



SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Transforming Solent

6th October 2014

Ageas Bowl, Southampton



TOGETHER.STRONGER



SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Gary Jeffries

Chairman

Solent Local Enterprise Partnership



TOGETHER.STRONGER

Transforming Solent: Growth Strategy 2014 - 2020

The Focus:

- Unlocking sites for housing and employment
- Improving our connectivity within the Solent
- Stimulating and supporting innovation
- Improving the skills and talent of our current and future workforce
- Supporting business growth through access to resources and advice
- Supporting our key strategic sectors



TOGETHER.STRONGER

Transforming Solent: Growth Strategy 2014 - 2020

The 2020 Targets:

- Create an additional 15,500 new jobs
- Achieve GVA growth of 3%
- Increase GVA per job by an additional £6,879
- Improve productivity (GDP per head) closer to the South East average.
- Increase employment rates to 80% from the current 78%
- Improve economic activity rates from 80% to 81%
- Enable the delivery of 24,000 new homes
- Raise the business birth rate from 3.6% to 4.1% (creating 1000 new businesses)
- Improve the business survival rate from 61.4% to 62.5%
- Raise the proportion of the population with Level 4 and above skills from 32% to 36% of the working age population
- Support raising education attainment rates to above the UK average
- Increase inward investment into Solent attracting at least 5% of FDI projects entering the UK



TOGETHER.STRONGER

Transforming Solent: Growth Strategy 2014 - 2020

Delivering the Strategy:

Ambitious £1.5bn investment plan for the Solent which brings together:

- Local assets to be re-invested in growth including the Southampton-Portsmouth City Deal - a £953m investment plan
- EU Structural Investment Funds - £78.9m, including private and public sector match funding
- Local Growth Deal – a £484.8m deal, including Government, public and private sector match



TOGETHER.STRONGER

Transforming Solent: Growth Strategy 2014 - 2020

Solent Local Growth Deal (2015/16):

Project funding successes

- Fareham / Gosport Package
- North Whiteley Package
- Cross-Solent Connectivity – Red Funnel
- IoW College Composites Centre
- Eastleigh College Refurbishment
- Solent Growth Fund
- Solent Mitigation and Itchen Riverside Flood Mitigation Package

Key flexibilities secured

- Solent Strategic Land and Infrastructure Board (Cross-Solent Connectivity and Local Asset Management)
- Department for Transport, Network Rail Highways Agency commitments to proactive and collaborative working



TOGETHER.STRONGER



We are
the UK's innovation agency

We **fund**, **support** and **connect**
innovative British businesses
through a unique mix of expertise,
facilities, networks and programmes
*to accelerate sustainable economic
growth.*

We spot opportunities, help business connect with knowledge and facilities, bring partners together and provide funding through competitions to **de-risk** promising innovation projects

Technology Strategy Board
Driving Innovation

Concept to Commercialisation

A strategy for business innovation, 2011-2015



Technology Strategy Board
Driving Innovation

Delivery Plan Financial year 2014-15

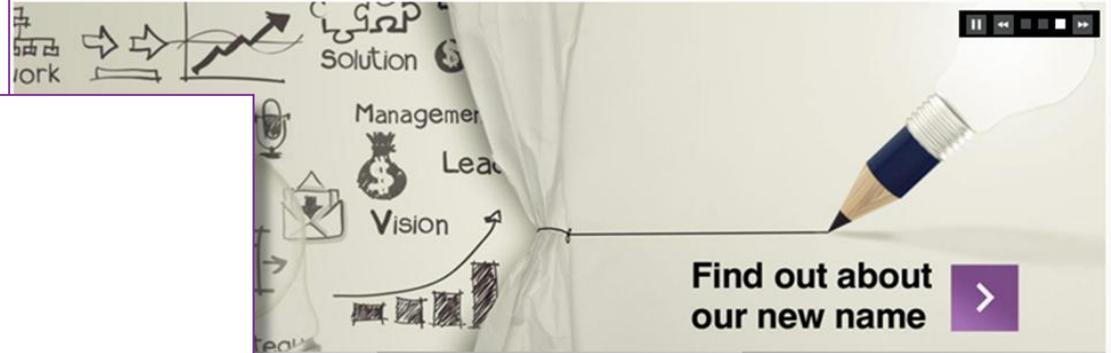


Accelerating
economic growth

Innovate UK

Technology Strategy Board

Funding & support Innovation in action Priority areas Who we work with



Find out about
our new name [>](#)

Who we help

We work with business, research and policymakers.

We bring people together to share ideas, tackle challenges and make new technological advances.

[Could we work together?](#)

Where we invest

We invest in commercialising new ideas with business.

We target technologies and areas with the greatest scope to improve business, the economy and society.

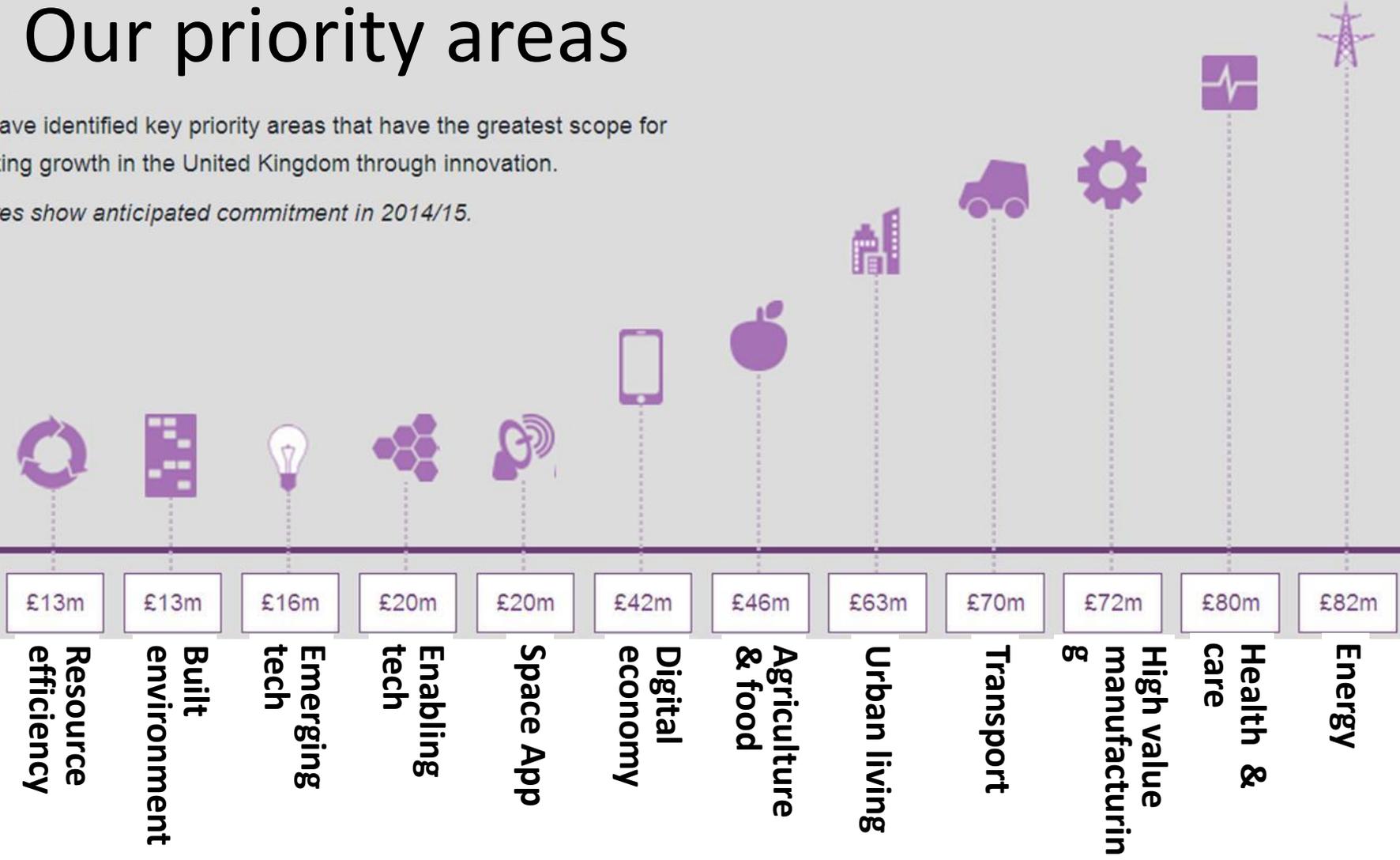
[Where do we prioritise?](#)



Our priority areas

We have identified key priority areas that have the greatest scope for boosting growth in the United Kingdom through innovation.

Figures show anticipated commitment in 2014/15.

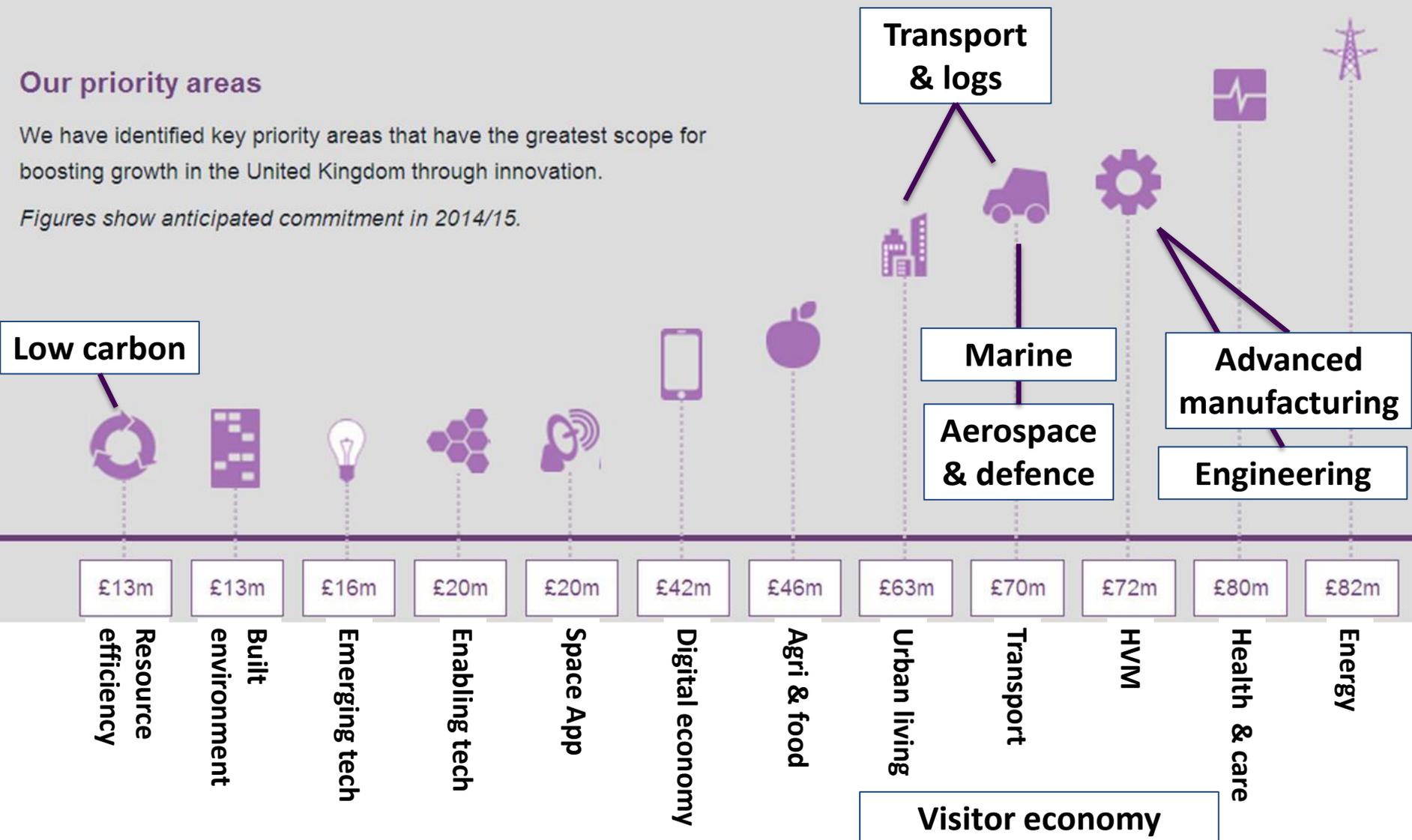


Mapping to Solent strategic sectors and clusters

Our priority areas

We have identified key priority areas that have the greatest scope for boosting growth in the United Kingdom through innovation.

Figures show anticipated commitment in 2014/15.



We can help through a number of different routes

Access to finance



Access to knowledge

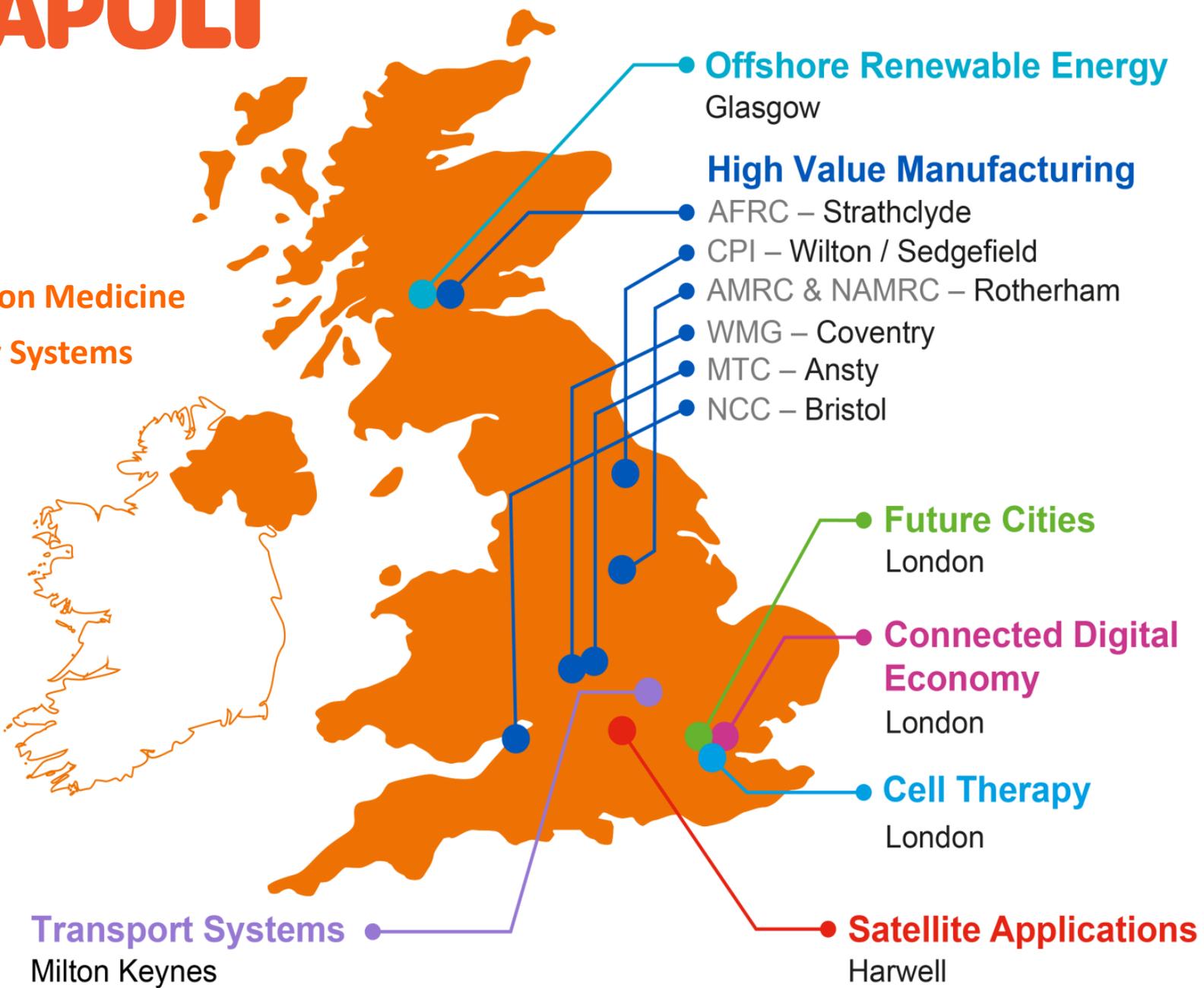


Access to equipment and skills

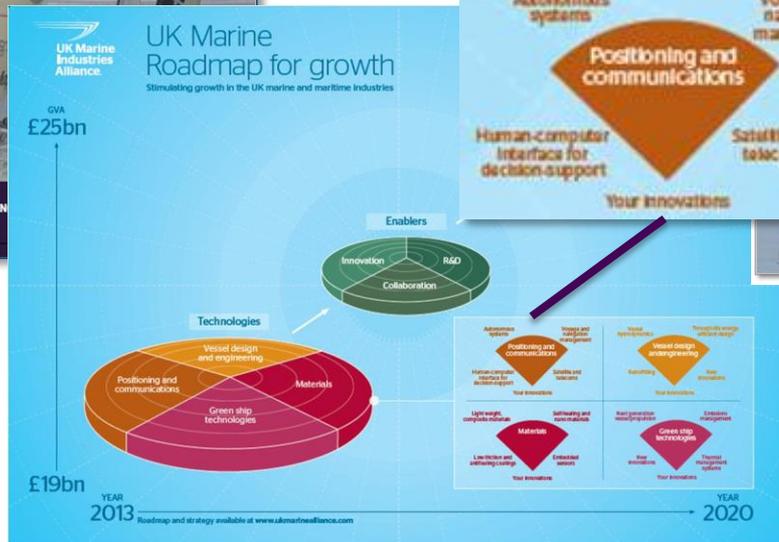


CATAPULT[®]

- Next:**
- Precision Medicine
 - Energy Systems



Aligning Innovate UK and local strategies and support for industry sectors and technologies



Innovate UK
Technology Strategy Board

Funding & support Innovation in action Priority

Maritime autonomous systems

Home / Funding & support / Funding competitions / Maritime autonomous systems

Status: Forthcoming

Key features: Investment of up to £5m in collaborative R&D projects to stimulate the development of marine and maritime autonomous systems.

Programme: Collaborative research and development

Award: Up to £5m

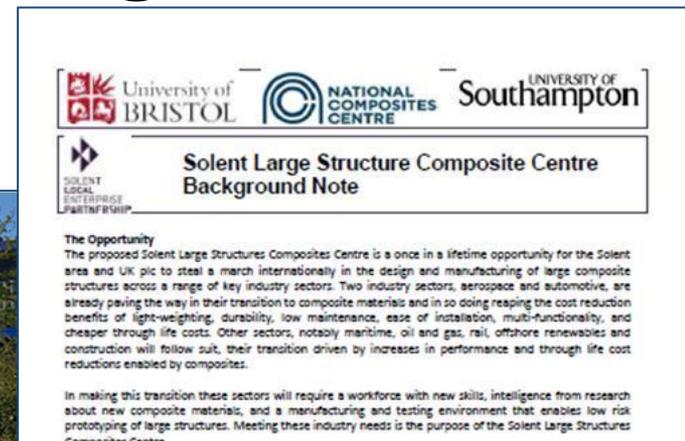
Opens: 13 Oct 2014

Registration closes: 19 Nov 2014

Closes: 26 Nov 2014

Support phone number: 0300 321 4357

Aligning Innovate UK and local strategies and support for industry sectors and technologies



Solent Large Composites Centre bid

"...discussions with the National Composites Centre (NCC) and the Composites Leadership Forum (CLF) confirm that there is a national capability gap in this area. If built, it is expected that the NLSCC would effectively become an extension to the NCC, and therefore part of the High Value Manufacturing Catapult": Minister for Portsmouth, Michael Fallon MP

Enterprise Europe Network (EEN)

- **Innovate UK is leading a consortium to run the EEN in England, Wales and Northern Ireland from January 2015:**
 - **Increase support to help companies to access Horizon 2020 opportunities and those looking for Innovate UK, EU and other funding**
 - **Help businesses find partners and build collaborations across the EU and beyond**
 - **Work with and support Growth Hubs**
 - **Innovate UK outposts : able to work and connect with LEPs, local partners and businesses – and will put 120+ additional staff on the ground**

In summary....

- **Keen to work with LEPs and to support local growth – and are doing so**
- **There are real opportunities for collaboration - two way street**
- **Now doing a lot with LEPs – but need to develop better mechanisms and be more strategic**
- **We will be increasing our local presence and visibility**
- **How do we work and communicate with 39 LEPs ?**
- **There will be some tensions and difficulties – but that's ok**
- **We are totally committed to making this work**

Our single biggest event of the year is....



... which is aimed at meeting the business challenges faced by SMEs

- The biggest multi-sector, multi-community innovation event in the UK
- Brings together 3000+ high growth UK businesses, international investors, government and academia
- Two days of networking opportunities, inspirational speakers from business, academia and the wider innovation ecosystem, with the very latest UK innovations on show

www.innovateuk.org

david.wilkes@innovateuk.gov.uk

Our strategy: from concept to commercialisation

- **Accelerating the journey**
 - **Provide a coherent package of support - easy to access and tailored to business needs**
- **Connecting the innovation landscape**
 - **Developing strategic relationships in the UK, EU & international**
- **Turning Government action into business opportunity**
 - **Where Government procures, regulates, standardises...**
- **Investing in priority areas based on global potential**
 - **Building an innovation programme based on data driven choices**
- **Continuously improving the capability of our organisation**
 - **Impact assessment, metrics, measures, efficiency, effectiveness...**

Taking a new idea to market is a challenge.

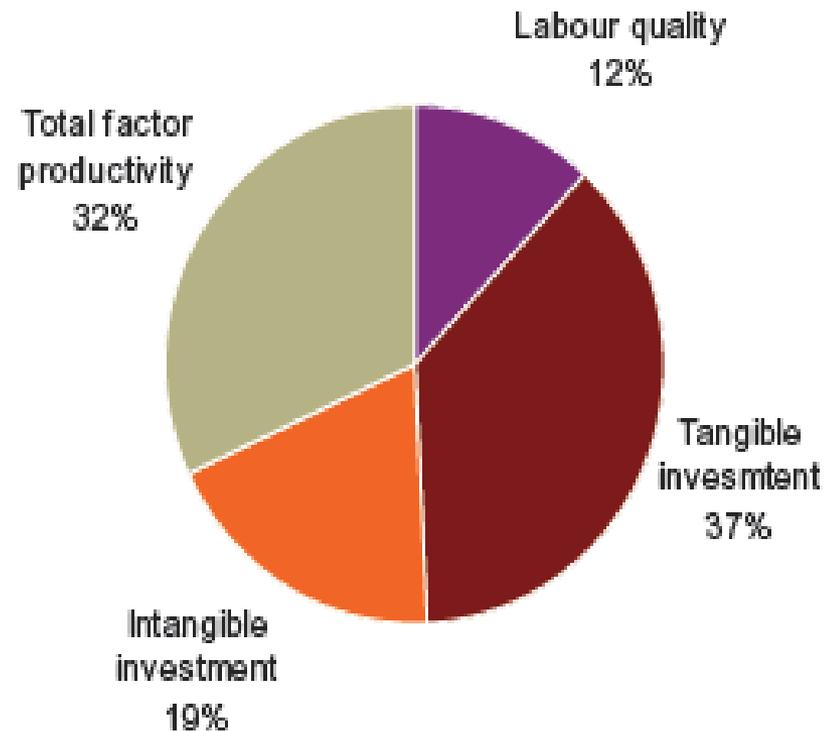
- Business investment is too little and too late
- Innovation disrupts traditional value chains
- Not all can see the longer term trends
- Innovation infrastructure is complex and inefficient
- Government does not use its levers well to help

We consider...

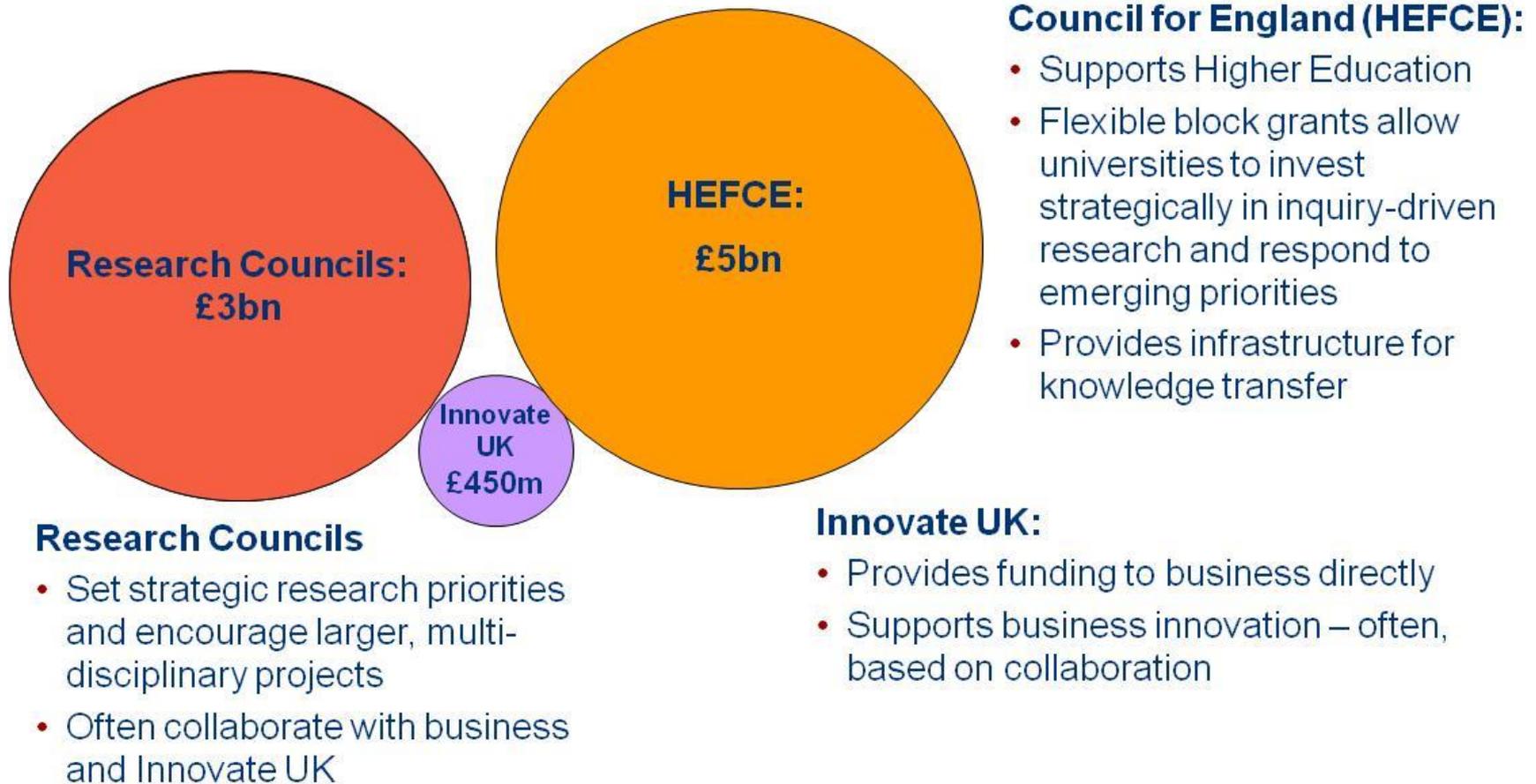
- Can the UK do it? Is the idea 'ready'? Is there a large market opportunity? Can we make a difference?

Why it matters

- Technological change accounted for 70% of UK economic growth between 1960 and 2000
- 51% of productivity growth between 2000 and 2008 was due to innovation (including the impact of technological change and intangible investment)
- ...with 32% attributable to changes in technology resulting from science and innovation



Complementary funding for Research and Innovation in the UK



Higher Education Funding Council for England (HEFCE):

- Supports Higher Education
- Flexible block grants allow universities to invest strategically in inquiry-driven research and respond to emerging priorities
- Provides infrastructure for knowledge transfer

Research Councils

- Set strategic research priorities and encourage larger, multi-disciplinary projects
- Often collaborate with business and Innovate UK

Innovate UK:

- Provides funding to business directly
- Supports business innovation – often, based on collaboration

Wider Innovation Ecosystem

Growth Accelerator



Intellectual
Property
Office



National
Measurement
Office



BRITISH
BUSINESS
BANK



Invest
Northern
Ireland

UK
TRADE &
INVESTMENT



UKAS
UNITED
KINGDOM
ACCREDITATION
SERVICE

Innovate UK
Technology Strategy Board



Design
Council

bsi.



energy
technologies
institute



NPL
National Physical Laboratory



RESEARCH
COUNCILS UK



Llywodraeth Cymru
Welsh Government



HIGHER EDUCATION
FUNDING COUNCIL
FOR ENGLAND

Nesta



Scottish Enterprise

UK National Strategy

HM Government Industrial Strategy

Eight Great Technologies

Technologies in which the UK is set to be a global leader

UK growth opportunities
Multiple applications
UK industrial capability
UK research strength

Energy Storage
Big Data
Satellites
Robotics & Autonomous Systems
Synthetic Biology
Regenerative Medicine
Agriscience
Advanced Materials

Accelerating the commercialisation of technologies

Accelerating the commercialisation of technologies www.gov.uk/bis/industrial-strategy #8great

HM Government

Industrial Strategy:

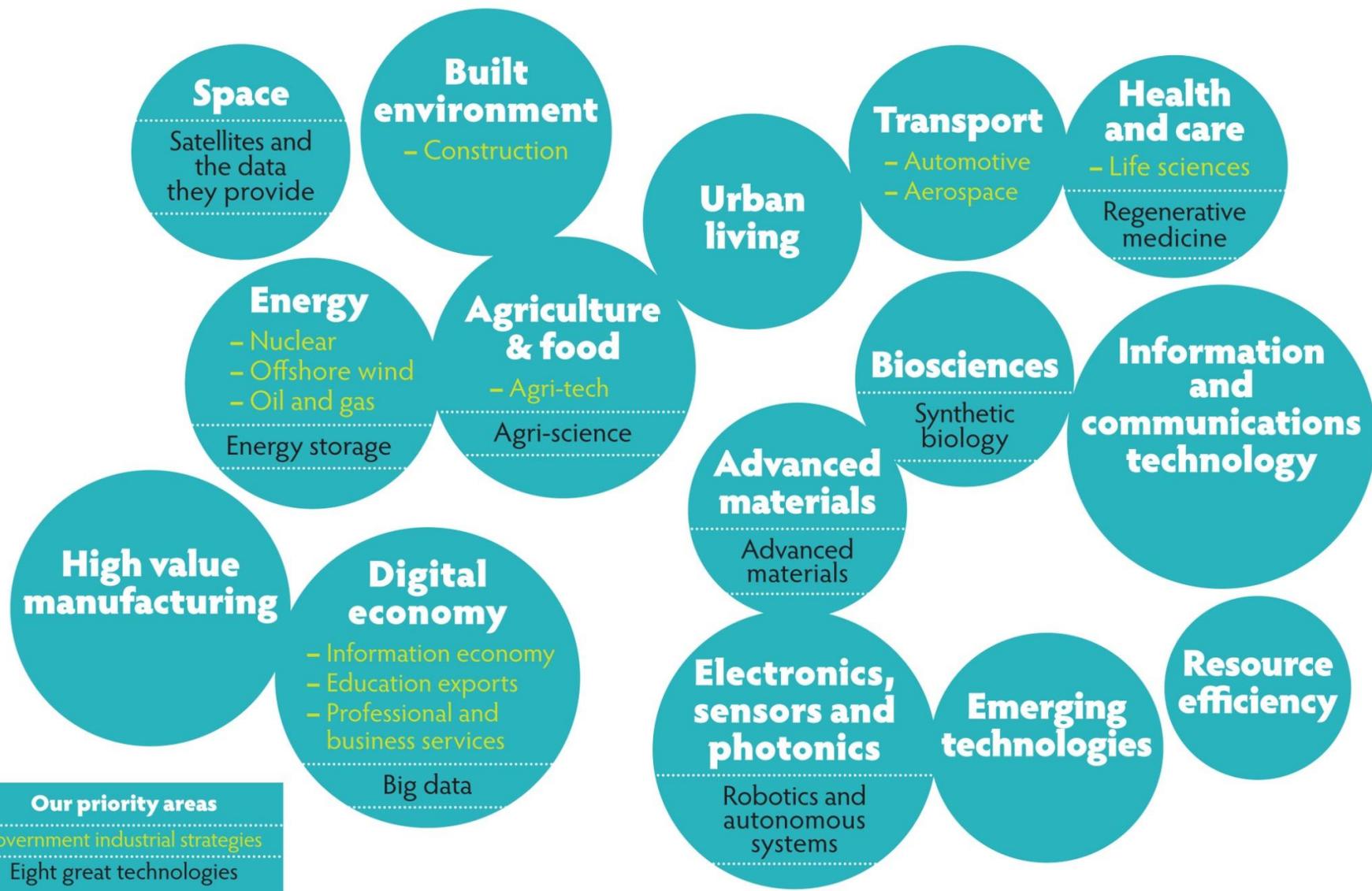
government and industry in partnership

A long term approach to support business confidence and growth

Strategic sector partnerships
Invest in technologies
Improve access to finance
Maximise return from HMG procurement
Develop skills businesses need

[gov.uk/bis/industrial-strategy](http://www.gov.uk/bis/industrial-strategy) #indstrategy

Priority areas: joined-up thinking



Industrial Strategy

Principles

- Long-term
- Whole-of-government
- Partnership with business
- Consistent sector strategy framework
- Active co-ordination

Core work streams

- Sector strategies
 - Technologies
 - Procurement
 - Skills
 - Access to finance
- ... all inter-connected**

Government and industry in partnership

Sectors:



Information Economy



Automotive



Construction



Oil and Gas



Education



Aerospace



Offshore wind



Professional & Business Services



Life Sciences



Nuclear



Agri-tech

The 11 sectors



Life Science Strategy (Dec 2011) and one year on update (Dec 2012)

Aim: To make the UK the global hub for life sciences



Aerospace (March 2013)

Aim: Maintain existing UK market share; secure UK employment



Professional Business Services

(July 2013) Aim: make the UK the global hub of expertise



Education

(July 2013) Aim: Increase the UK's education exports



Nuclear (March 2013)

Aim: Grow the global market share; set out role that nuclear plays in UK energy mix



Oil and Gas (March 2013)

Aim: Increase inward investment in energy supply chain



Automotive

(July 2013) Aim: Investment in R&D; grow and develop UK supply chain



Information Economy

(June 2013) Aim: to seize the opportunities from new ICT technology



Construction

(July 2013) Aim: make the UK the global leader in sustainable construction



Agri-tech

(July 2013) Aim: increase inward investment and exports



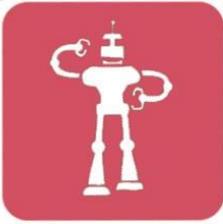
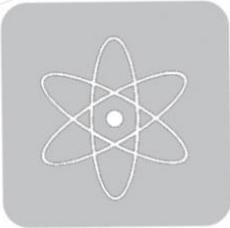
Offshore wind

(August 2013) Aim: Build competitive and innovative UK supply chain



HM Government

Investment in Eight Great Technologies

<p>Big Data <u>£189 m</u> £34 m</p> 	<p>Satellites <u>£25 m</u></p> 	<p>Robotics <u>£35 m</u> £44 m</p> 	<p>Synthetic Biology <u>£50 m</u> £3.5m</p> 
<p>Regenerative Medicine <u>£20 m</u> £25m</p> 	<p>Agri-Science <u>£30 m</u> £70 m</p> 	<p>Advanced Materials <u>£73 m</u> £10 m</p> 	<p>Energy Storage <u>£30 m</u></p> 
<p>Research campuses: <u>£35 m</u>, Advanced Metrology Lab: <u>£25 m</u>, Transformative Infrastructure: <u>£50 m</u>, Pharmavision: <u>£38 m</u></p>			<p>Total: <u>£600 million 2012</u> & £186 million 2013</p>

Overlap with Solent strategic sectors and clusters

Innovate UK Programme	Count of Unique Participants	Funding to Solent based companies
Digital	5	£538,194
Energy	8	£645,434
Healthcare	9	£3,311,324
Sustainability	5	£119,555
Transport	22	£4,315,389
Bioscience	6	£311,964
Electronics, Photonics & Electrical Systems	10	£1,190,484
Low Impact Buildings	2	£53,852
Responsive	59	£4,826,102
Sustainable Agri-Food (SAF) Protection	6	£609,863
Information & Communication Technology	5	£378,561
Large	9	£10,462,614
High Value Manufacturing	17	£4,187,364
Advanced Materials	5	£298,018
Space Programmes	4	£213,132
BISF	3	£3,622,646

Total Innovate UK Commitments 2012/13 to present = 196 projects c £36m

Other opportunities



ATI CR&D Call opens on October 20th,
UK Leadership in Aerospace Technolo

16 September 2014 Aerospace Technology
Institute

Building UK's leadership in aerospace technology

Home / / Funding & support / / Funding competitions / / Building UK's leadership in aerospace technology



**COLLABORATIVE
R&D**

Helping businesses and researchers to
work together on science, engineering
and technology innovation.

[Learn more](#)

LINKS FOR THIS COMPETITION

Applicant guidance

Important information about
funding rules, project costs
and how to submit your
application

Status: Forthcoming

Key features: Investment of up to £25m in
collaborative research and development that
supports the delivery of the priorities set out in
the joint industry and Government industrial
strategy for aerospace.

Programme: Collaborative research and
development

Award: Up to £25m

Opens: 20 Oct 2014

Registration closes: 21 Jan 2015

Closes: 28 Jan 2015

Support phone number: 0300 321 4357

Collaborative R&D

Collaborative research and development (R&D) encourages businesses and researchers to work together on innovative projects in strategically important areas of science, engineering and technology – from which successful new products, processes and services can emerge, contributing to business and economic growth.

Each £1 we invest in collaborative R&D typically returns around £7 in GVA (Gross Value Added).

By co-funding projects involving partnerships between businesses and between business and academia, collaborative R&D reduces financial and technical risk and encourages knowledge exchange, supply chain development and parallel working on complex challenges.

We hold frequent competitions for collaborative R&D project funding, in a wide range of areas covering specific technical or societal challenges.



A network of world-leading centres...

...where the best businesses, scientists and engineers work side by side on research and development

Transforming ideas into new products and services to generate economic growth

**High Value Manufacturing
Cell Therapy**

**Offshore Renewable
Energy**

Satellite Applications

Connected Digital Economy

Future cities

Transport systems

Precision Medicine

Energy Systems



Smart grants

- Single-company grants for proof of market projects, proof of concept or development of prototypes
- Up to a maximum of £250,000
- Purely for SMEs: around 90% are small or micro companies and 80% are less than 5 years old
- Evaluation of the previous schemes showed they returned an additional GVA of **£9 per £1 spent**

Knowledge Transfer Partnerships

- A recently qualified 'associate' joins a company to work on a challenging innovation project.
- Draws on the expertise in universities and colleges
- Improves competitiveness and unlocks innovation capability



Innovation Vouchers

Designed to encourage businesses to look for new knowledge to help them grow and develop.

A grant of up to £5000 is available to businesses to work with a supplier for the first time and is used to pay for knowledge or technology transfer from that supplier.

The voucher has three key criteria:

- The idea that you want help with should be a challenge for your business that means you need to look for specialist help
- This should be the first time that you have worked with the knowledge supplier
- Your idea should be applicable to one of the three priority sectors

SBRI: procuring innovation



- Helps the public sector to access novel ideas and work with innovative companies
- Helps SMEs to engage with the public sector
- Gives companies a lead customer and a route to market
- Used by many Government departments and other bodies
- Over £189m of contracts awarded since 2010

Knowledge Transfer Network



- **Knowledge Transfer Network Ltd is one single, powerful national network of more than 70,000 members**
- **The single Knowledge Transfer Network (KTN) promotes the transfer of ideas both within and across technology fields**
 - **Building on the success of the 15 independent technology knowledge transfer networks that it has united.**
- **Together, this community stimulates ideas, helps to solve challenges, accelerates the take-up of new ideas and charts the future in specific technology fields**

Overseas Missions

- Week-long entrepreneur missions to key overseas locations
- Help fast-growing tech companies to connect with new partners, investors and customers overseas.
- For start-ups, micro companies and SMEs
- Up to 20 companies per mission, chosen by competition
- Companies pay their own costs: we (and other sponsors) pay for the organisation

Connecting the Innovation Landscape

- Connecting the national and the local
- Aligning Innovate UK and LEP strategies and support for industry sectors and technologies
- Direct LEP involvement in Innovate UK programmes
- Connections between Innovate UK and local initiatives, networks and business clusters
- Growth Hubs – targeted support and helping businesses to innovate and to access Innovate UK programmes and opportunities
- Access to European Funding – including Horizon 2020 and ESIF

Challenge: to identify and develop opportunities and effective mechanisms to work together

European Funding opportunities

Engaging with European programmes and opportunities and maximising the funding coming to the UK – especially for business

- H2020 – major opportunities
- EENs – Innovate UK has bid to run the network
- UK National Contact Points (NCPs) are now in-house
- ESIF
 - strong focus on innovation
 - where are the opportunities ?
 - how can we make this work ?

...and we now have an office in Brussels

European Structural and Investment Funds

- New programme for 2014-20
- Priorities: innovation and R&D, support for SMEs, low carbon economy, skills, employment, social inclusion
- Important source of funding for local innovation projects
 - Should be a major part of the programme in a knowledge economy
- Crucial role for LEPs: direct funds, set local priorities, endorse projects, maintain oversight of delivery performance
- Innovation funding depends on ‘smart specialisation’ strategy
 - NCUB developing Advisory Hub, in response to Witty Review
- Creative solutions needed on match funding
 - Key role for universities on innovation projects
 - ...and for Innovate UK, Research Councils, HEFCE

Horizon 2020

If you run a business or are an academic brimming with innovative ideas you can now take advantage of the largest ever EU Research and Innovation funding programme with an available budget of €79bn.

www.h2020uk.org

Venturefest

Existing



- Oxford
- York/Yorkshire
- Cardiff

- Newcastle
- Bristol

Planned

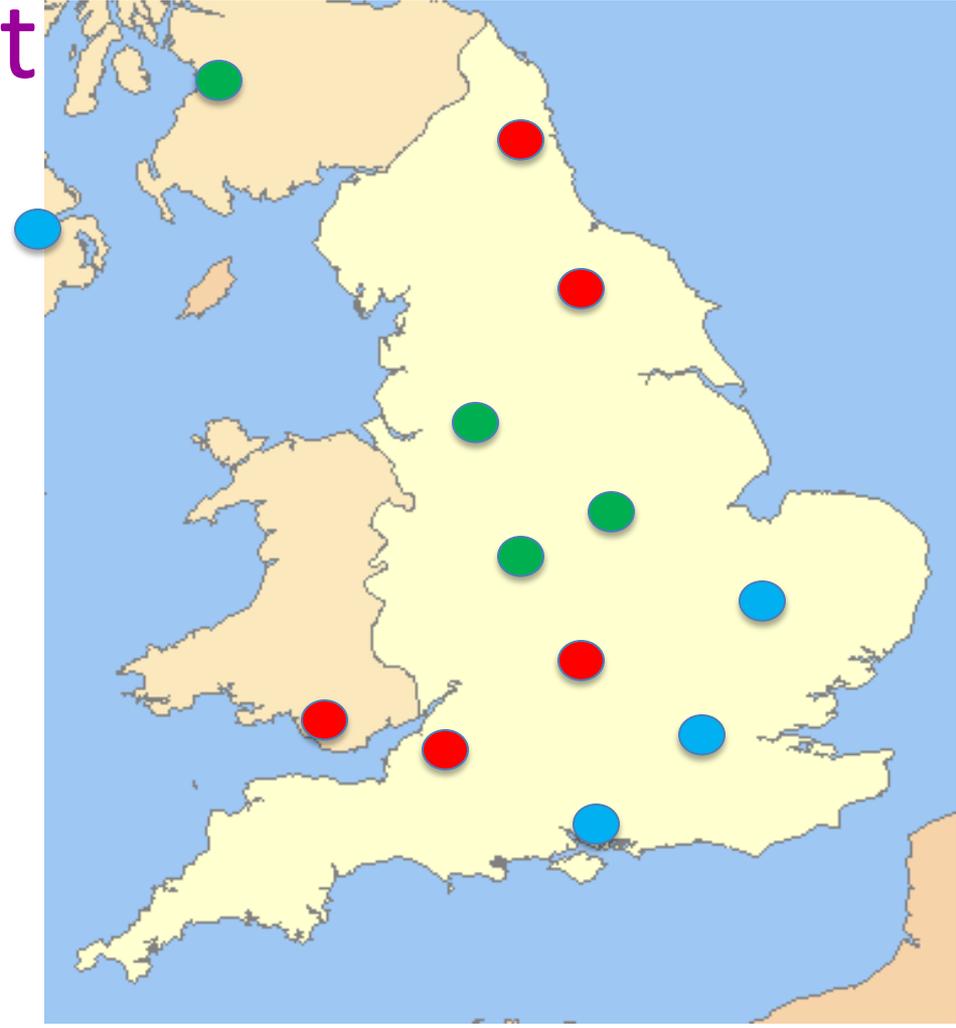


- Birmingham
- Manchester
- Nottingham/Derby
- Glasgow

Possible



- London
- Cambridge
- Solent
- Belfast



<http://mybusinesssupport.greatbusiness.gov.uk/>



BUSINESS IS GREAT
BRITAIN

Support, advice and inspiration for growing your business

Great Business > My business support

1. Profiling 2. Business Profile

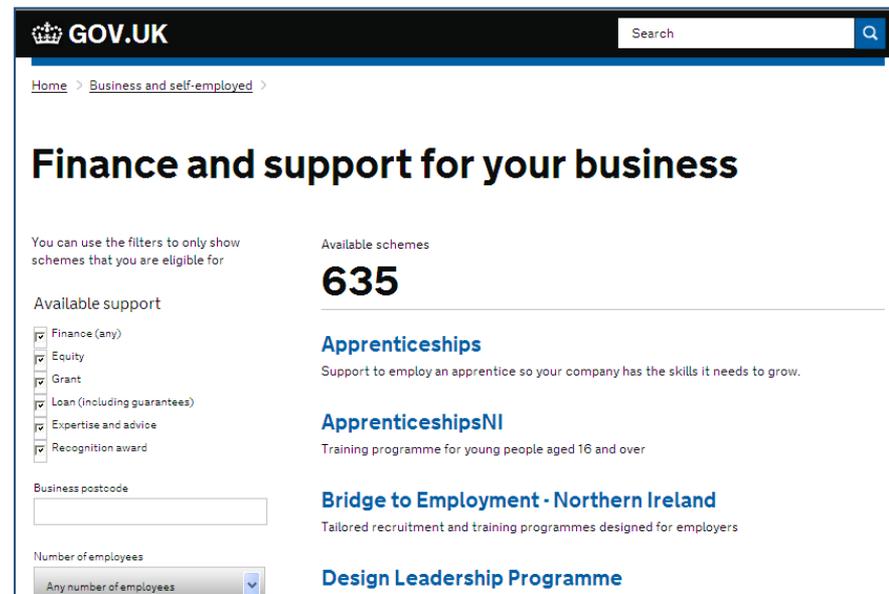
Business profile

How long have you been in business?

[Help on this](#)

0-1 years
 1-5 years
 5-10 years
 10+ years

Which type of business do you run?



GOV.UK Search

Home > Business and self-employed >

Finance and support for your business

You can use the filters to only show schemes that you are eligible for

Available support

Finance (any)
 Equity
 Grant
 Loan (including guarantees)
 Expertise and advice
 Recognition award

Business postcode

Number of employees

Any number of employees

Available schemes

635

Apprenticeships
Support to employ an apprentice so your company has the skills it needs to grow.

ApprenticeshipsNI
Training programme for young people aged 16 and over

Bridge to Employment - Northern Ireland
Tailored recruitment and training programmes designed for employers

Design Leadership Programme

<https://www.gov.uk/business-finance-support-finder/>



SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Don Spalinger

Director of Research & Innovation Services

University of Southampton



TOGETHER.STRONGER

I2C

**Innovation to Commercialisation
Piloted by SETsquared Partnership**

6th October 2014

Don Spalinger
d.spalinger@soton.ac.uk
02380 59 2392

I2C - Objectives

- Academic research as an engine for growth of the economy
- Bridge the 'Valley of Death' – transforming research outputs into commercial products & services
- Enhance the future IMPACT of universities and their research activities
- Based on the 'Lean Start-up' concepts - rapid commercialisation under conditions of high uncertainty
- Intense program for validating the market potential for products & services resulting from university research



I2C – Market Validation Teams

- Entrepreneurial Lead
 - Post-doc or graduate student
 - Integrally involved with the research
 - Technology transfer agent to commercialisation
- Senior Research Group Leader
 - Senior academic researcher
 - Intellectual leader of research group
 - Enhance the commercial understanding of research group in future
- Mentor
 - Commercial experience in relevant sectors
 - Contacts & understanding of marketplace



**Mentors NEEDED Please
Volunteer**

I2C – The Program

- 3 – 6 month commercial validation
 - Residential boot-camp – 2 days
 - Market & customer contacts – 50 to 100 interviews
 - Product/service specification and validation
- Options Roundabout Panel
 - At completion of commercial validation activities
 - Expert panel assesses results
 - Recommends future direction
 - Corporate start-up /spin-out – InnovateUK & Venture funding available
 - Licensing, sponsored research, soft spin-out
 - Further research or redirection of research



Benefit to Region, Nation, World

- SETsquared Incubator/Business Accelerator
 - Best incubation program outside USA
 - 2nd best in the world
- Anticipated outputs from I2C pilot
 - 15-20 new companies created
 - 10-20 licenses to existing companies
 - Increased understanding of commercial marketplace by university research groups
 - National roll-out
- Innovation driven growth





SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Chris Evans

Director

Marchmont Observatory, University of Exeter



TOGETHER.STRONGER

Discussion Questions – Session 1

- Strategic Plan set out 6 strategic priorities
 - Are we missing something in the priorities and projects identified?
- What challenges remain?
- What opportunities should we be exploiting more overtly?



SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Rt Hon Nick Boles MP

Minister of State for Skills and Equalities



TOGETHER.STRONGER

Discussion Questions

Session 2

- Business can't engage with the LEP!
 - How can the LEP better engage with business?
- Businesses can't get the skills they need?
 - What more does the LEP need to do to ensure skills meet employer demand?
- It's too difficult to get around the Solent!
 - Could we be doing more?
- There aren't enough waterfront sites!
 - What more could be done to ensure available space?



SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Online Survey:

<https://www.survey.exeter.ac.uk/thesolent>



TOGETHER.STRONGER

Find out more:

Call us: 02392 834893

Email us: info@solentlep.org.uk

Sign up for news at: www.solentlep.org.uk

Follow us: [@solentlep](https://www.instagram.com/solentlep)



TOGETHER.STRONGER