



Innovate UK EDGE

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

All Energy Glasgow 10th May 2023

Jane Watters



Innovate
UK
EDGE

The three “I”s

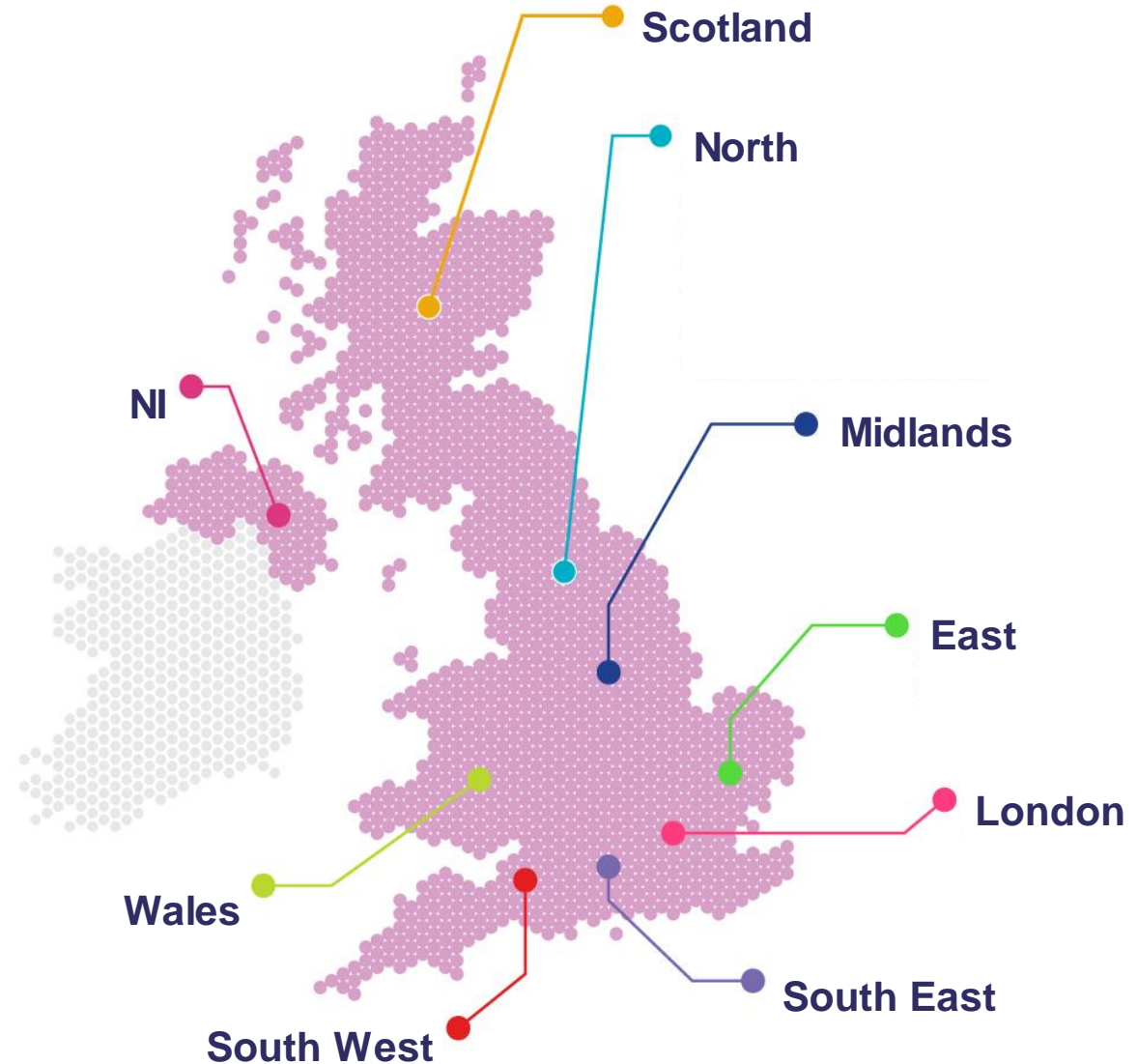
Innovation management

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 \(\[scottish-enterprise.com\]\(https://scottish-enterprise.com\)\)](#)

[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



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 Mountney, Odin Vision**

Current Partnering Opportunities...



The screenshot shows the Konfer website interface. At the top is a dark blue navigation bar with the 'konfer' logo on the left and links for 'Home', 'Explore', 'About', 'Help', and a user profile icon on the right. Below the navigation bar is a large banner image of a red offshore crane vessel working on a wind farm. Overlaid on the left side of the banner is the 'UKRI Innovate UK EDGE' logo. Below the banner, the main content area features a title: 'SME seeking partners in rope and net manufacturing for a testing demonstration of a modular floating energy platform'. To the right of the title is the 'innovate uk' logo. Below the title, it says 'Collaboration brought to you by Innovate UK EDGE'. At the bottom, 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' respectively.

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

innovate uk

Others listed:

- Industry co-developer sought for large, deep water, motion resisting offshore crane vessel - <https://konfer.online/collaboration/detail/64147c1abcc383bc9fdcbce43?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!



Deadline 15th May
Market visit 21st July – 2nd 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

www.innovateukedge.ukri.org

0300 123 3066

contact@innovateukedge.ukri.org



Innovate
UK
EDGE

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



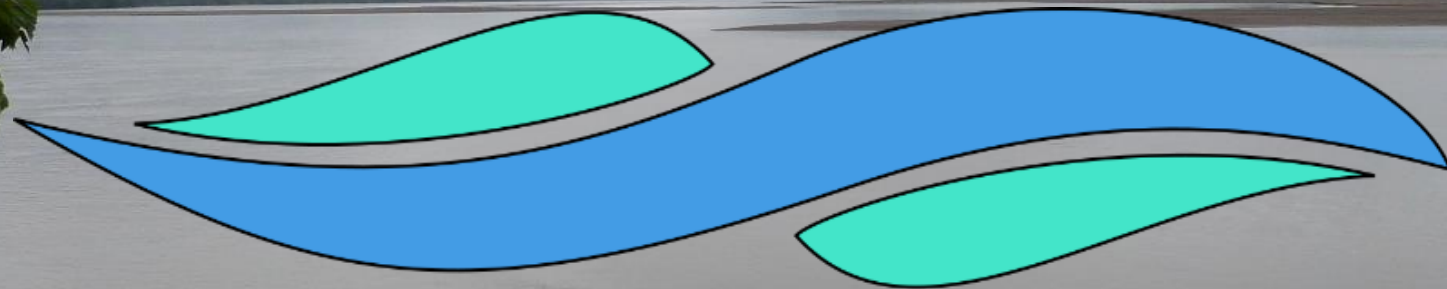
@InnovateUK



Innovate UK

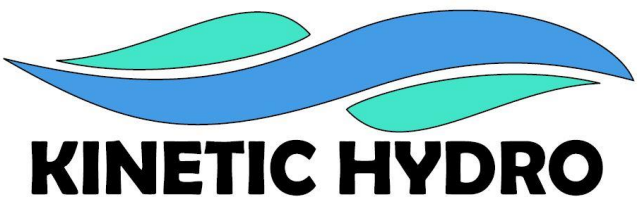


Innovate UK



KINETIC HYDRO

River turbines for affordable energy



Energy Catalyst and Fast Start



**Practical
ACTION**





Thank You

For further information please contact:

Donald Naylor
Kinetic Hydro Ltd.
38A Dick Place
Edinburgh
EH9 2JB

Mobile: 07740 407911

Email: Donald@kinetic-hydro.com

Website: <http://www.kinetic-hydro.com>

