



Innovate UK Business Growth

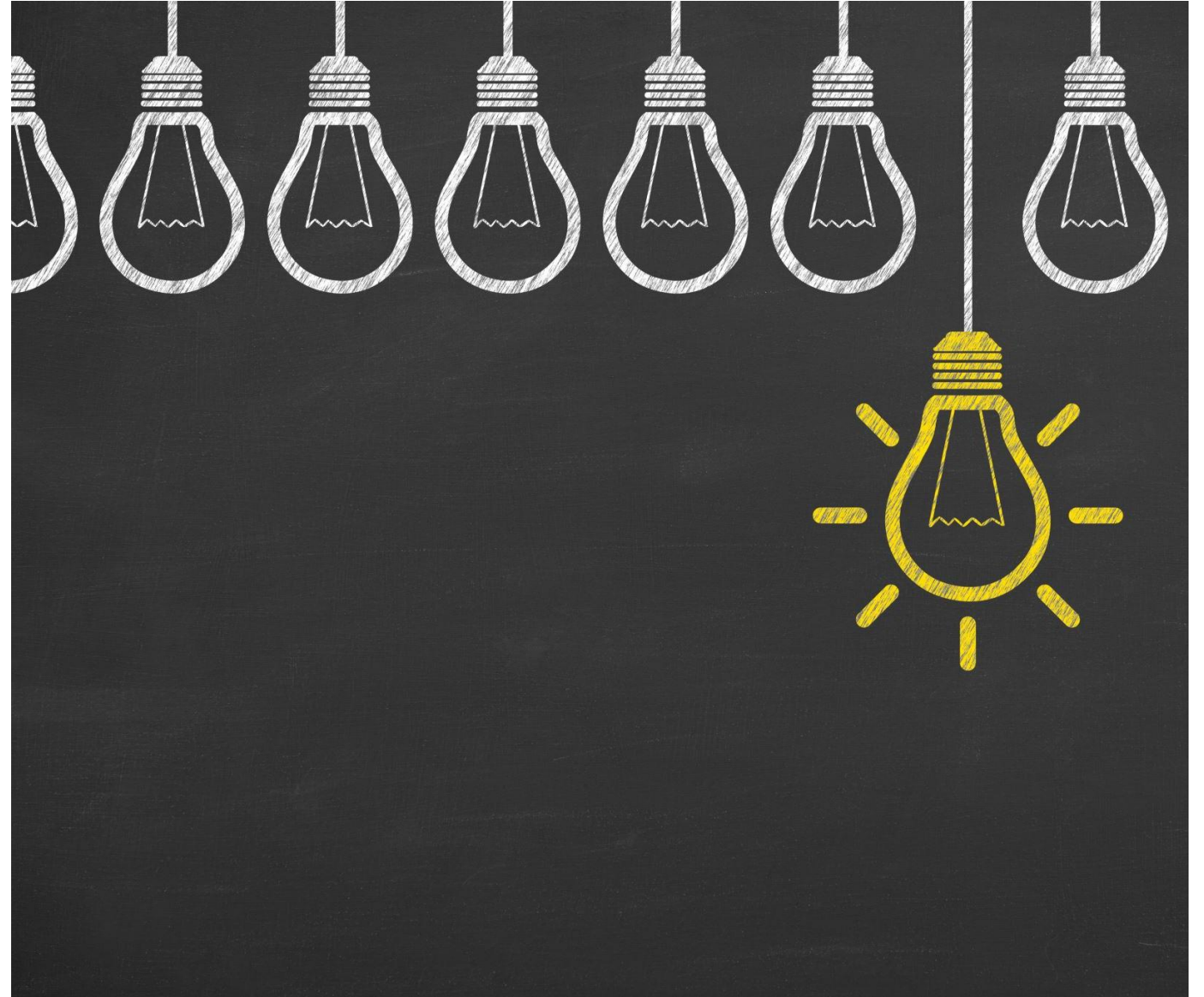
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**Innovate UK
Business Growth
is the new name
for Innovate UK
EDGE.**



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What is Innovate UK Business Growth?



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Innovate UK Business Growth Consortium Partners

- 21 delivery partners*
- 400+ Innovation and Growth Specialists, including 34 Scaleup Directors
- Working with c.10000 businesses pa

*Please note that the partners are not commensurate in size as organisations and their geographic areas of responsibility also differ in size



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We enable ambitious and innovative SMEs to scale and grow, by helping them

- Exploit innovation
- Source funding
- Enter new markets



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Exploit innovation



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The background of the slide features a blurred image of three people in a professional setting. One person is holding a large, dark grey 3D printed model of a mechanical part. Overlaid on this image is a hand-drawn flowchart with rectangular boxes and arrows, suggesting a process or workflow. The overall tone is professional and innovative.

Innovation management

- Developing a strong innovation culture
- Adapting a business model
- Setting project success criteria, applying project management principles
- Establishing manufacturing readiness
- Ensuring market readiness
 - Validating technology
 - Identifying value propositions
 - Understanding market potential, and
 - Building marketing strategies
 - Developing direct and indirect commercial strategies



Connections to the innovation eco-system

- Catapults
- Laboratories e.g. NPL
- BSI
- Innovate UK Business Connect
- The investor community
- Intellectual Property Office
- Universities



Exploiting intellectual property

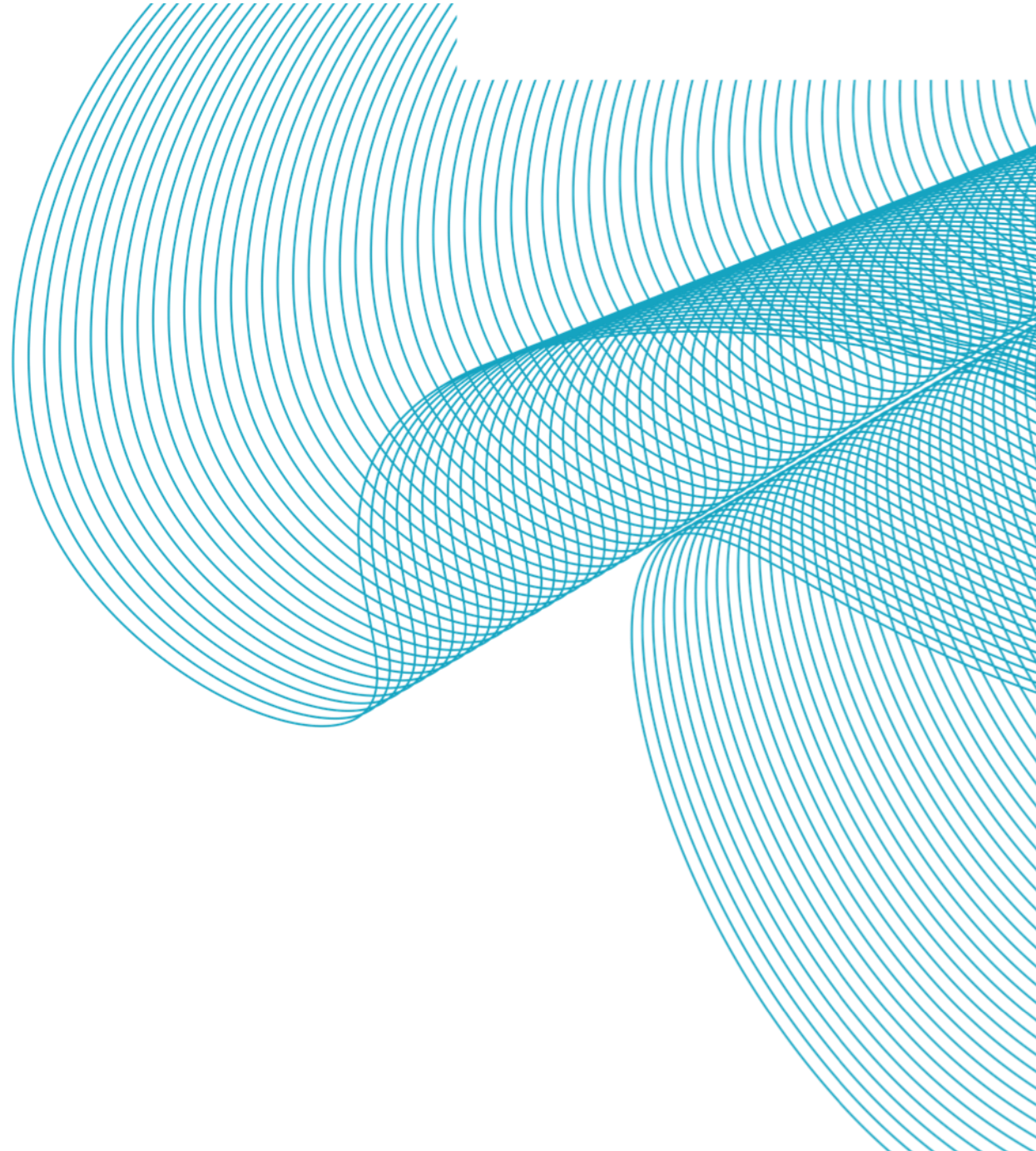
- Identifying different types of IP and protection: patents, trade marks, design rights, copyright, NDAs, etc.
- Advice on patent, trade mark and design registration search tools
- Development of business processes to capture and manage IP
- UK and international protection strategies
- Where to get appropriate professional services advice

Source funding and finance



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Source funding and finance

- We help innovative SMEs make sense of the many funding and finance opportunities available.
- We advise on the best options from regional, national and international sources, both public and private, to support your innovation and expansion plans.
- We assist you to develop your finance and funding strategy and review your applications as a critical friend.



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Invest-ability

- Two-days of comprehensive pitch training
- Access to leading pitch & investment experts
- Bespoke support from a growth specialist
- An opportunity to build a clear, compelling and credible investment proposition
- Introductions to active investor networks in your region and across the UK
- Supercharging your elevator pitch
- Constructive no-risk feedback from a panel of real investors



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Enter new markets



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Enterprise Europe Network

- Helps businesses across more than 65 countries worldwide to innovate and grow on an international scale.
- Access expertise, contacts and events to connect companies with international partners.
- Advice for international growth – expert advice for growth and expansion into international markets.
- Access expert groups covering key economic sectors including healthcare, agri-food, intelligent energy and biotechnology.



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Global partnering opportunities

- Search a global partnership database for relevant opportunities.
- Search for business and academic partners to manufacture, distribute, co-develop and supply your products, ideas and services.
- View an opportunity and express your interest
- Our specialist team collate responses and introduce matched partners to each other.



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Global Incubator Programme

- Acceleration programme for innovative SMEs to explore the potential of overseas markets
- Four stage programme:
 - Prepare - two-day preparation workshop
 - Participate – market visit
 - Pursue – develop strategic plan
 - Exploit – consider the potential funding, connections, skills and expertise required to enable growth



Global Business Innovation Programme (GBIP)

- Up to 15 high-growth innovative businesses are supported during each GBIP
- Three stages
 - Prepare – briefings on specific overseas market and culture
 - Visit – trip including pre-arranged meetings and company visit
 - Exploit – work with growth specialist to growth specialist to help develop and implement an action plan



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Example of our holistic business support to an IT company

- Allocated Innovation and Growth Specialist as your trusted partner and sounding board
- Business strategy & planning, sales & digital marketing
- International search for international product development and service providers partners
- Funding & finance support: Innovate UK grants & loans, debt & equity finance
 - £15K Research and Technology Organisation (RTO)/Catapult grant funding for R&D project *
 - Invest-ability: Investment readiness training programme*
 - Industry focused pitch practice panel*
- Design for Growth programme*
- International opportunities such as Global Business Innovation Programmes* & Global Incubator Programme*
- IP audit*
- Regulatory support including BSI online (BSOL) viewing access
- Connections: for example to KTN, UKEF, DBT, etc.
- Funding application reviews



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* Access depends on availability and is based on a competitive application process

Ready to scale-up?



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Scaleup Programme

Overview and Introduction

Scaleup Programme Overview

Ambitious programme funded by IUK and Enterprise Europe Network

Supports innovative SMEs on the cusp of scaling or who are already on a Scaleup journey

Aimed at businesses close to £1m turnover with potential to grow exponentially in the next 12-18 months, without increasing their cost base at the same rate

Looking to support a growing number of innovation-led SMEs, capable of 50 to 100% annual growth moving them, for example, from 500k to £1 million, £1m to £2m, £5m to £10m, 10m to £20m



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Scaleup Programme Overview

- 12-15 months 121 Support
- Bespoke to individual clients
- Framed in addressing 3 barriers to scaling
- Account Director appointed to plan and manage client journey
- Access to 30 + Scaleup Directors with a matrix of skills and connectivity across domains such as finance, M&A, international markets, IP, supply chains, scale up leadership and talent management
- Access to Scaleup Growth Fund (on application)
- Soft landing to the benefits of joining the Alumni Community on completion



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Scaleup Programme offer

And why it's different...

It is national and sector agnostic
Expertise, Knowledge and
Connections – via access to the
Scaleup Board.

Dedicated Account Director manages each
company via one-to-one dialogue.



Intensive support – based on
need, with appropriate time
allocation (not restricted to a set
number of days)

Appropriate Scaleup Directors are
mobilised to address key barriers to
scaling and an action plan is agreed
and delivered

Ideal Scaleup Candidates

- Established, growth potential 50-100%
- Validated, repeatable, scalable business model
- Growing, with a typical turnover of £1m pa
- Driven by disruptive innovation
- Ambition to expand in current market(s)
- Ambition to expand in new or international markets
- Commercially sustainable
- Sector agnostic



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Thank You

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Questions?



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