

Grant Funding Masterclass Series

January & February
2025

Welcome!

Rod Howells | Justin Davis





**Empower businesses to
build greener futures**

Southwest Wales Launchpad



The Southwest Wales Net Zero Launchpad

Three Pillars





- Business Support
- Industry Outreach
- Academic Outreach

Grant Funding Masterclass Series: January & February 2025

Weekly 1-hour webinars | Wednesdays | 10:00 AM - 11:00 AM

This interactive and engaging series is designed to equip attendees with practical knowledge and strategies for assessing, securing, and managing Innovate UK-funded projects.

Each session includes 30 minutes of expert talks and a 30-minute Q&A session.

Session Title	Date	Time	Content Summary
 Preparing a Grant Application	January 15, 2025	10:00 AM - 11:00 AM	Learn how to select the right grant, understand its requirements, and manage a collaborative application effectively. Topics include fund selection, financial planning, IP, and sustainability.
 The Grant Writing Process – Hints and Tips	January 22, 2025	10:00 AM - 11:00 AM	Practical strategies for crafting clear, compelling grant applications, with tips on structuring answers, financial justification, and addressing key criteria.
 Key Steps in Managing a Successful Project	January 29, 2025	10:00 AM - 11:00 AM	Insights into managing risks, partners, and finances effectively. Covers risk mitigation, financial tracking, compliance, and reporting to funding bodies.
 Continued Funding and Commercialisation	February 5, 2025	10:00 AM - 11:00 AM	Guidance on planning for continued funding, marketing innovations, and accessing local and Welsh Government support for scaling and commercialisation.

Session 4:

Continued Funding and Commercialisation

Summary: Learn how to plan for continued funding, market your innovations, and access support from local councils and the Welsh Government.

Topics Covered:

- Next steps and considerations post-project
- Routes to market: what are the next steps?
- Areas to gain support

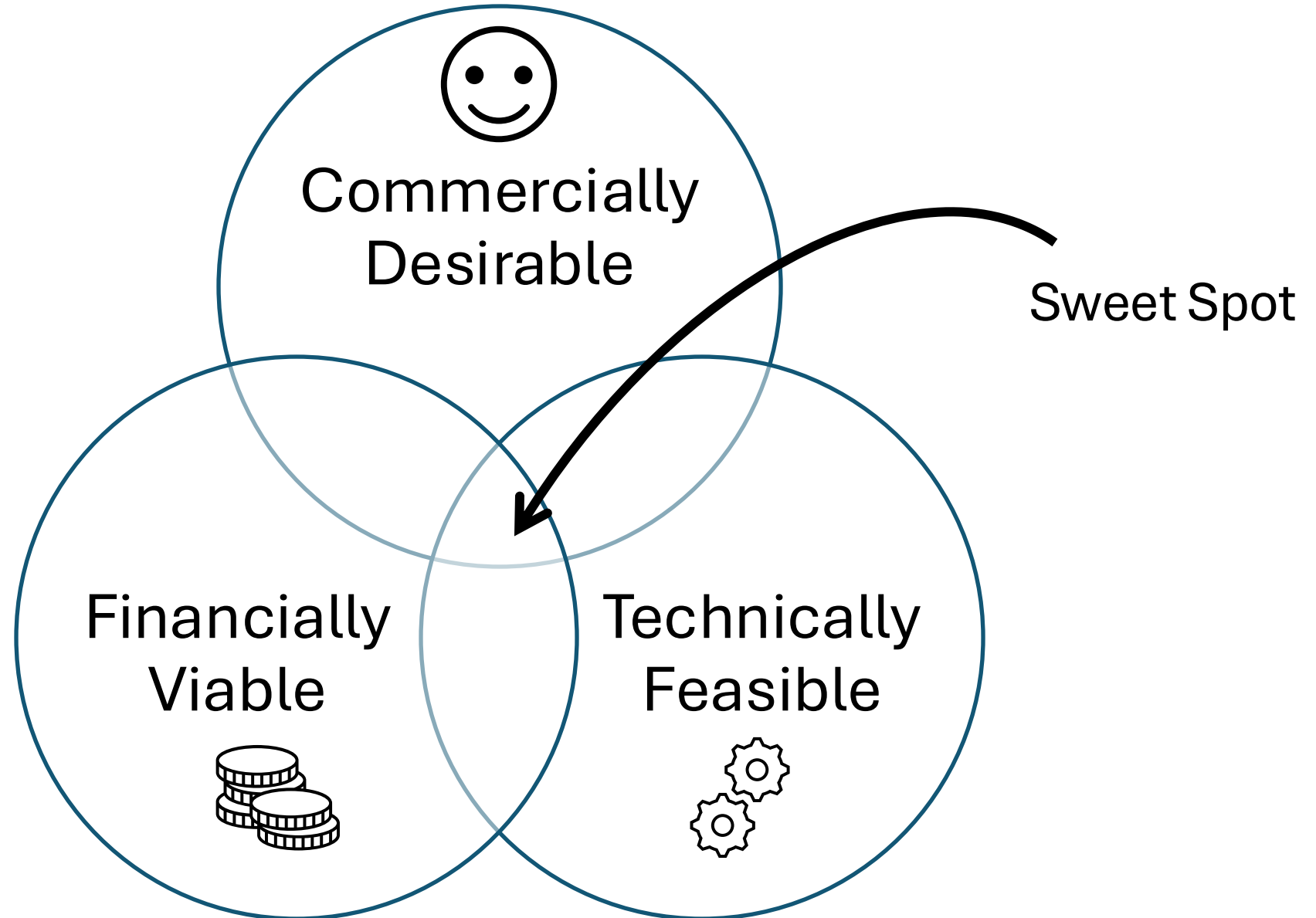


Successful Commercialisation

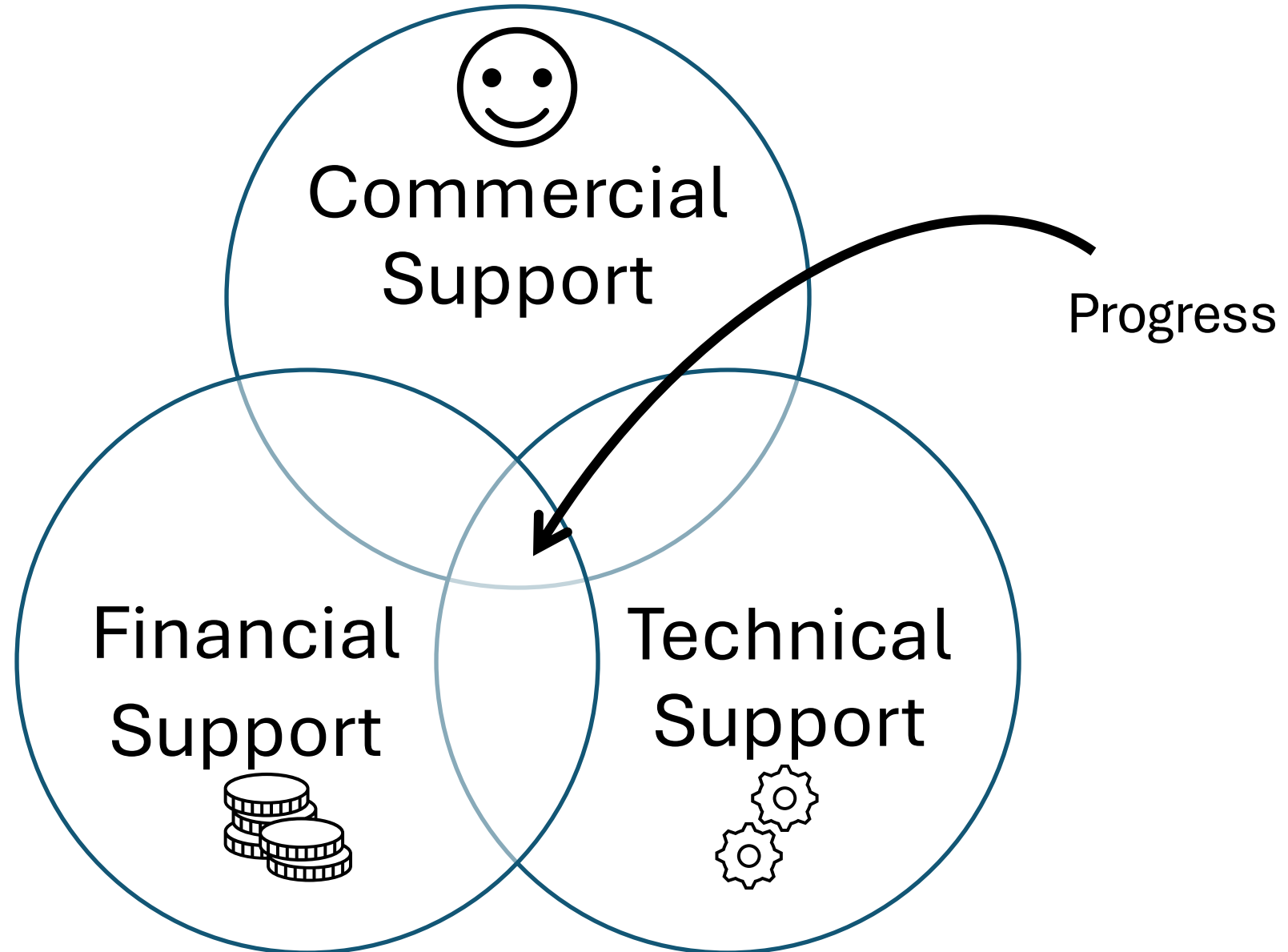
From Idea to Reality



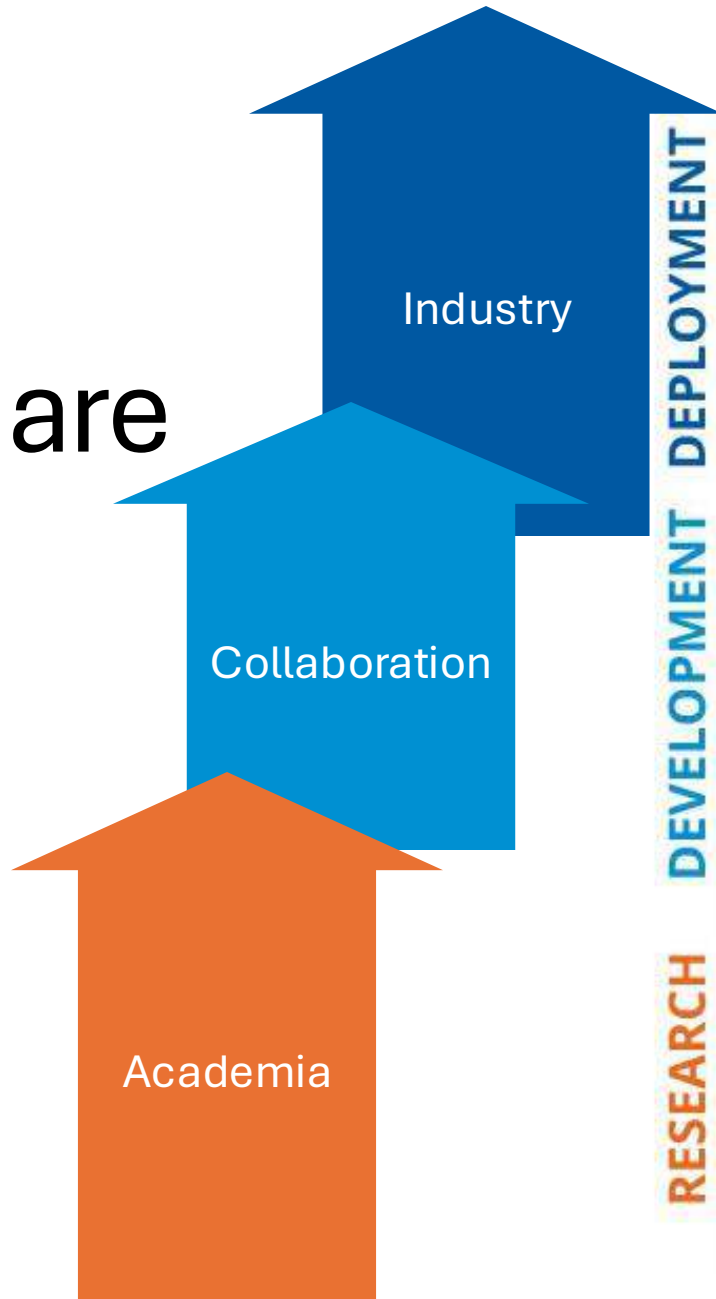
Successful Projects



What support do I need?



Where are you?



TECHNOLOGY READINESS LEVEL (TRL)

RESEARCH	9	ACTUAL SYSTEM PROVEN IN OPERATIONAL ENVIRONMENT
	8	SYSTEM COMPLETE AND QUALIFIED
	7	SYSTEM PROTOTYPE DEMONSTRATION IN OPERATIONAL ENVIRONMENT
DEVELOPMENT DEPLOYMENT	6	TECHNOLOGY DEMONSTRATED IN RELEVANT ENVIRONMENT
	5	TECHNOLOGY VALIDATED IN RELEVANT ENVIRONMENT
	4	TECHNOLOGY VALIDATED IN LAB
	3	EXPERIMENTAL PROOF OF CONCEPT
	2	TECHNOLOGY CONCEPT FORMULATED
	1	BASIC PRINCIPLES OBSERVED

Commercial Readiness Levels



Routes to Market

What is your strategy?

- Do it all yourself?
- Work with partners?
- License Agreements?





Support Landscape

Navigating the Maze!

UK Government



**UK Research
and Innovation**

- Formed 2018
- Sponsored by DSIT
- 7 Research Councils
- Research England
- Innovate UK

“UKRI convenes, catalyses and invests in close collaboration with others to build a thriving, inclusive research and innovation system”



Works with SMEs to help them grow and scale



Connects innovators to partners and opportunities

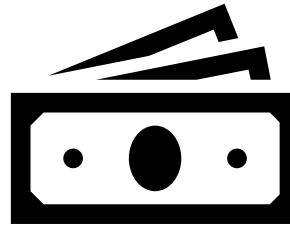
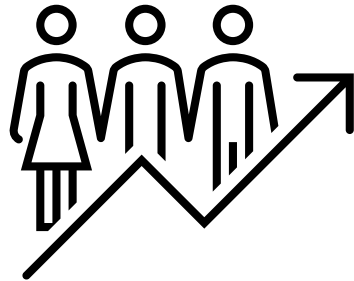


Network of technology and innovation centres



**Innovate
UK**

**Business
Growth**



**Manage innovation
effectively**

**Build investment
readiness**

**Enter global
markets**

<https://iuk-business-connect.org.uk/business-growth/>



Innovate
UK

Business
Connect

1

Deep Expertise

We have wide ranging expertise and convene the expertise of others. Through our network of experts, we ensure ideas are shared across diverse sectors and communities, so that opportunities are identified for innovation.

2

Powerful Connections

We create powerful connections, with business at the heart of everything we do. We source and create powerful connections with potential partners, ensuring that the benefits of your new ideas are felt locally as well as nationally and globally.

3

Future Shaping

We shape the innovation communities of the future. We actively build communities around emerging innovations and sectors to prepare markets for the global opportunities and challenges ahead.

4

Our People

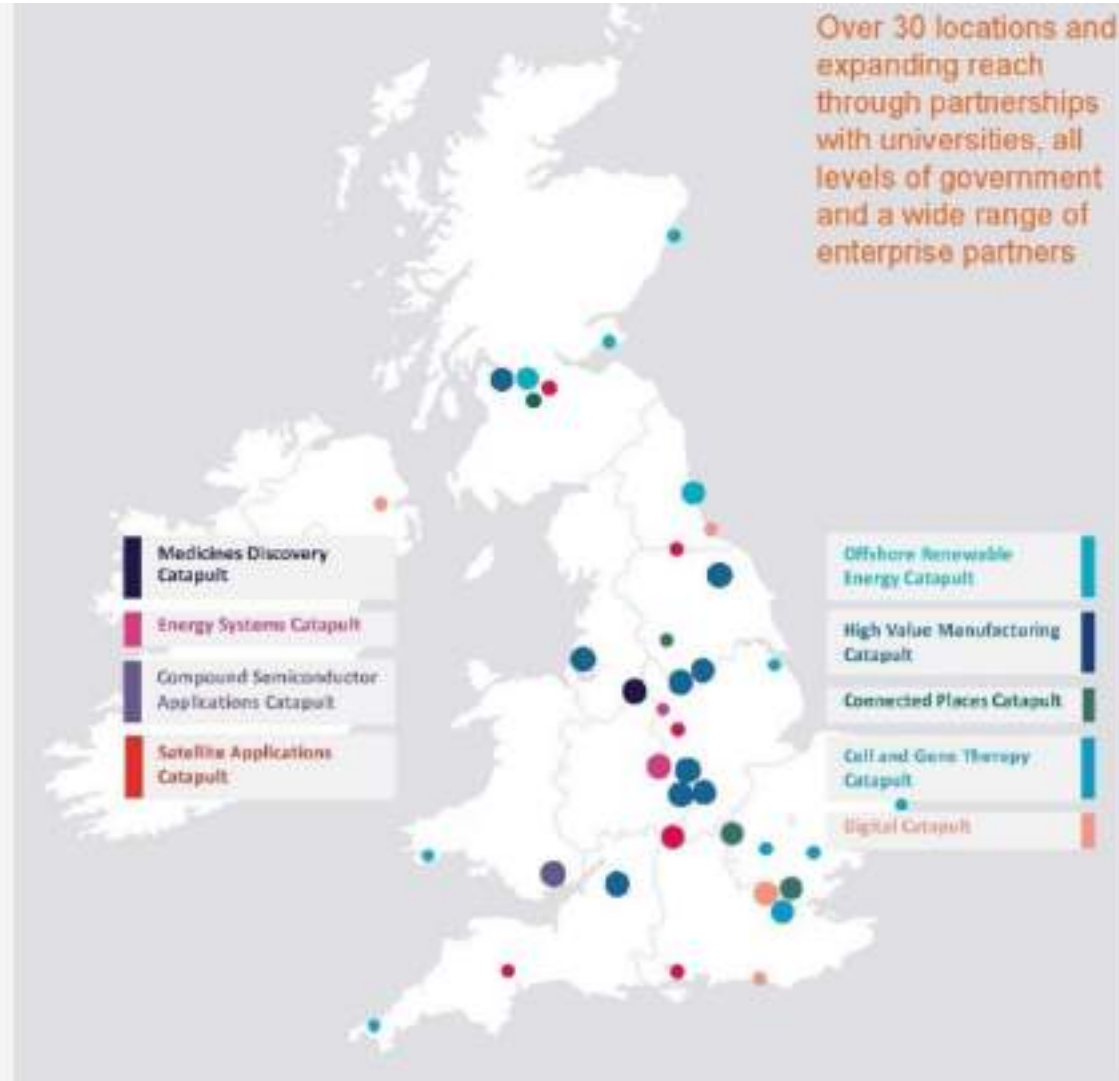
We have expertise across a whole range of skill sets and disciplines. Our people are experienced collaborators who are set up to understand your innovation project and connect you to our network of business, academics, funders and opportunities.

<https://iuk-business-connect.org.uk>

The Catapult Networks

There are 9 Catapults, spanning over 30 sites across the UK covering a range of different sectors, technology challenges and systems:

- [Cell and Gene Therapy Catapult](#)
- [Compound Semiconductor Applications Catapult](#)
- [Connected Places Catapult](#)
- [Digital Catapult](#)
- [Energy Systems Catapult](#)
- [High Value Manufacturing Catapult](#), a network of seven centres across 18 sites
- [Medicines Discovery Catapult](#)
- [Offshore Renewable Energy Catapult](#)
- [Satellite Applications Catapult](#)





Intellectual Property Office

- Executive agency
- Sponsored by DSIT
- Official UK government body responsible for intellectual property (IP) rights

<https://www.gov.uk/government/organisations/intellectual-property-office>

Welsh Government

Busnes | Business
Cymru | Wales

[Home](#) [News and blog](#) [Topics and guidance](#) [Specialist services](#) [Success stories](#)

Welcome to Business Wales

Information, guidance and support for businesses in Wales.

Thinking of starting a business?

We can help you with your first steps into self-employment with our practical guidance and support.



Running a business

Browse our comprehensive and practical range of guides available to help you run your business.

Growing a business

We have a range of resources and specialist support to help you grow your business.

SPECIALIST SERVICES

This includes Business Wales' service subsites and other relevant Welsh Government subsites.

19

Specialist services including:

Development Bank of Wales

BOSS - Business Online Support Service

Innovation

Sell2Wales

<https://businesswales.gov.wales>

Specialist services

Accelerated Growth Programme

High Growth, accelerated, advisory

Ambition North Wales

Vibrant, sustainable and resilient economy

Big Ideas Wales

Ideas, young entrepreneur, events

BOSS - Business Online Support Service

Online learning, Course, Modules

Business Finance (Finding Finance)

Funding, Grants, Finance

Business Wales Events Finder

Events, seminars, networking

Development Bank of Wales

Finance, loans, investments

Export

Export, Events, EU

Helo Blod

Welsh, translation service

Innovation

Innovation, business ideas, product or service development

IT

Communications, IT, software

Marine and fisheries

Marine Wales, marine environment, fisheries

Mentoring

Mentor, Guidance, Development

Recruit and Train

Support and guidance to identify skills gaps and development for your business.

Sell2Wales

Procurement, tenders, contracts

Sign on Cymru (SOC)

Single sign on service

Social Business Wales

Social enterprise, Advisors, Social Business

Start up and Business Planning

Starting a business, Business plan, Finance

Trade and Invest

Invest Wales, Wales trade, location

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BOSS - Business Online Support Service

Innovation

Sell2Wales

SMART Flexible Innovation Support (FIS)

The Welsh Government is building a stronger, fairer, greener country, with an economy based on fair work, sustainability and the sectors of the future.

We help businesses, the third sector, public sector bodies and research organisations to innovate and create new products and services. This can help increase commercialisation, improve skills and ensure Wales remains competitive and strives towards carbon-free in the future.

<https://businesswales.gov.wales/topics-and-guidance/develop-innovative-ideas-organisations-products-or-services/support-and-funding/smart-flexible-innovation-support-fis>

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Innovation
Sell2Wales

Accelerated Growth Programme

Search



What is the Accelerated Growth Programme?

Is my business eligible?

Case Studies and News

Growth coach profiles

Gold partners

Members area

Contact us

Accelerated Growth Programme

for rapidly expanding companies

The Business Wales Accelerated Growth Programme (AGP) offers individual support to high growth pre revenue and SME businesses.



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19

Specialist services including:

- Development Bank of Wales
- BOSS - Business Online Support Service
- Innovation
- Sell2Wales

Research Institutes and Universities

- Research Institutes – carry out research
- Universities – teaching as well as research
- Delivery support programmes as well as working directly with partners





Local Authorities

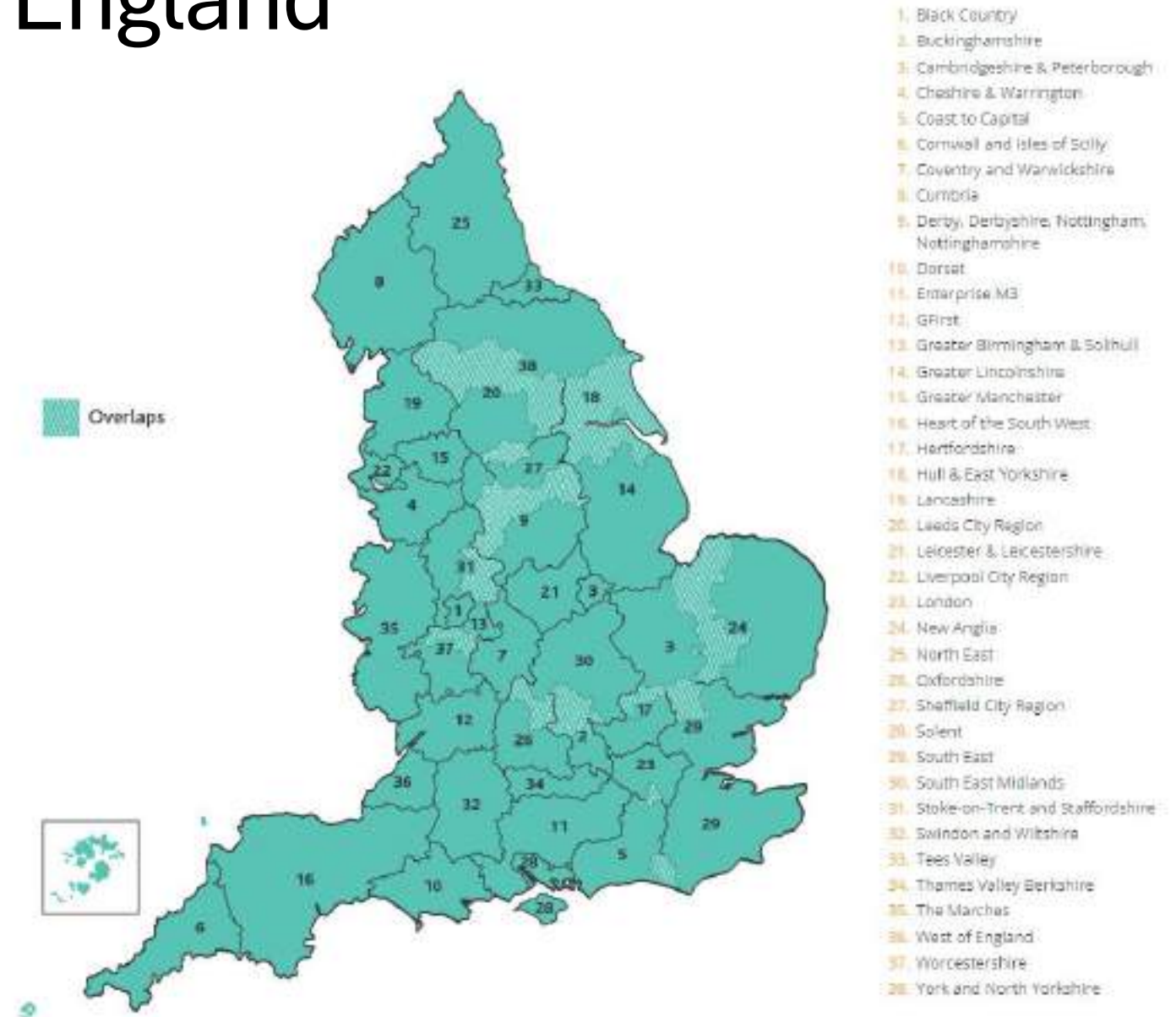
- 22 Local authorities
- All with business support
- Share Prosperity Funded Schemes
- Cardiff Capital Region
- Ambition North Wales
- Mid Wales Growth

Southwest Wales Launchpad



Different Model In England Growth Hubs

- 38 across England
- Led by LEPs
- Local public / private sector partnerships
- Provide business support or guidance






Industry

- Sourcing innovation
- Open innovation in response to specific challenges

- Supporting innovation
- e.g. Barclays Eagle Labs
- Technology Transfer
- Accelerator Programmes



Incubators and Accelerators



Grant Landscape



Regional

- Devolved Governments
- Local Authorities
- SPF
- Launchpads



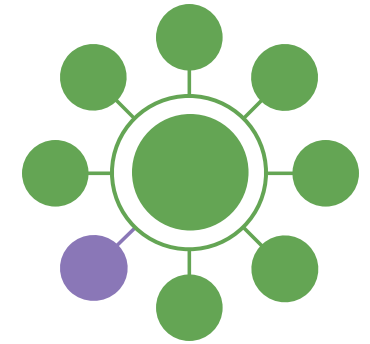
National

- SME Funding
- Government Departments
- DiT
- *R&D Tax credits*
- UKRI
 - Innovate UK
 - Research Councils
- RS, RAEng, Leverhume
- NESTA



European

- *Horizon Europe 2021-27*
- SME – EIC Accelerator (£750k-15M)
- ESA Space Solutions



Sector

- Third Sector
- International grants
- Corporate R&D
- Non-governmental
- Levy Board
- Innovate UK Contracts for Innovation.
- Charities
- International incl. Newton

Investors



Angel investor

- High net worth individual
- Invests their own money
- Can act as a mentor



Venture capitalist

- Acts on behalf of risk capital companies
- Invests other people's money
- May provide additional support depending on fund source



Royal Academy
of Engineering

Charities

- Innovators – e.g. CancerResearchUK
- Support innovation – through grants e.g. Coeliac uk, Gates Foundation
- Skills and talent – e.g. Royal Academy of Engineering

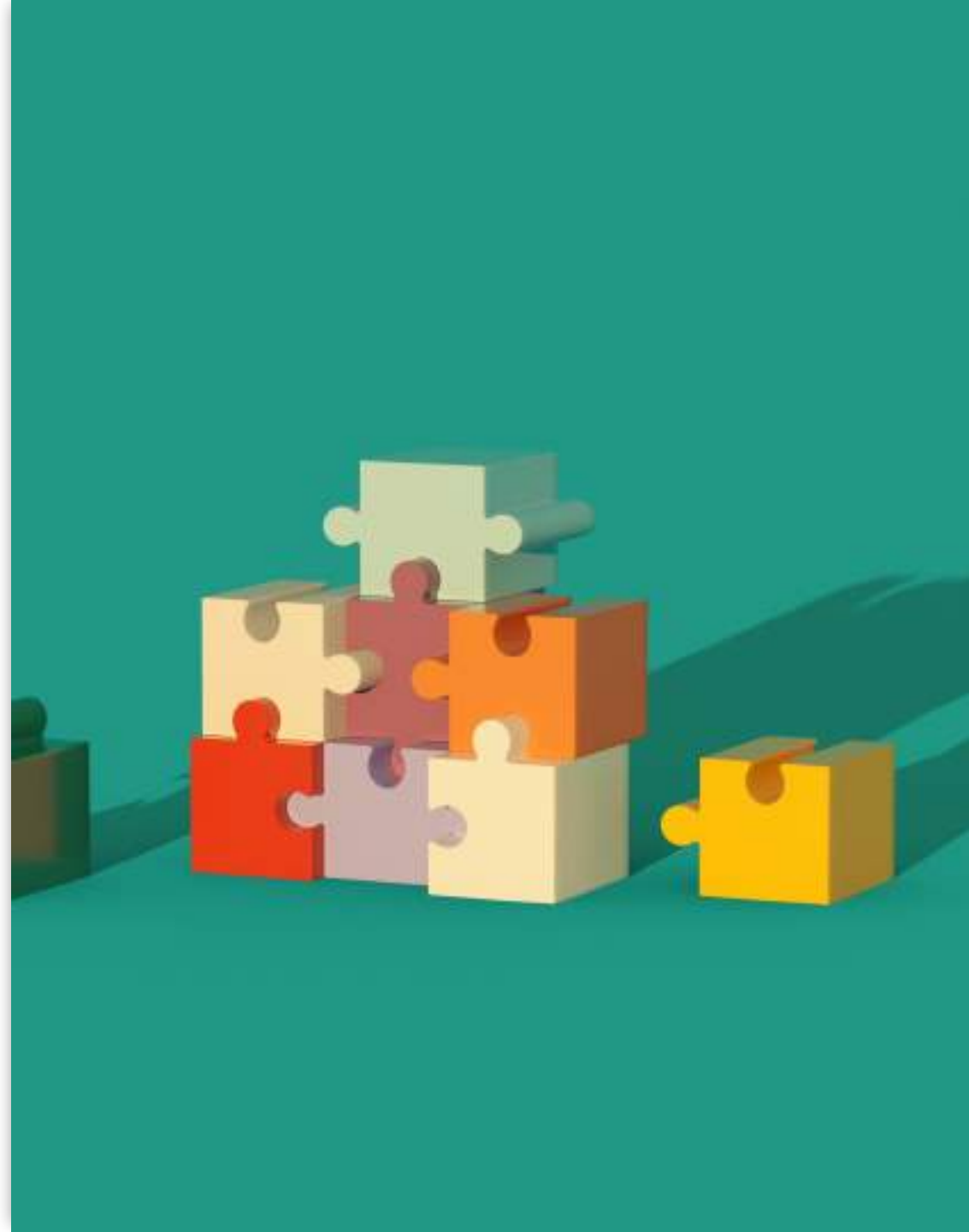


Working with Others

- “Begin with the end in mind”
- Defined Roles
- What is in it for me? (wii fm!)
- Intellectual Property
- Up front Agreement

Lambert Agreement Templates

- <https://www.gov.uk/guidance/model-agreements-for-collaborative-research>

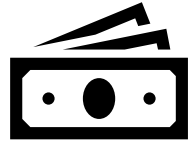


Building a plan to access support

- Bear in mind:
- The different types of support
 - Business development
 - Technical development
 - Finance and funding
- The right support at the right time
- Plan for now, medium and long term

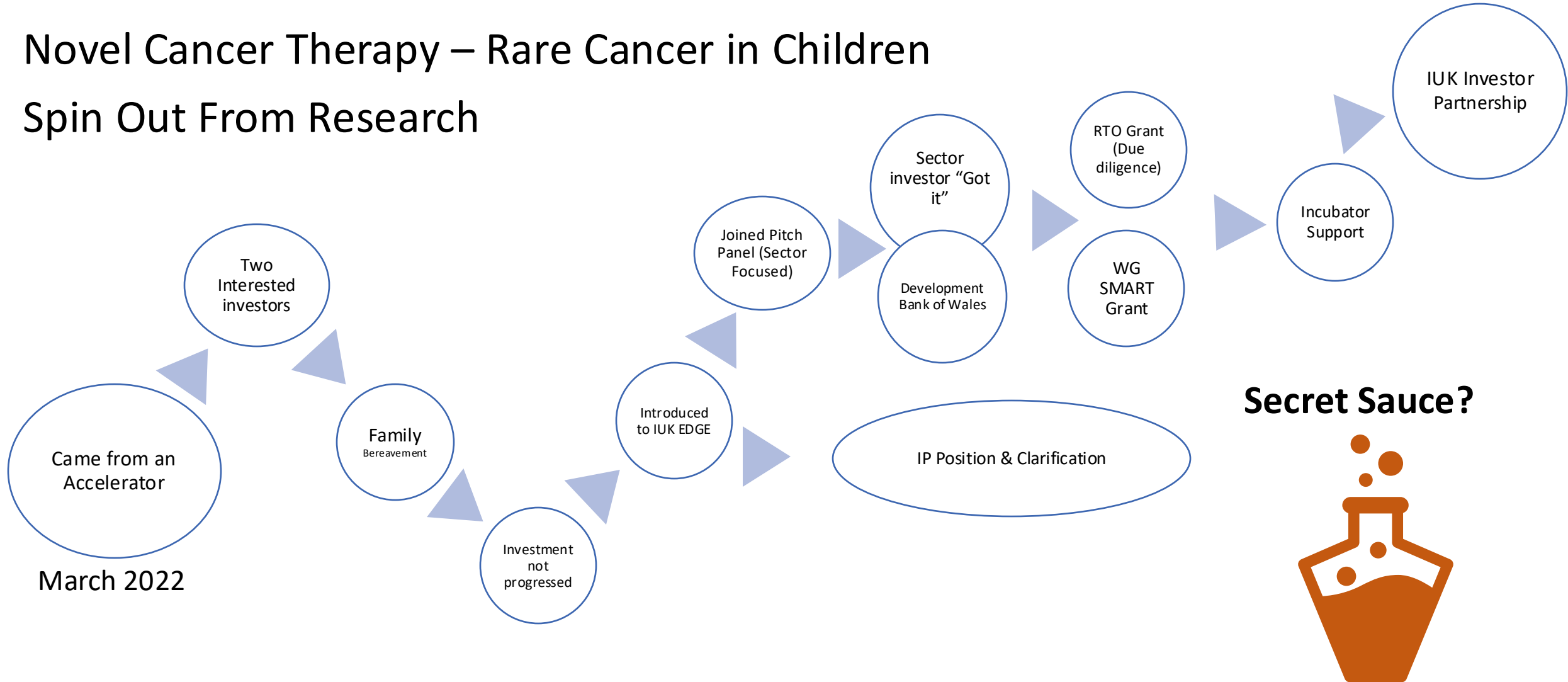


Development Journey



Novel Cancer Therapy – Rare Cancer in Children
Spin Out From Research

Last year £1.5 Million raised



Secret Sauce?



Questions?



Additional Resources



Technology Development Support

- Purpose:
 - To access the knowledge, expertise and / or facilities to enable technical development of the innovation
- Why?
 - Small companies often do not have access to all that is needed in-house

Technology Development Support

Actor	Knowledge / Expertise	Facilities
Innovate UK Business Connect	Through their staff and connections to the knowledge base Through mechanisms like Knowledge Transfer Partnerships	Through introductions to providers
Innovate UK Catapults	Through staff	They have extensive facilities and equipment most companies don't have – specialised for their topic area
Universities / RTOs	Through staff and students	Some have specialised equipment and capabilities
STFC	Through staff	Have 'big science' equipment and facilities
Larger companies	Their R&D staff	May have extensive labs
NHS / AHSN	Through staff and connections	Able to help in terms of clinical trials

Business Development Support

- Purpose:
 - To identify skills and knowledge gaps in the topics needed for business functions to take innovations to successful commercialisation
- Why?
 - Innovative companies are often led by engineers / scientists who may lack knowledge or skills for commercialisation. As a company grows commercial challenges change and need different skills

Business Development Support

Actor	Support
Welsh Gov	Wide range of business support and advice
Innovate UK Growth Services	Tailored support to provide coaching and mentoring, identifies the knowledge gaps in a company with a view to building skills in those areas, will connect into the wider landscape
IPO	Information on types of IP and how to protect them, includes webinars and masterclasses.
Businesses	Business support companies often speak on topics at events such as insurance, taxes, IP, skills and talent.
Agencies	Regulatory agencies such as MHRA provide information and webinars, standards agencies do likewise.

Financing Support

- Purpose:
 - To identify suitable sources of funding and finance, to enable companies to access it and provide the financial resources needed for innovation.
- Why?
 - Taking an innovation to the market needs significant finance, often before revenues are being generated.

Financing Support

Actor	Support
Welsh Gov	Provide access to and information on a range of grant funding opportunities for R&D
Innovate UK	Provide access to and information on a range of grant funding opportunities for R&D as well as the SBRI scheme and innovation loans and Eurostars
Angel Networks	Early stage investment
Venture Capitalists	Often later stage investment
Development Bank of Wales	Range of financial offerings across debt and equity
British Business Bank	Provides a range of financing options for different stages of a business
Horizon Europe	Funding for international collaborative R&D projects
Charities	Can provide smaller scale grants for R&D within their area of interest
DBT/UK Export Finance	Finance to help access overseas markets

Unexpected sources of support

Actor	Support
Large companies	Some are already well engaged with the landscape, others are looking to innovate
NHS / NIHR	NIHR provides funding while the NHS can be involved with clinical research
Charities	Some provide research funding, advice, access to end users
Other SMEs	Peer-to-peer learning, collaborative working, joint proposals for funding
Overseas	Some overseas funding and collaborative avenues are open to participation from other countries
CERN / ESA	Have business incubation programmes
MoD	Defence and Security Accelerator, support, connections and some funding