

Knowledge Transfer Networks  
Accelerating business innovation;  
A Technology Strategy Board programme

**“Show me the Money (2)”**

October 16<sup>th</sup> 2008  
**Michael Robertson**

Photonics Knowledge Transfer Network

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**UK Public Funding**

Good news! - very wide coverage:  
Capital expenditure • R&D tax credits • Equity investment • Small Firms Loan Guarantee Scheme • Grants for R&D • Export market development • Skills and training

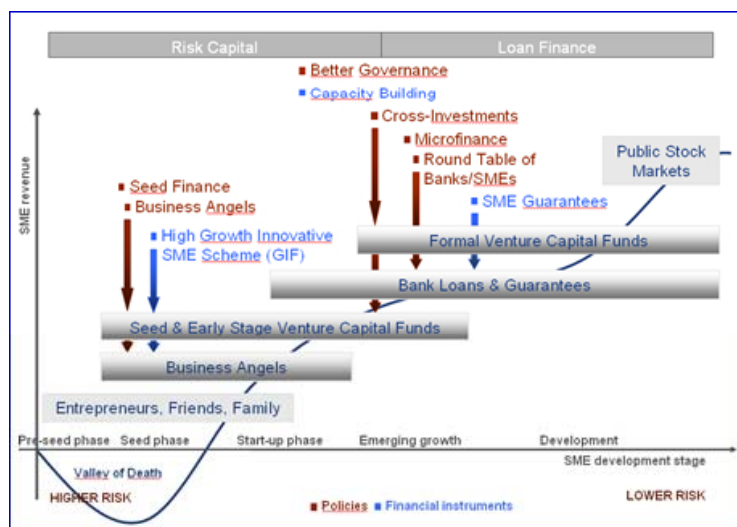
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## UK Public Funding

Bad news! - very wide coverage:  
There are more than 3000 schemes • help  
often needed to identify the correct scheme •  
many schemes require some degree of  
partnering

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## Our Solution?

### A one-stop shop to help you find the lot:

All open public funding schemes, sorted nationally and regionally • New announcements (e.g. Collaborative R&D grants announced by TSB) • All open calls from Research Councils etc • European and other hard to find calls ...

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## Fundmap

All currently available schemes mapped thematically, and with filtered searching

Includes business angel and VC funding opportunities

RSS Feed available

[www.photonicsKTN.org](http://www.photonicsKTN.org)



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**Useful things to know (1)**

- You will generally have to find “matched funding”
- The amount has to be found generally from private sources
- If public investment is input on “commercial” terms it may count as matching funds

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**Useful things to know (2)**

- Most applications will require you to demonstrate a **need** for public money
- Usually expressed as additionality – you need to establish that
  - Ø You won't do the work without grant, or
  - Ø You will do it faster , or
  - Ø You will do it on a larger scale
- Watch the business cash flow -- generally you need to **incur and defray** the expenditure before claiming grant
- You will generally need to show that you own or have agreed access to the IPR

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### Useful things to know (3)

- Most grants are approved state aids – ie the EC has accepted that they will not distort the competitive playing field
- Local initiatives may not be so approved
- These grants are considered “de minimis”
- The maximum de minimis funding any single recipient can receive is €200,000 (cash grant equivalent) over a 3 year fiscal period.
- Keep a record –local adviser should keep you right or visit

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### Other news ...

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## Small Business Research Initiative

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### Reformed SBRI launched

- What is SBRI? – Small Business Research initiative
- In essence the UK equivalent of the very successful SBIR scheme extensively used by small technology companies in the US
- Launched by the Technology Strategy Board
- SBRI is a **procurement** programme – Govt Depts procure research and development services from SME

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## Key features of SBRI programme

1. Sizes of projects typically:
  - Phase 1 £50-100k
  - Phase 2 £250-1,000k
2. Contracts not grants (100% funded)
3. Driven by near-to-market need (~5 years typically)
4. Contractor to hold intellectual property
5. Not limited to SMEs ...

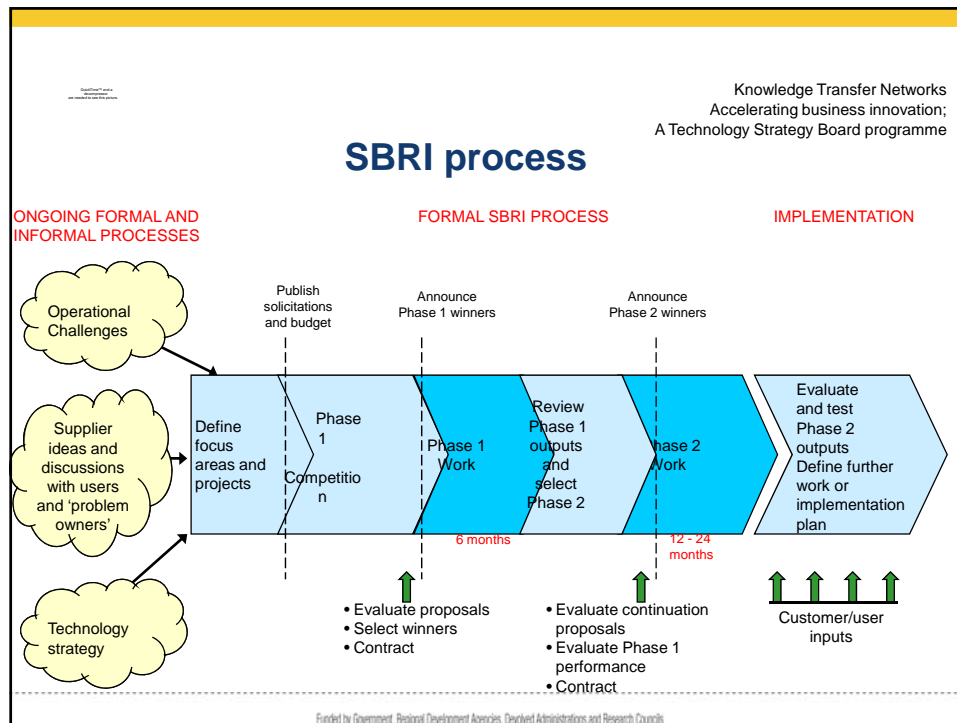
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## How it works

- Buyer (department / agency) identifies future technology need, not met by off-the-shelf products
- All projects advertised through Technology Strategy Board (and elsewhere)
- Buyer tenders and purchases development work through SBRI
  - In two phases: Phase 1 is a key part of the selection for Phase 2
- Intention to buy product later, but no compulsion - may use Forward Procurement as next stage

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**Technology Strategy Board**

**Collaborative R & D competitions**

**Autumn 2008 competitions**

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- Photonics: [Photonics21 - Next generation optical internet access](#)
- High Value Manufacturing: [Step Change in Competitiveness; Value Systems](#)
- Materials: [Sustainable materials and products](#)
- Energy Generation and Supply: [Maximising recovery of UK's oil and gas resources](#)
- Energy Generation and Supply: [Fuel cells and hydrogen technologies](#)
- Creative Industries: [Accessing and commercialising content in a digitally networked world](#)
- Intelligent transport systems and services: [Informed personal travel](#)

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And finally ...

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## At least 2 Key European Programmes

- EUREKA Eurostars Programme—the first European funding and support programme to be specifically dedicated to R&D performing SMEs. Next deadline is 21st November
- FP7

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## Photonics KTN



Joining up the thinking

[www.photonicsKTN.org](http://www.photonicsKTN.org)