Supporting SMEs To Innovate

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Importance of Innovation

• Companies who are innovating are twice as likely to be growing (ITI Business Monitor)
• Companies who invest in innovation demonstrate greater job growth, employed better qualified people and are more likely to export (NESTA)
• Companies who collaborate on innovation are more productive than those that do not (OECD)
• Investments in innovation are responsible for 2/3rds of UK productivity growth (NESTA)
INNOVATION
The **process** that transforms your **ideas** into commercial **value**.

It requires the execution of your ideas which address specific challenges and achieve significant value creation for both your business and your customers.
So - What is R&D?

• Research and Development plays a critical role in the innovation process.

• An investment in technology and future capabilities which is transformed into new products, processes, and services.
Innovation Vouchers

- A voucher is worth up to £5000 and is used by SMEs to allow them to work with a Knowledge Provider.
- Businesses may have a maximum of 3 vouchers for different projects, but only one voucher at a time.
- 4 open calls for applications per year.
Through **DesignAdvice**, companies have the opportunity to receive expert advice and gain knowledge on specific design issues.

The advice will benefit companies by enabling them to move forward through facilitating development of their products and services.

Up to a half day, DesignAdvice is available from a design expert on a face to face basis which will involve advising, mentoring and signposting to further assistance regarding their specific design needs.

**DesignActive** helps companies explore potential for new business ideas. It provides space for key decision makers to understand where and how design can deliver tangible benefits to their business.

Workshops inspire participants to think of new ways to improve customer experiences, develop new products and audit their communications while design experts provide one-to-one mentoring. Working towards a coherent design brief, participants are then allocated an experienced design consultant to work on their specific project for 7 non-consecutive days.

**How It Works**
Providing 7 days design consultancy support based around your design need. In addition, support includes interactive sessions, a mid-term review, 2.5 days of one-to-one mentoring from design experts and a final exhibition of work with a six-month evaluation review.

**Cost** £1,250
TAU & TDI Support

Two main types ..........

• Technical advice and guidance

• Financial assistance
  • Technical Development Incentive (TDI)
  • IP; Mach dir, LVD, EMC, RED workshops
TDI support

- Investigating new technologies or processes
- Product & process problem resolution
- Product approvals eg. VCA; TuV; UL; CE Marking
- Product/process improvement
- Management systems eg. ISO9001; ISO27001; BRC;
- Intellectual Property eg. Patents; Trademarks; licensing agreements

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The Innovation Escalator

Technology Led

Developing Capacity
- Innovation Advice
- Innovation Vouchers
- Business Innovation Link

Building Innovation
- TDI
- Design
- Proof of Concept

Adoption of Knowledge
- Grant for R&D: Experimental Development
- Knowledge Transfer Partnership
- Intellectual Property

Applying New Knowledge
- Grant for R&D: Industrial Research
- Collaborative R&D
- Open Access Facilities

Driving New Knowledge
- Competence Centres
- Other support

Market Led

Short Term Reward

Long Term Reward

Market failure

Closed Innovation

Open Innovation

Invest Northern Ireland
Building Locally Competing Globally
Grant for R&D overview

- Funding for Invest NI clients and potential clients
- Support for technically risky projects
- Ideas must be exploitable
- Support for future work - not retrospective
- Needs match funding
- Support is discretionary - subject to Invest NI decision
Innovation Advisors

- 3 advisors for Grant for R&D;
  - Ciaran Mc Cartan
    (Health, Life Sciences & Food)
  - Richard Pelan
    (Engineering/ICT)
  - Robin Humphreys
    (ICT/General enquiries)
Grant for R&D support

- Project Definition
- Streamlined R&D Application (SME’s only)
- Main Grant for R&D
- Support rates based on company size and level of innovation
- Project theme created by the customer not by Invest NI
Sales Outcomes (450 R&D projects)

- NI sales: £614M
- GB sales: £170M
- Export RoI sales: £405M
- Export other sales: £118M

Invest Northern Ireland
Competence Centres

- Collaborative, strategic research, led by industry and resourced by qualified researchers
- Higher-risk, longer-term research with funding typically 5 years
- Stimulate CRD and contribute to the “market focussed technology innovation communities”
  - CASE, Connected Health, NIACE and Agri-Food
- Link to Innovate UK and Horizon 2020
Why participate in National/EU projects

- Increase R&D and innovation capability
- Get access to wider and international networks
- Get access to new markets and customers
- Increase reputation and visibility on an National/EU level
- Attractive funding rates (up to 100%)
Innovate UK

- Direct UK Government Funding
- Usually Collaborative
- Mix of theme driven and open call opportunities
- Knowledge Transfer Networks
- Generous support rates
- Competitive
Horizon 2020

Biggest EU Research and Innovation programme ever with nearly €80 billion of funding available over seven years (2014-2020).

Horizon 2020 is the financial instrument implementing the Innovation Union, a Europe 2020 flagship initiative aimed at securing Europe's global competitiveness.
R&D Tax Credits

- Government Incentives to encourage R&D in UK
- HMRC pays tax credits at high multiplication of eligible R&D spend and also gives reduced corporation tax on sales of patented products
- Speak to your accountant for specialist advice
Neurovalens

Winner of Randox HealthCare Awards 2018

Winner of NI leg of “Startup World Cup 2018”
(going to San Francisco in May)
Thank You