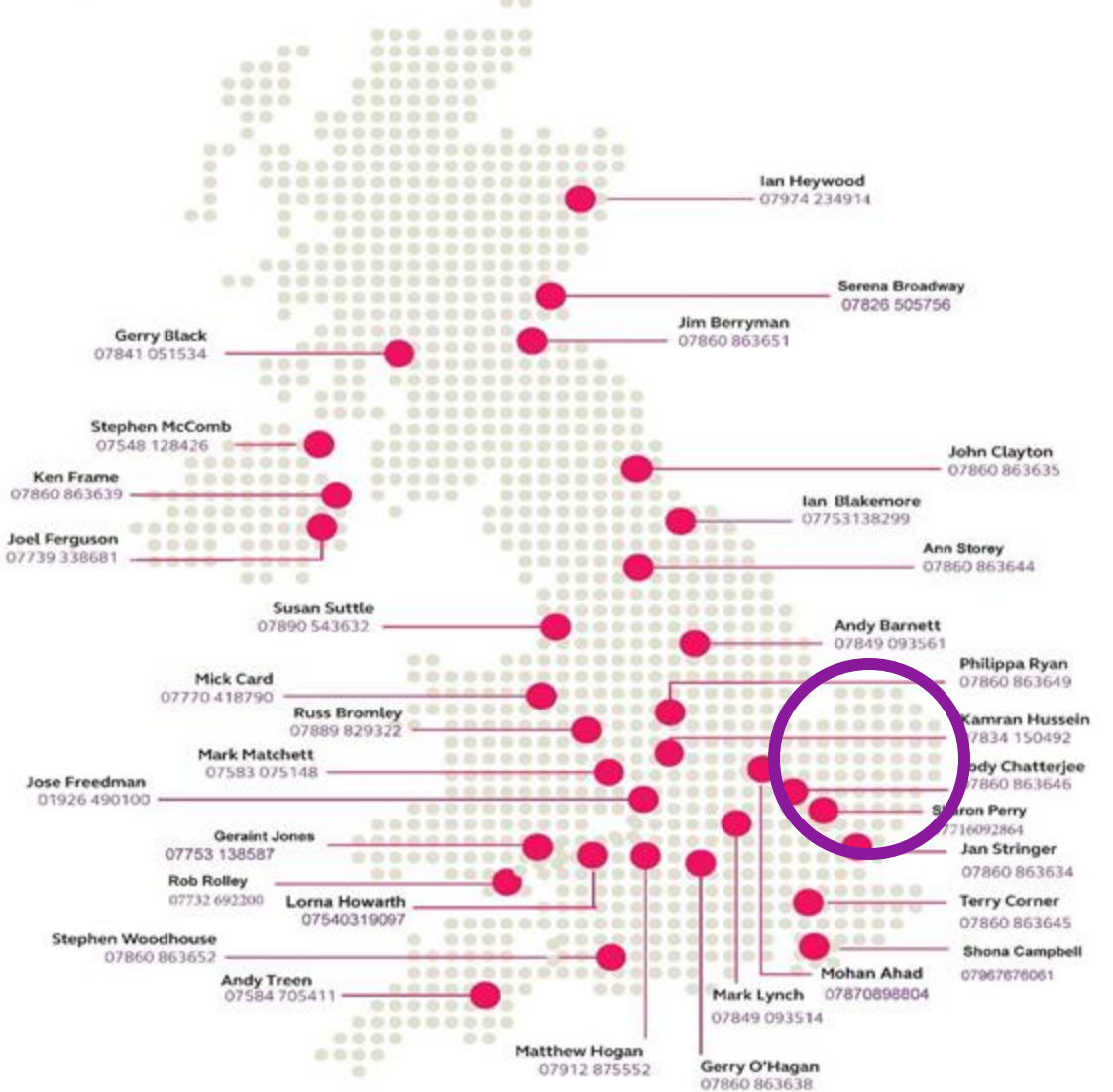
Knowledge Transfer Partnership (KTP) Team

IUK Business Connect

<https://www.ktp-uk.org>

Knowledge Transfer Adviser Map

Contact an adviser closest to the business location
firstname.lastname@iuk.ktn-uk.org
@KTN_KTP



How Local Innovation Support Can Grow Your Ideas

12:15-12:55





Innovate
UK

How Local Innovation Support Can Grow Your Ideas



James Allen
Connected
Innovation



Julie Pauley
Innovate UK
Business Growth



Leo Roubicek
Acer
Resources



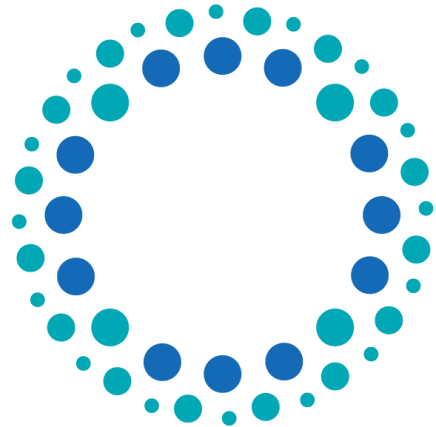
Nick Beresford
RSscan Lab Ltd/
Enerstor



**Imogen
Stevenson**
ORE Catapult



Azmat Hossain
Extend
Robotics



Connected Innovation

Innovate Local: East of England Conference
James Allen, Connected Innovation Programme Manager

Connected Innovation



The programme was launched by in Spring 2021 to help address regional innovation challenges in Norfolk and Suffolk and join the dots on the innovation ecosystem



Focused around cross sector innovation, innovation support and addressing key agendas such as the transition to net zero



Provides subject-matter expertise on technology trends and connects innovators with globally significant research base



Supports a wide range of events to showcase funding and investment opportunities, new innovation hubs, technology showcases, research strengths and cross-cluster initiatives



Innovation
Hubs in the
Network

27



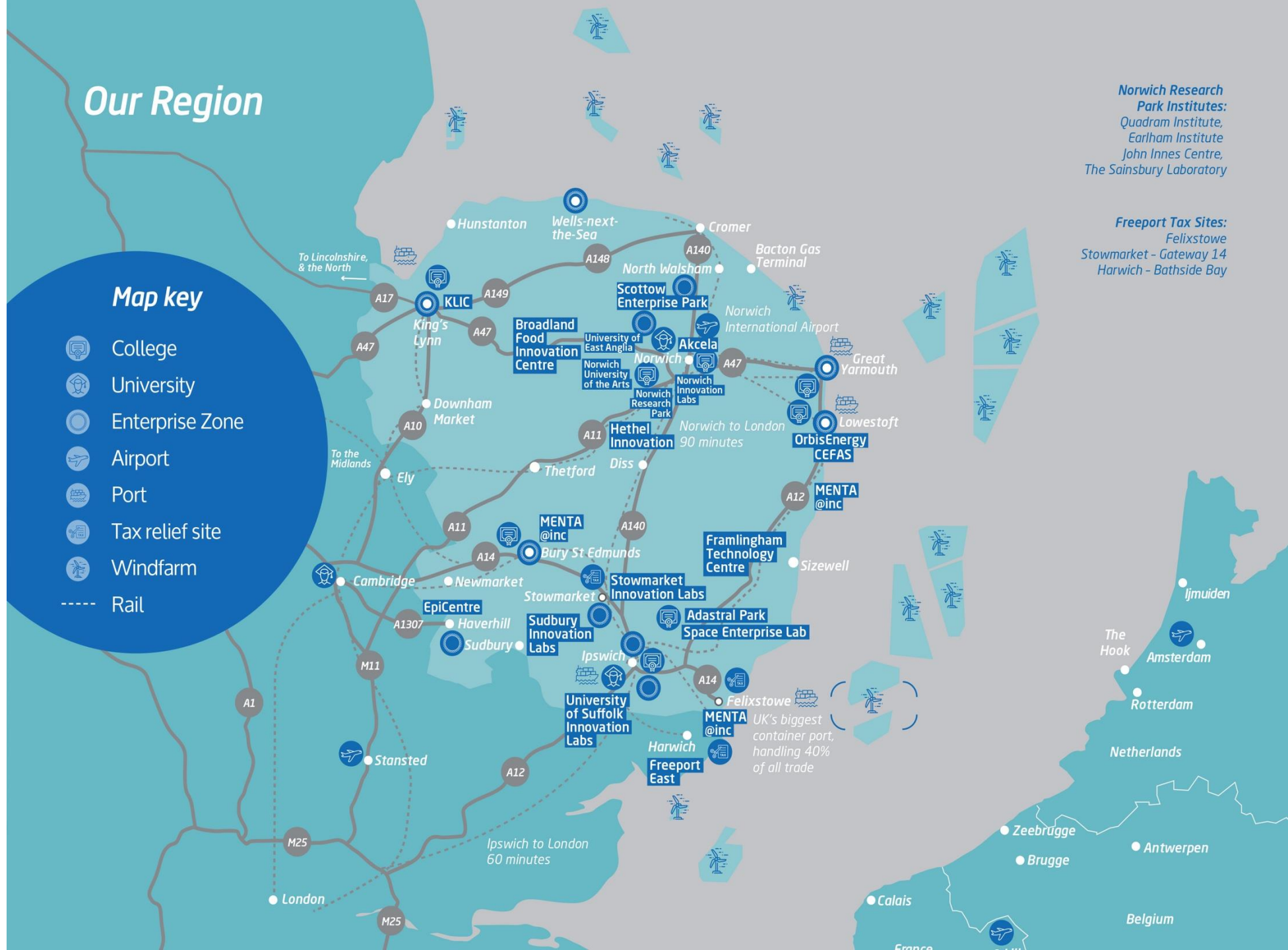
Businesses
within the
network

800+



Research / Academic
Institutions in the
Network

10



Regional Key Sectors



Health and
Life Sciences



Food and
Agri-tech



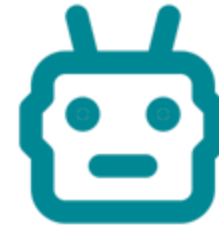
Engineering



Energy



Marine
Science



AI and
Robotics



Digital Tech



Space



Creative
Industries



Regional Cluster Partners





Innovate Local: East

12 September 2024
09:30-15:30



Innovate UK New Anglia Local Action Plan



Create Growth Programme

Helping businesses in England convert their creative potential into creative growth.





Innovation Grant Mentoring Project



The Innovation Grant Mentoring Project was set up to address the region's track record of securing funding from Innovate UK



Important to raise inspiration and awareness of the huge variety of opportunities for entrepreneurs and innovative companies through Innovate UK – webinars, case studies, etc.



Free bid writing and grant mentoring support – providing access to a pool of mentors that have a strong track record



£50k per annum for each County Council has secured +£2.1m in funding from Innovate UK, across a wide range of competitions

Connected Innovation Delivery Team



James Allen
Connected
Innovation
Programme Manager



Katie Snell
Innovation Clusters
Lead



Scott Cogman
Innovation Hubs
Lead



Laura Hill
Innovation Grant
Mentoring Project
Manager



Contact Us

[Contact - Connected Innovation](#)

[View the Innovation Prospectus HERE](#)

Acer Resources

Leo Roubicek - Founder

Acer Farms



- Founded June 22 and **developing large-scale 'vertical farms'** – growing fruit & veg in climate controlled rooms under LEDs.
- Previously Head of International at a vertical farmer in Japan, helping to deliver two farms growing 3-4 tonnes of leafy greens every day.
- Pre-revenue and focused on R&D of the technologies needed for high-productivity at large-scale.
- The Greenhouse accelerator programme for climate startups 2022/23.
- EIT Food Seedbed for Europe's leading food industry startups 2024.
- **Supported by Innovate UK Business Growth Eastern England.**
- 3x unsuccessful and 2x successful grant application to Innovate UK.

Introducing Innovate UK Business Growth

We enable ambitious innovative, high growth businesses, with strong commercial potential to significantly improve the UK economy, to accelerate their growth and achieve scale



**Exploit and
manage business
innovation**



**Source funding
and finance**



Enter new markets



Innovate
UK

Business
Growth

Innovate UK Business Growth Consortium



Innovate
UK

Business
Growth

A group of seven business professionals (four men and three women) are shown from an overhead perspective, arranged in a circle. They are all looking down at their hands, which are holding glowing lightbulbs. The lightbulbs are arranged in a circle, creating a central point of light. The background is a dark, textured surface.

Here to help you solve your
business challenges

**300⁺ Impartial, Experienced
Innovation & Growth Specialists**

**Your
Specialist is**
Knowledgeable, objective
and impartial

**They have lived
business**
We get the opportunities
and challenges

**Intelligent
Networking allows**
Exclusive access to our
ecosystem



Innovate
UK

Business
Growth

Innovate UK Business Growth achievements from April 2023 to March 2024

We have supported **10,640** businesses across the UK. These businesses have seen outcomes to the value of:

£674m

INVESTMENT & DEBT FINANCE RAISED
AND GRANT FUNDING SECURED

6,713

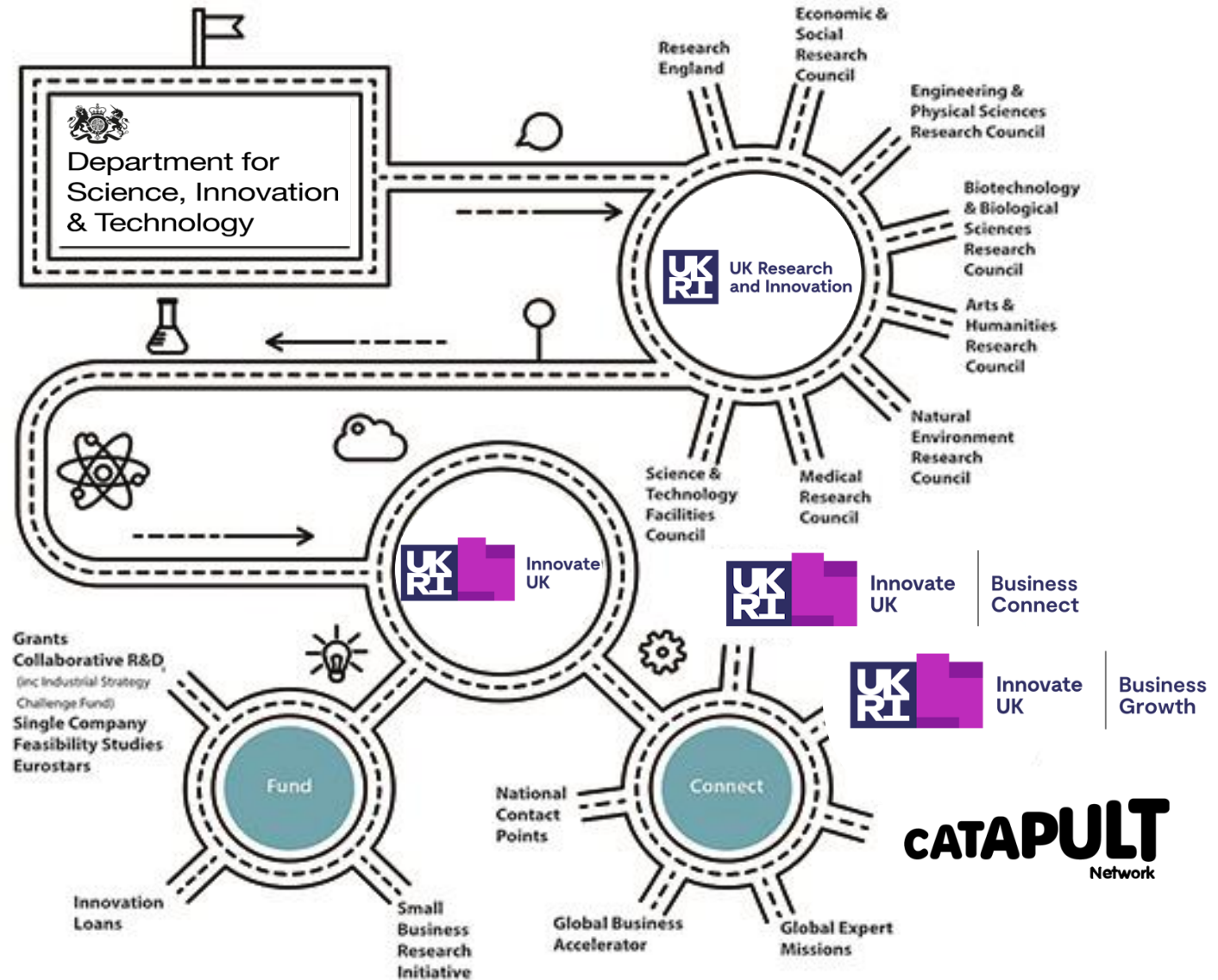
JOBS CREATED OR MAINTAINED



Innovate
UK

Business
Growth

Our Ecosystem



Innovate UK

Business Growth

Tailored Innovation Mentoring & Growth Support

Building Partnerships

Strategy & Growth

Sales & Marketing

Global Expansion

Investment Readiness

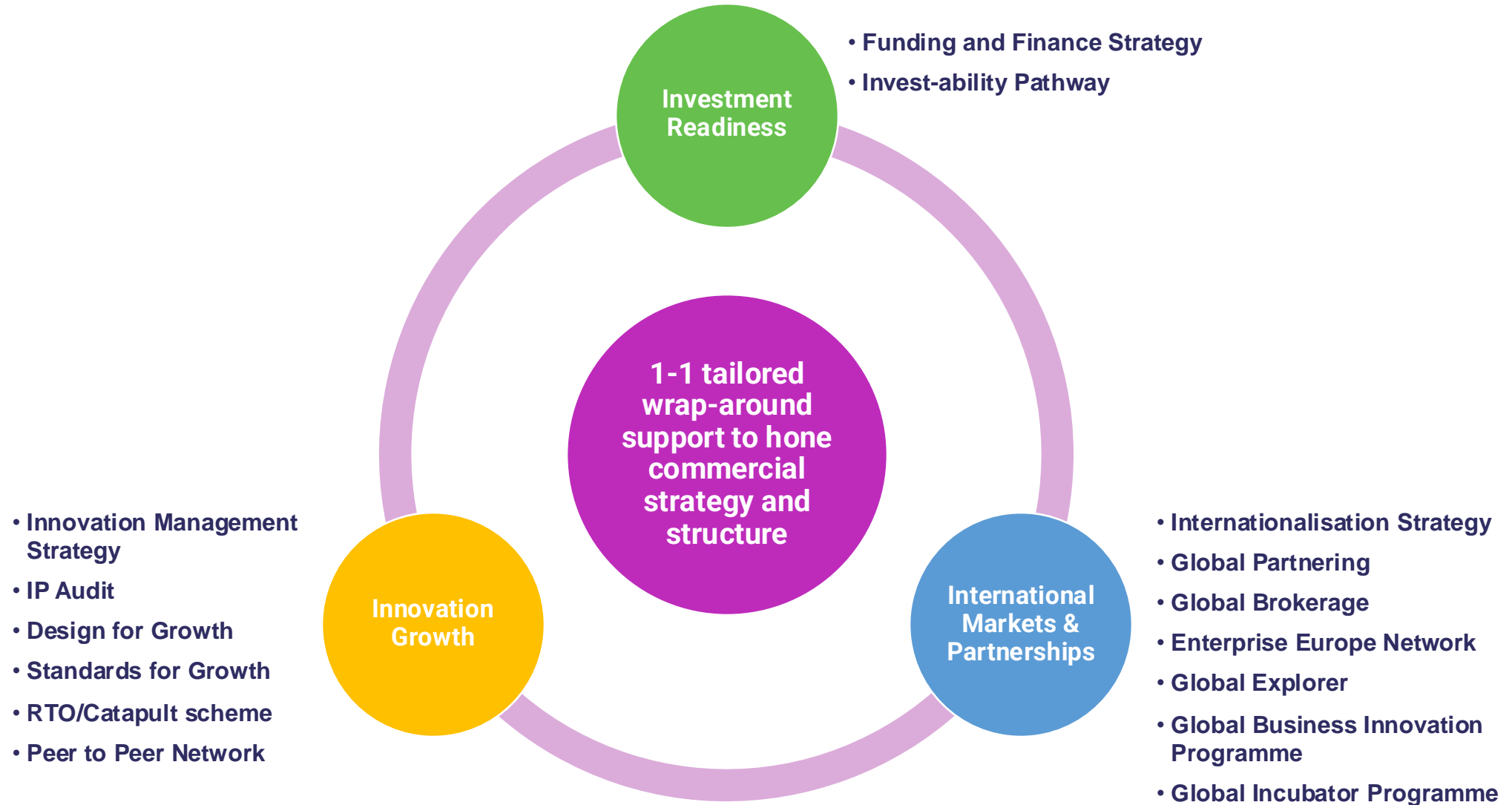
Measurable Outcomes



Innovate
UK

Business
Growth

Innovate UK Business Growth High Growth Service Offer



Innovate
UK

Business
Growth

Enter New Markets

Our specialists offer innovative SMEs several ways to build their knowledge of, and exploit opportunities in, key overseas markets – including supported immersion in specific international markets through our targeted programmes.



Global Business Innovation Programme

- Market and sector focused programme to facilitate overseas partnerships and collaborations

Global Incubator Programme

- An acceleration programme for innovative businesses to work with world-leading overseas incubators

Attend brokerage events

- Research, technology and business opportunities via our partnering database

Vertical Markets

- Position your business in future value chains, systems and supply chains



Innovate
UK

Business
Growth

Global Business Innovation Programmes- Open

Agri-Tech Australia Open -Sept –Oct 24 (Visit Feb 25)

Adv Man Taiwan Open -Sept –Nov 24 (Visit March 25)



Innovate
UK

Business
Growth

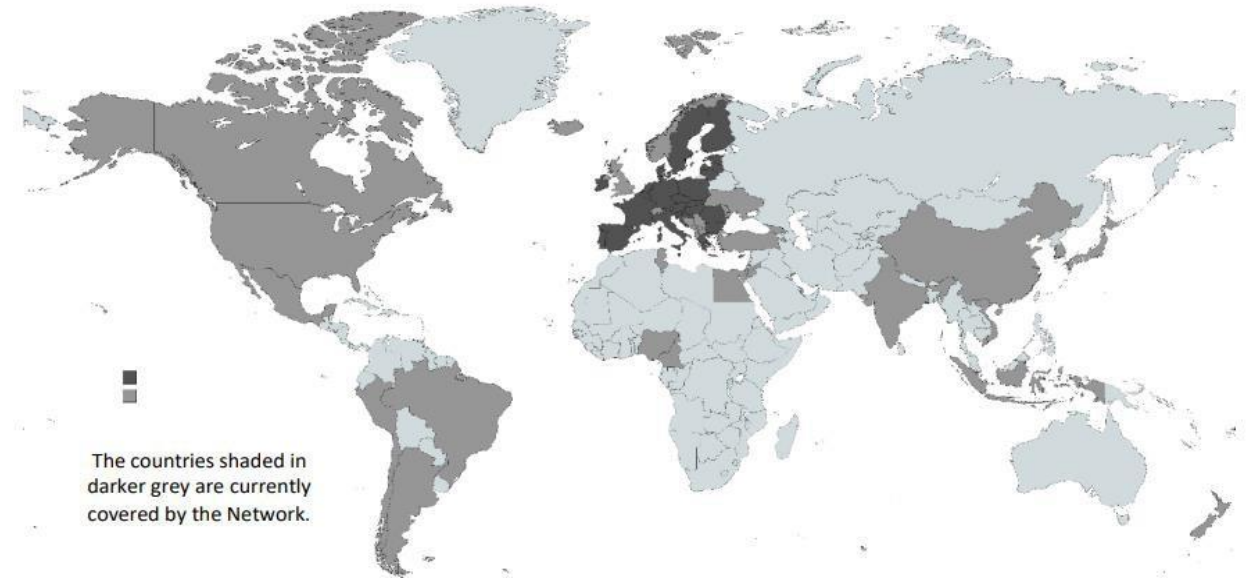
The UK is an International Network Partner of the Enterprise Europe Network

Helping UK businesses to innovate and grow internationally, specifically those looking to countries in the EC's Single Market Program

Who are our partners?



een.ec.europa.eu



Innovate UK

Business Growth



Business Support on Your Doorstep

We work with businesses



INNOVATION AT MVP / PROTOTYPE OR BEYOND



INNOVATION DISRUPT A MARKET



20% HIGH GROWTH POTENTIAL PA

THIS CAN INCLUDE INVESTMENT, TURNOVER OR EMPLOYEES



5 - 250 EMPLOYEES



POTENTIAL TO INTERNATIONALISE



SENIOR TEAM OPEN TO EXTERNAL SUPPORT



Innovate UK

Business Growth

We work with businesses



INNOVATION AT
MVP / PROTO
OR BEYOND

AN INNOVATION - A PRODUCT, SERVICE OR BUSINESS MODEL THAT IS RADICALLY OR INCREMENTALLY NEW TO, AND ADDS VALUE TO THE MARKETPLACE

20%
GROWTH
TIAL PA



5 - 250
EMPLOYEES

RADICAL INNOVATION – A GROUND-BREAKING NEW PRODUCT THAT USES NEW TECHNOLOGIES OR COMBINES EXISTING TECHNOLOGIES IN A NEW WAY TO CREATE NEW USES THAT ADDS SIGNIFICANT VALUE TO THE MARKETPLACE



AM OPEN TO
L SUPPORT

INCREMENTAL INNOVATION – AN EXISTING PRODUCT WHOSE PERFORMANCE HAS BEEN SIGNIFICANTLY ENHANCED OR UPGRADED TO ADD INCREASED VALUE TO THE MARKETPLACE



Innovate UK

Business Growth

Rsscan Lab Ltd t/a Enerstor

Nick Beresford –Director

Started with IUK
Business Growth
Nov 2020

Following the successful
application of an
IUK grant

Sustainable Innovation
Fund £94k

IP support

Support with IP strategy
to include IP funding for
audit £3k

Now- 2 patents pending

Funding

Funding
£15k RTO Catapult
Grant to work with MTC
Review manual
processes

(Issue of manufacturing
demand need to
increase production)

Marketing Strategy

Assisted with a
Marketing Strategy in
preparation to launch
new products



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UK

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Growth

Contact

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Project Manager

Innovate UK Business Growth

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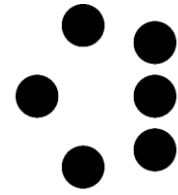


Innovate
UK

Business
Growth

Offshore Renewable Energy Catapult

‘Our mission is to incentivize investment in the offshore renewable energy sector by de-risking supply chain innovation.’



EXTEND ROBOTICS

Extend Human Capability Beyond Physical Existence

Human-Robot Interface
Software, using
Extended
Reality technology
(MR/VR/AR), to enable
non-robotic experts to
operate robots
from remote locations.

Launch Academy East of England

“Breaking down barriers to commercialisation and accelerating product launch in the valley of death”

Specialised Industry Knowledge

Business Case
Analysis

Technology
Development Support

Offshore Wind
101

Business Growth Expertise

Value
Proposition

Story
Accelerator

Investor
Readiness

Export
Opportunities

Grant Funding
101

Professional Services

Legal Support

IP Strategy

Smart Accounting

Launch Academy Impact to Date

Total Private
Investment
Raised

£2.5m

Total Grant Funding
Awarded

£587k

Number of
Products/Services
Commercialised

13

Number of Patents
Filed

102

Number of Grants
Awarded

10

Growth in Overall
Headcount

9

Operational Bases
Created

1

Ready for Market or Ready to Invest

Bigger Companies

Increased headcount, new operational bases, increased (or first!) revenue

More Innovative Companies

Increased technology readiness, new products and services to market, new patents filed

Better Funded Companies

Investment raised, CR&D grant funding won

Future Support

