



SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Solent Business Support Event

16th September 2015

National Oceanography Centre



TOGETHER.STRONGER



SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Steve Futter

Senior Account Manager

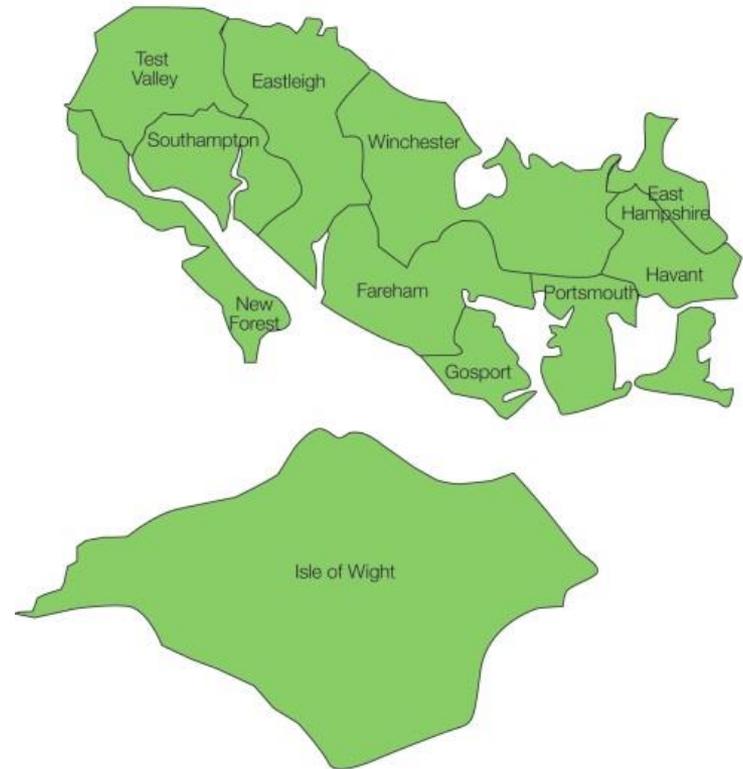
Solent Local Enterprise Partnership



TOGETHER.STRONGER

The Solent Local Enterprise Partnership (LEP)

- Enable **infrastructure** priorities
- Establish a single **inward investment** model to encourage companies to open new sites in the region
- Invest in **skills** to establish a sustainable pattern of growth
- Establish the area as a business gateway by developing **strategic sectors** and clusters
- Support **innovation** and build innovative capacity in the Solent area by building on substantial knowledge assets
- Support new businesses, **enterprise** and ensure SME survival and growth



TOGETHER.STRONGER

Bridging the Gap – Growth Fund

- Grant funding available for small and medium sized enterprises (SMEs) in the Solent to assist with growth projects that will create new jobs
- Capital investment only at a 25% intervention rate
- Available on a Solent-wide basis
- Grant funding available: £10,000 - £75,000
- Fund total: £1.85m



Closing Date: September 2016



Bridging the Gap - Impact Fund

- Grant funding available for small and medium sized enterprises (SMEs) to safeguard jobs, and new start-ups in the Solent to create jobs
- Capital and revenue investment at a maximum 50% intervention rate
- Available on a Solent-wide basis to those impacted by economic shocks
- Grant funding available: £5,000 - £75,000
- Fund total: £1.85m



Closing Date: March 2016



TOGETHER.STRONGER

Solent Advanced Manufacturing SME Fund

- Funding available to SMEs in the defence, aerospace or advanced manufacturing sectors to create or safeguard jobs
- Capital investment at a maximum 30% intervention rate
- State Aid regulations covered in more detail in Guidance Document
- Grant funding available: £100,000 - £500,000
- Fund total: £3.7m



Closing Date: March 2016



TOGETHER.STRONGER

Solent Defence Growth Partnership SME Fund

- Funding call from Solent LEP, DGP and University of Southampton to bring forward / de-risk innovative technologies for Maritime Autonomous Systems
- SMEs to work with the new UK Centre for Maritime Intelligent Systems
- Capital investment at a maximum 50% intervention rate
- Grant funding available to SMEs across the Solent: £25,000 - £75,000
- Fund total: £1m



Closing Date: March 2016



TOGETHER.STRONGER

Isle of Wight Expansion Fund

- Funding available to businesses based on, or moving to, the Isle of Wight, for projects that create or safeguard jobs
- Open to any business, but focus is on marine, maritime, advanced manufacturing and composites, low carbon and visitor economy
- Capital investment at a maximum 30% intervention
- Grand funding available: £100,000 - £500,000
- Fund total: £2.46m **Closing Date: March 2016**



RGF Funding Achievements So Far...

- Businesses Supported: 131
- Total funding allocated: £7,252,024
- Total jobs created and safeguarded: 1,279



Top Five Most Common Mistakes...

1. Incomplete / inconsistent / hurried application
2. Not submitting supporting evidence – accounts, CVs, business plan...
3. Match funding not secured – or even identified
4. Seeking funding for existing working capital costs
5. Project and job creation aims do not align with financial projections



...and the Top Five Elements of a Good Application

1. Guidance notes for the specific fund have been read and adhered to
2. Application is complete (please!), consistent and well focused
3. All additional information is submitted on time
4. The Business Plan is well structured and tailored for the specific fund
5. Makes a strong case for investment – they are all competitive funds





SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Contact Details

For general funding enquiries, please contact the Solent Growth Hub:

w: www.solentgrowthhub.co.uk/

t: 01329 820 898

e: info@solentgrowthhub.co.uk

For general LEP enquiries please contact:

w: www.solentlep.org.uk

t: 02392 688924

e: info@solentlep.org.uk

For fund specific enquiries please email the relevant address:

e: bridgingthegap@solentlep.org.uk

e: ezexpansion@solentlep.org.uk

e: iowexpansion@solentlep.org.uk

e: advancedmanufacturing@solentlep.org.uk



TOGETHER.STRONGER

Solent Employer Ownership of Skills Programme

Programme Context

- **City Deal** agreed in November 2013
- Focus of the City Deal was **Marine and Maritime** sector
- Programme of commitments and investments – both infrastructure and **skills** projects
- Consultation identified need for **employer led skills** based on **more responsive training provision** driven by **workforce requirements**
- This led to the development of two programmes – **Skills for Growth** and the **Solent Employer Ownership of Skills Programme**



TOGETHER.STRONGER

Solent Employer Ownership of Skills Programme

- **Competitive** £1.5m fund open for applications until August 2016. Activity will need to commence by this date but training and qualifications outcomes do not need to be completed.
- Open to **private sector employers of all sizes** to invest in their current and future workforce.
- Employers can develop proposals to **create jobs, raise skills**, and drive enterprise and economic growth in the Solent, and look for co-investment from Solent LEP to contribute to the costs.
- Seeking ambitious bids from employers in **Advanced Manufacturing, Defence, Marine and Maritime, Aerospace and Technology sectors** who are willing to work together to deliver skills solutions in their industry and locality.



TOGETHER.STRONGER

Solent Employer Ownership of Skills Programme

Two broad areas for applications:

- Proposals which enable employers to improve the skills of their current and future workforce.
- Industrial partnerships to take wider responsibility for skills development in a place or sector.

Three themes that both types of application should explore:

- Apprenticeships (particularly the development of higher level pathways);
- Encouraging and enabling SMEs to train their workforce;
- Cooperation between employers in sectors, supply chains and localities, and with colleges and providers.



TOGETHER.STRONGER

Key Criteria

- Private sector led
- Open to employers of any size to apply
- Revenue funding only - not capital
- Will only fund activity that cannot be supported by other means
- Minimum bid thresholds:
 - £50,000 for collaborative bids that are SME led
 - £100,000 for individual or consortia bids involving large employers
- Private sector contribution minimum of 60% of total costs



Application Process

- Single stage application process **but** it is strongly advised to submit an Expression of Interest (EOI) available at www.solentlep.org.uk
- Both EOI and Full applications should be submitted to: solenteop@solentlep.org.uk
- Investment Panel will use the information provided in the application to make a decision.
- Final decision made by the Solent LEP Board
- Next deadline: **Friday 23rd October 2015**



Solent Employer Ownership Skills Fund

Website:

www.solentlep.org.uk/growing_places/solent_employer_ownership_of_skills_programme

Email:

solenteop@solentlep.org.uk



September
16th 2015

Solent Growth Hub

‘Call the Navigator’ Service

Denise Barlow



A One Stop Shop acting as a single point of contact

The Service helps with:

- Assisting and linking Start ups with appropriate support
- Helping businesses expand into new markets
- Supporting SMEs through EOIs for grant funding
- Clarifying applications for the Business Growth Service
- Supporting businesses to become finance ready
- Matchmaking and working with the supply chain
- Guidance with Solent LEP applications

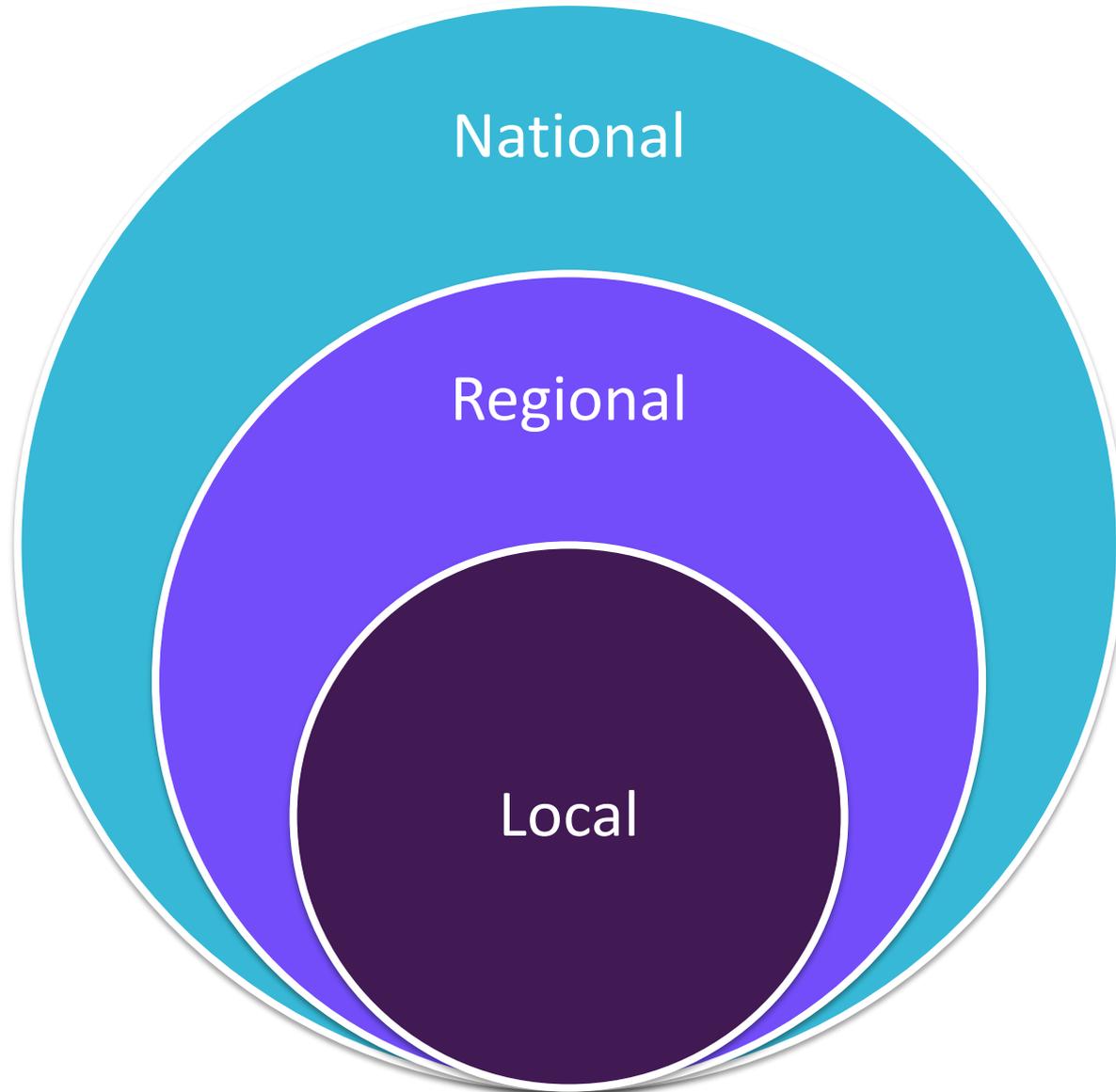


We Signpost To

- Local funding from the Solent LEP such as Bridging the Gap
- Other Local, regional, national and European schemes
- GOV.UK and greatbusiness.gov.uk and the support that is offered
- Exporting opportunities through UKTI, trade missions, Bridge etc.
- Inward Investment schemes
- Business Growth Service which includes Growth Accelerator and Manufacturing Advisory Service



Where We Signpost To



Start & Grow Scheme



For people who haven't launched their business but look to achieve high growth and create employment at an early stage

Support Includes:

- **One to One Advice**
- **Business Skills Training**
- **Mentoring**
- **Access to Finance Support & Business Planning**

Speak to our Navigators today



meet the **BUYER**



22nd October 2015
at the Ageas Bowl,
Southampton

- Build Your Supply Chain
- 16 private and 6 public sector buyers
- 6 Buyer meetings for each Supplier



Email: meetthebuyer@hampshirechamber.co.uk
Telephone: 01329 242 420

Links to Other Networks

Future Solent

Stimulating sustainable economic growth, creating jobs, and reducing our carbon footprint for businesses in the Solent area.

Creative Network South

Supporting creative organisations who wish to work together to support the development of the creative economy & employability in creative industries.

International Trade

Hampshire Chamber of Commerce provides services and training that support businesses who are looking to export and go global.

Meet the Navigators at...

Future Solent Conference

2nd October 08:30am – 4pm

Hilton Hotel, Ageas Bowl, S030 3XH



Shaping Portsmouth Conference

20th November 8am – 1pm

New Theatre Royal, PO1 2DD



Hampshire Chamber of Commerce Events

7th December 4pm – 6.30pm

St Mary's Stadium, S014 5FP



The Next Solent LEP Business Support Event



The Future

We aim to help pre start, start up and existing businesses who want to create, safeguard and grow their businesses through employment of local people

In particular – but not exclusively - the key sectors of:
Engineering, Marine, Advanced Manufacturing, Creative Industries, Transport and Logistics, Aerospace & Defence plus their supply chain

But really...

Any business wishing to grow!



call the
navigator
01329 820 898

Your One Stop Shop for Business Support

- What kind of support are you looking for?
- What is stopping your business from growing?
- Are you looking to create jobs?

The Solent Growth Hub **'Call the Navigator'** service can help

We are just a telephone call away and we can identify the best level of support available to you and your business

01329 820 898

www.solentgrowthhub.co.uk





SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Martin Boyd

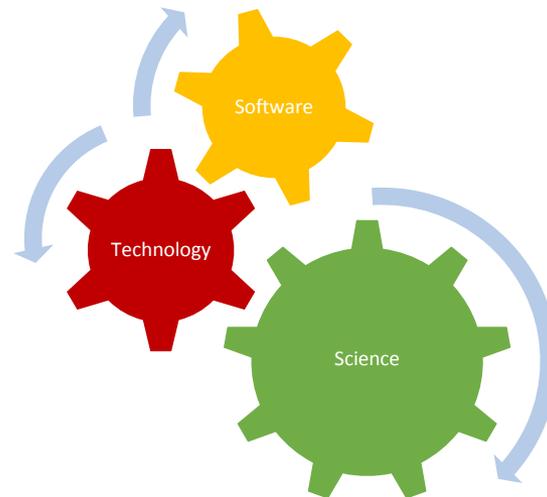
Incentives and Reliefs Unit

HMRC



TOGETHER.STRONGER

An Introduction to Research and Development (R&D) Tax Relief



16/09/2015

This Presentation will cover

- Benefits of the scheme – What's in it for me?
- Do I qualify?
- How it works?
- Definition of R&D
- What is an advance?
- Qualifying Expenditure
- Complex Issues
- Further help.

Benefits – What is in it for me?

- Tax Credits – Money Back
- 28 day turnaround
- Payments on account
- R&D unit – helping you get it right



Does my company qualify

- Must be a company for Corporation Tax.
- A SME -
 - Up to 500 staff,
 - Turnover up to €100M,
 - Balance sheet total up to €86m.
- Have an R&D project related to the company's trade or the trade the company intends to carry on.

R&D Tax Credits – how do they work?

- Claimed through company tax return,
- Time Limits – 2 Years from end of AP,
- Additional £1.25/£1.30 for every £1 spent on R&D
- Reduces Corporation Tax for profit making companies.

	Profit making Company	Loss Making Company
Payable Tax Credit	×	√
Enhanced Expenditure Relief	√	√

The Definition of R&D

A **Project** that seeks to achieve an **Advance** in science and technology (not arts or humanities)
Through resolution of scientific or technological
Uncertainties.

For definition of R&D, see HMRC website

What is an advance?

- Must represent an advance in the overall knowledge or capability in a field of science and technology.
- Not a company's own state of knowledge or capability alone,
- Must not be readily deducible to a competent professional.



Qualifying Expenditure in R&D

- Staffing costs,
- Consumable Items,
- Subcontractor costs,
- Externally provided workers.

Research and Development Allowance (RDA)

- The RDA gives relief for Capital Expenditure incurred on R&D directly undertaken by the trader.
- R&D tax credits not available on Capital Expenditure,
- Allowances are only due if the R&D is related to the trade carried on,
- The rate of allowance is 100%

Other types of relief

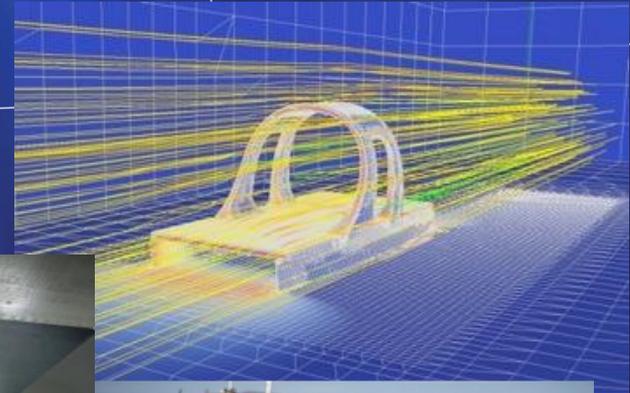
- Enhanced expenditure,
- RDA's
- Patent Box

If you require any further information, please come and speak to us or you can contact your local R&D team, contact details can be found on the [gov.uk](https://www.gov.uk) website.

National Oceanography Centre

Collaborating with Industry

Engaging with
the NOC for
Research &
Development
Support'



Creating Impact from our Research

- From Coast to Deep Sea – The NOC is the UK's largest institution for integrated sea level science, coastal and deep ocean research & technology development
- Based in two sites (Southampton and Liverpool) with 560 NERC staff and a £45 million annual budget (NERC, EU, Industry & Government)
- We actively want to engage with business to generate positive socio-economic impacts based upon our research outputs



What do we mean by impact?

Immediate impacts on your business may include:

- Development of new products or services
- That generate additional sales / exports
- And mean that you create new jobs



Secondary impacts may include:

- Lower carbon emissions from renewables
- Greater understanding of ocean processes leading to improved flood defence, etc, etc,



It is key for us to report this back to UK Government and any new products created may reduce the cost of our ongoing research effort

How can we engage with you to create this impact?

1. Funded collaborative research, with NOC as a partner
2. Accessing NOC developed technology for development into commercial products
3. Access to NOC expertise and knowledge to improve your business operation
4. Providing added value information products
5. Access to specialist equipment and test facilities

Or, any mixture of the above to meet your specific company need



Funded collaborative research, with NOC as a partner

- The NOC seeks to engage with both individual companies, and groups of companies for collaborative research
- Many sources of funding exist to support the costs of R&D to help bring new developments to market, which then stimulate economic development
- These sources of funding can be regional (Solent LEP Bridging the Gap, MuXV), National (Research Council and Innovate UK), or European (Horizon 2020, and specifically Blue Growth calls)



Recent Examples of Funded Collaborative Research Projects

- The NOC has engaged with 3 consortia who have submitted applications for the Innovate UK MAS CRD call
- The “Bringing together Research and Industry for the Development of Glider Environmental Services” (BRIDGES) under ‘Delivering the sub-sea technologies for new services at sea’ (EC H2020)
- The ETI funded Carbon Capture project that engages Fugro Geos , Sonardyne, Southampton and Plymouth Universities



InnovateUK Projects Funded (Total £2.9M)

- **Launch & Recovery of Multiple MicroAUVs from an USV**
 - **Partners:** Planet Ocean (Lead), ASV, UoS, NOC
 - **Funding to NOC:** £180k
 - Development low-cost MicroAUV and launch & recovery system from an USV for applications including defence, oil spill monitoring and science. Deployment of microAUVs from an USV will provide science users increased range, spatial sampling resolution and reduced cost versus some existing ship time solutions.
- **Pressure Tolerant Lithium Sulphur Battery for Marine Autonomous Systems**
 - **Partners:** Steatite (lead), Oxis, MSubs, NOC
 - **Funding to NOC:** £228k
 - Development of a revolutionary pressure tolerant rechargeable battery with high energy density and endurance based upon new, innovative Lithium Sulphur (Li-S) chemistry.
- **Autonomous Surface / Sub-surface Survey System**
 - **Partners:** ASV (lead), Sonardyne, Seebyte, NOC
 - **Funding to NOC:** £193k
 - Development of an integrated system using USVs, AUVs and novel communications technology for conducting low cost shore based full water column marine surveys and monitoring operations for offshore energy applications, deep sea mining prospecting and Carbon Capture and Storage monitoring.



Accessing NOC developed technology for development into commercial products

- The NOC has a long history of developing new technology to enable our research in the ocean's most challenging environments
- This includes pioneering AUV platforms, and component systems, and world-leading sensor developments
- The NOC develops this technology for its own research purposes, but does not seek to develop commercial products
- Where companies can conceive a commercial angle around NPD, the NOC can License this technology on an exclusive or non-exclusive basis



Recent Examples of NOC licensed Technology

1. X Band Radar Bathymetry licensed to OceanWaveS in Germany
2. 'Quickclamp' licensed to Planet Ocean
3. 'Probeguard' Licensed to Rockland Scientific in Canada
4. Deep Water Battery Pack to Msubs Ltd of Plymouth
 - Pressure tolerant lithium polymer battery developed for Autosub 6000
 - Small and compact, providing in excess of 500Wh per module
 - Capable of operating in 6000m water depths
 - This agreement last December has already attracted leading UK customers for use in their equipment



Access to NOC expertise and knowledge to improve your business operation

- The NOC's leading scientific thinking can be accessed by your business for one-off, or longer-term projects to meet your individual need
- This could be for the following:
 - Consultancy
 - Assisting with a funded R&D project
 - A longer-term need to introduce new skills and expertise into your business via a Knowledge Transfer Partnership



What is a Knowledge Transfer Partnership?

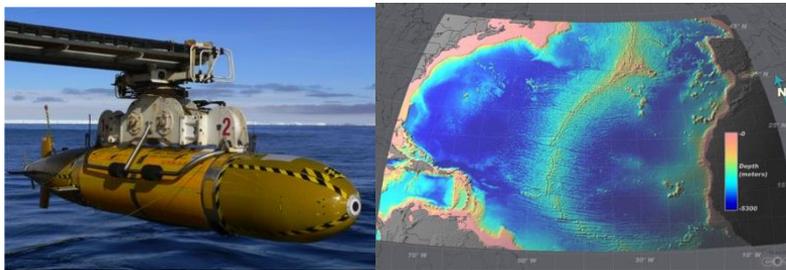
- An Innovate UK, grant supported project designed to transfer and embed new thinking and capability into your business
- Projects must be strategic (affect the long-term performance of your business), and can run from 1 to 3 years
- This is facilitated via:
 - A KTP Associate, who works in your business
 - Supported by a NOC Scientific expert for ½ day a week
 - With budgets to support travel, training and consumables project
- SMEs attract a 67% grant, and large companies a 50% grant towards total cost

Knowledge
Transfer
Partnerships



Case Study of Knowledge Transfer Partnership with ASV

- This project will transfer knowledge from the NOC's Marine Autonomy and Robotic Systems (MARS) Group that has been operating autonomous vehicles at their operational limits since 1996
- Seeking to embed innovative risk and reliability management capability, to ensure that ASV's product range is world-leading from the perspective of operational performance
- Aim is to enable ASV to take the lead in defining national reliability standards for marine autonomous vehicles



Access to specialist equipment and test facilities

Systems Reliability Lab	Glider saltwater ballasting tank	With overhead 0.5T girder trolley hoist
	Battery testing rig	MACCOR 4200 with temperature chamber - Max 2400W 240A, Agilent DC power analyser
	Co-ordinate Measuring Machine Room	Optical Profilometer, shadowgraph, Steel and Granite tables, Measuring arm
	Hydrostatic Pressure Test Vessel PV1	Max 690 bar, 3 ports, no temp control, turnaround time 30 mins
	Hydrostatic Pressure Test Vessel PV2	Max 690 bar, 1 port, Temp -10 to +35°C, turnaround time 5 mins
	Environmental test chamber inc PhD	Temp range -72 to +180°C
	Eurotherm environmental chamber	Temp controlled
	Thunder Scientific humidity chamber	Temp and humidity controlled
	Budenberg dead-weight pressure tester	Range 100 - 10,000 PSI
Shaker inc PhD		
Salt Spray Test chamber	CW Specialist Equipment SF 450L	
MARS Hangar	3D prototyping	Stratasys Fortus 250mc for production of prototypes using ABSplus thermoplastic
	Laser cutting and engraving	Trotec Laser Speedy 400 flexx
Workshop	Comprehensive workshop facilities	Milling, Turning, CNC, welding
	Acoustic Test Tank (fresh water)	Overhead gantry crane 3.2T
Calibration Lab	Temperature, Conductivity and Pressure	
Dock	Quayside and 7m deep basin	

Supporting business with SBRI

Small Business Research Initiative

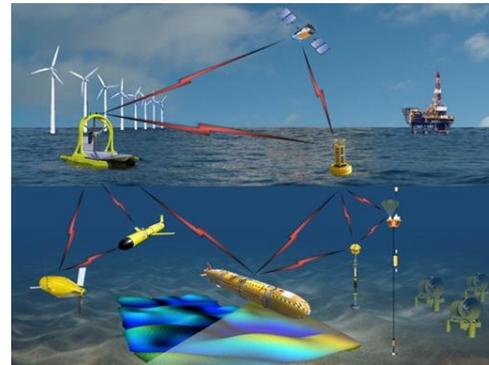
Innovate UK and Defence Science & Technology Laboratory Partners

£2.7M funded projects:

2013-14 Long Endurance Marine Unmanned Surface Vehicle



2014-15 Autonomous Adaptive Ocean Sensing Networks



MARS Innovation Centre

During 2014-15 NOC is investing £3.5M to expand facilities for SMEs developing MAS:

- New office, laboratory and workshop space
- Access to an extensive range of testing facilities
- £1M EPSRC funding via University of Southampton for Systems Reliability Laboratory



What we intend to achieve

- Development of technologies and systems that constitute a step change in MAS capability
- Collaborative projects that respond to national and international challenges more effectively
- Stimulate both new product and service development in a growth market offering significant commercial opportunities
- MARSIC will encourage early stage developments for MAS technology to enable the growth of an internationally capable cluster.



Thank you for Listening

Kevin Forshaw

Associate Director, Innovation & Enterprise

+44 (0) 23 8059 6104

Kevin.forshaw@noc.ac.uk

www.noc.ac.uk/business



**National
Oceanography Centre**
NATURAL ENVIRONMENT RESEARCH COUNCIL

noc.ac.uk

NERC SCIENCE OF THE
ENVIRONMENT



SOLENT
LOCAL
ENTERPRISE
PARTNERSHIP

Q&A



TOGETHER.STRONGER



Find out more:

Call us: 02392 688 924

Email us: info@solentlep.org.uk

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

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

Join the debate: **Linked in** 



TOGETHER.STRONGER