

## Funding opportunities for South East Businesses

| Programme                                  | Provider                                  | Activity                                     | Detail  | Funding Levels/Availability   | Eligibility   |
|--|---|--|---|---|---|
| <b>Leadership &amp; Management Service</b> | Skills South East                         | Leadership and management skills development | <p>The government has set up a new Leadership and Management Advisory Service (LMAS) to help eligible employers identify and fund development opportunities for their senior leaders. The aim of the service is to foster the leadership and management skills of senior staff so they can make full use of their workforce and accelerate the growth of their business.</p> <p>If eligible (see right-hand column) businesses will receive:</p> <ul style="list-style-type: none"> <li>• A free skills diagnostic from a skills adviser. This will identify the leadership and management development required by the nominated leader. This is so they can optimise the contribution of staff and grow the business. The adviser will then agree on a development plan with the leader.</li> <li>• A <b>government grant of up to £1,000</b> for use on management and leadership development activity, such as any training agreed with the skills adviser. You will have to match-fund this grant – e.g. to receive a grant of £500 your business will have to contribute £500 of its own money.</li> </ul> <p>The LMAS will operate on a regional basis. For more information on the South East service, go to <a href="http://www.skillsoutheast.co.uk/leadership-and-management.html">http://www.skillsoutheast.co.uk/leadership-and-management.html</a></p> | Up to £1,000 grant, but this must be matched by the business. The fund is limited so businesses are advised to apply as soon as possible. | <p>Your business must:</p> <ul style="list-style-type: none"> <li>• be in England</li> <li>• Have 2 to 249 full-time equivalent employees</li> <li>• Have the potential for high or fast growth</li> </ul>  |
| <b>Sustainable routes</b>                  | South East ERDF Competitiveness Programme | Sustainability                               | <p>Sustainable Routes can offer a grant for those eligible (see right-hand column), who want to cut travel costs by adopting new ways of working.</p> <p>This is your opportunity to focus on business travel and come up with ideas that will save you money.</p> <p><b>By signing up to Sustainable Routes you will benefit from:</b></p> <ul style="list-style-type: none"> <li>• a personalised Travel Efficiency Plan</li> <li>• a grant of up to £1,000 (match funded)</li> </ul> <p>The scheme will impact your bottom line and do something really useful for your business. It will also help your employees and the environment.</p>  | Up to £1,000 grant for business but excluding franchisees.  | <p>Your business must:</p> <ul style="list-style-type: none"> <li>• Be a SME with fewer than 250 employees</li> <li>• Be located in the South East of England</li> <li>• Have traded for at least 2 years</li> <li>• Have a turnover of at least £75,000</li> </ul> |

|   |                                 |                               |   |   |   |
|---|---------------------------------|-------------------------------|---|---|---|
| <b>The Business Growth Fund</b>                     | The Business Growth Fund        | Support for growth businesses | <p>The Business Growth Fund (BGF) is an independent fund of up to £2.5 billion, backed by five of the UK's main banking groups - Barclays, HSBC, Lloyds, RBS, and Standard Chartered – and working in collaboration with the British Bankers Association. It has been established to help build the next generation of world class UK companies. Their job is to support talented management teams and business leaders achieve their full potential by offering three magic ingredients for success:</p> <ul style="list-style-type: none"> <li>• Substantial capital</li> <li>• Superb contacts; and</li> <li>• Sound counsel.</li> </ul> <p>The fund will:</p> <ul style="list-style-type: none"> <li>• develop a partnership approach with investee businesses, agreeing shared goals and objectives from the outset;</li> <li>• look for businesses with evidence of a strong track record and demonstrable growth potential;</li> <li>• carry out targeted due diligence in a cost-effective and timely manner; and</li> </ul>                    | <ul style="list-style-type: none"> <li>• £2 million to £10 million in return for an equity stake in the business and a seat on the board</li> <li>• offers longer-term funding over five to seven years or more</li> <li>• Open to applications – online applications are preferred.</li> </ul> | <ul style="list-style-type: none"> <li>• SMEs with an annual turnover of around £10m to £100m.</li> <li>• Businesses in all sectors are eligible apart from financial services and real estate.</li> <li>• Particularly interested in sectors of the economy that have long-term and significant potential for growth including high-tech manufacturing, software and electronics, leisure and tourism, renewable energy and cleantech, healthcare and life sciences, industrial and business services, outsourcing, and digital businesses.</li> </ul> |
| <b>Grant for Research and Development (R&amp;D)</b> | Technology Strategy Board (TSB) | R&D                           | <p>The new Grant for R&amp;D scheme which opened on 4 April 2011 will support R&amp;D projects which offer potentially significant rewards and could stimulate UK economic growth. It replaces the scheme previously offered by regional development agencies.</p> <p>The scheme offers funding to small and medium-sized enterprises (SMEs) to engage in R&amp;D projects in the strategically important areas of science, engineering and technology, from which successful new products, processes and services could emerge. Three types of grant are available:</p> <p><b>Proof of market grant (up to 9 months)</b><br/>This grant enables companies to assess the commercial viability of a project, through market research; market testing and competitor analysis; intellectual property position; initial planning to take the project to commercialisation, including assessing costs, timescales and funding requirements.</p> <p><b>Proof of concept grant (up to 18 months)</b><br/>SMEs may use this grant to explore the technical</p> | <p>Applications can be made anytime.</p> <p><b>Proof of market grant:</b><br/>maximum grant of £25k, and up to 60% of total project costs may be funded.</p> <p><b>Proof of concept grant:</b><br/>maximum grant of £100k,</p>  | <p>Any UK SME working in any sector may apply; applications are accepted on a rolling basis for assessment by independent experts.</p>  |

|                              |                                 |                   |   |  |  |
|------------------------------|---------------------------------|-------------------|---|--|--|
|                              |                                 |                   | <p>feasibility and commercial potential of a new technology, product or process, including: initial feasibility studies; basic prototyping; specialist testing and/or demonstration to provide basic proof of technical feasibility; intellectual property protection; and investigation of production and assembly options. It also includes pre-clinical research studies for healthcare technologies and medicines, including target identification and validation.</p> <p><b>Development of prototype grant (up to 2 years)</b><br/>This funding is used by companies to develop a technologically innovative product, service or industrial process, and can include projects such as: small demonstrators; intellectual property protection; trials and testing, including clinical; &amp; market testing. Projects will last up to 2 years and have a maximum grant of £250k; up to 35% of total project costs for medium enterprises, or up to 45% for small and micro enterprises, may be funded.</p>  | <p>and up to 60% of total project costs may be funded.</p> <p><b>Development of prototype grant:</b><br/>maximum grant of £250k; up to 35% of total project costs for medium enterprises, or up to 45% for small and micro enterprises, may be funded.</p> |  |
| <b>Collaborative R&amp;D</b> | Technology Strategy Board (TSB) | Collaborative R&D | <p>Collaborative research and development (R&amp;D) is designed to assist the industrial and research communities to work together on R&amp;D projects in strategically important areas of science, engineering and technology - from which successful new products, processes and services can emerge.</p> <p>Regular competitions for funding of collaborative R&amp;D projects have been held since 2004. The TSB's <a href="#">competitions search</a> page provides details on current, forthcoming and closed opportunities. There are currently 4 competitions open:</p> <ul style="list-style-type: none"> <li>• ICT for Manufacturing and construction (closes 3/8/11)</li> <li>• Materials for Energy (closes 3/8/11)</li> <li>• Cell therapy technology and innovation centre (expression of interest – closes 16/6/11)</li> <li>• Nutrition for life Collaborative R&amp;D (closes 15/6/11)</li> </ul> <p>You can register to receive updates. <i>The <a href="#">competition search</a> also provides details of other competition programmes organised and managed by the TSB including the SBRI (see below) and promotes a number of <a href="#">international competition programmes</a> – European competitions including Framework 7 (FP7).</i></p> | <ul style="list-style-type: none"> <li>• Applications are requested on an open competition basis</li> <li>• Funding amounts vary and typically cover 25%-75% of eligible costs</li> </ul>  | <ul style="list-style-type: none"> <li>• Businesses from all sectors across England that have the willingness and potential to collaborate on developing innovative products, processes or services.</li> <li>• Must involve at least two collaborators</li> </ul> |
| <b>Small Business</b>        | Technology Strategy             | R&D               | <p>The new SBRI programme aims to use government procurement to drive innovation. It provides business</p>  | <ul style="list-style-type: none"> <li>• Applications are requested on an</li> </ul>   | <p>It is particularly suitable for SME and early stage</p>   |

|                                   |   |                   |  |   |   |
|-----------------------------------|---|-------------------|--|---|---|
| <b>Research Initiative (SBRI)</b> | Board (TSB)   |                   | <p>opportunities for innovative companies whilst solving the needs of government departments.</p> <p>Competitions for new technologies and ideas (promoted through the competition search area of the TSB website) are run in specific areas and aim to engage a broad range of companies in short-term development contracts.</p> <p>It generally has a two-phased development approach that starts with initial feasibility and then more detailed product development. It should result in a commercial product or service. The intellectual property is retained by the company, with certain rights of use held by the department.</p> <p>Current competitions include:</p> <ul style="list-style-type: none"> <li>• DALLAS Delivery Assisted Living Lifestyles at Scale (closes 27/7/11)</li> <li>• Armour and Protection (closes 19/7/11)</li> <li>• Design for Future Climate 2 (closes 6/7/11)</li> <li>• Nutrition for Life Feasibility Study (closes 29/6/11)</li> <li>• Adapting new thinking to Counter-Terrorism (closes 21/6/11)</li> </ul>                                 | <p>open competition basis</p> <ul style="list-style-type: none"> <li>• Competitions results in a fully funded development contract between the company and the government department - it is not a government grant.</li> </ul> | businesses and gives vital funding for the critical stage of product development. |
| <b>Eureka</b>                     | EU (promoted and supported provided by the Technology Strategy Board) | Collaborative R&D | <p>EUREKA is a pan-European network for encouraging market-oriented, collaborative research and development (R&amp;D) projects, which lead to the development of innovative products, processes or services.</p> <p>Projects can be in any technological area and there are no restrictions on project size, timing or length. It involves organisations from 38 European countries and the Commission of the European Union (EU).</p> <p>EUREKA is not a funding mechanism in itself and there is no central EU budget for supporting EUREKA projects. In common with most other member countries, the UK may sometimes provide funding support to project participants, However, many projects go ahead unfunded.</p> <p>To find out more about this and other European programmes (including Eurostars and FP7 described below) contact Graham M Mobbs, European Operations Manager, Technology Strategy Board, <a href="mailto:graham.mobbs@tsb.gov.uk">graham.mobbs@tsb.gov.uk</a> or visit the website - <a href="http://www.eurekanetwork.org">http://www.eurekanetwork.org</a></p> | Funding for UK industry participation in EUREKA projects can either be 'self-funded' by the partners or through the Grant for R & D programme, up to a maximum of 50% of the total project cost of the UK partner.              | Open to SMEs.   |
| <b>Eurostars</b>                  | EU –  | R&D               | EUREKA's Eurostars Programme is the first European   | • Applications are  | • Eurostars is open to all  |

|                                    |  |                   |  |   |  |
|------------------------------------|--|-------------------|--|---|--|
|                                    | EUREKA<br>(The Technology Strategy Board is the UK funding body) |                   | <p>funding and support programme to be specifically dedicated to SMEs. Eurostars stimulates SMEs to lead international collaborative research and innovation projects by providing funding and support for market-oriented research and development specifically with the active participation of R&amp;D-performing SMEs. Projects can address any technological area and should be aimed at the development of a new product, process or service.</p>  | <p>accepted in response to bi-annual calls for proposals. The next closing date is 22nd September 2011. This will be followed by a call in March 2012.</p> <ul style="list-style-type: none"> <li>UK SMEs are eligible for up to 50% funding of eligible project costs and are funded by the Technology Strategy Board</li> <li>Maximum amount of grant funding is 350,000 Euros per UK participant.</li> </ul> | <p>sectors</p> <ul style="list-style-type: none"> <li>Under UK rules only innovative and research performing SME's are eligible for funding (SMEs must have been trading for 12 months)</li> <li>Academics and large companies are welcome to participate in Eurostars projects, but funding has to be secured from other sources</li> </ul> |
| <b>Seventh Framework Programme</b> | EU, managed in the UK by FP7UK                                   | Collaborative R&D | <p>FP7 is the short name for the Seventh Framework Programme for Research and Technological Development. This is the EU's main instrument for supporting and encouraging collaborative and transnational research, development and innovation in science, engineering and technology. The EC budget for 2007-13 is € 50.5 billion and the Euratom budget for the next five years is € 2.7 billion.</p> <p>Businesses should require funds for research or early stage technical development of an innovative technology. FP7 supports research in selected priority areas - the aim being to make, or keep, the EU as a world leader in those sectors. FP7 is also designed to respond to Europe's employment needs and competitiveness. The priority areas are:</p> <ul style="list-style-type: none"> <li>Capacities</li> <li>Energy</li> <li>Environment</li> <li>Euratom (nuclear research &amp; training)</li> <li>Food, Agriculture , Fisheries &amp; Biotechnology</li> <li>Health</li> <li>ICT</li> <li>Ideas</li> <li>JRC (Joint Research Centre) – research in 4 areas</li> <li>Nanoscience, Nano-technologies, materials</li> <li>People</li> <li>Security</li> </ul> | <ul style="list-style-type: none"> <li>Grants awarded in response to periodic calls for proposals under each programme (typically one or two each year)</li> <li>Projects are normally in the €1 to 2.5 million region.</li> <li>Funding rates can be up to 75% depending on the type of organisation and project.</li> </ul>   | <p>Open to all organisations including large businesses, SMEs, universities, research centres public bodies and individuals.</p>   |

|   |                            |   |   |  |   |
|---|----------------------------|---|---|--|---|
|   |                            |   | <ul style="list-style-type: none"> <li>• Socio-economic</li> <li>• Space</li> <li>• Transport</li> </ul> <p>FP7UK consists of an integrated team of National Contact Points that provide information and advice to help UK participants achieve success in EU R&amp;D Programmes, including Eurostars. There are also online networks for each of the priority areas and events. For info, go to <a href="http://ktn.innovateuk.org/web/fp7uk">http://ktn.innovateuk.org/web/fp7uk</a>.</p> <p>Finance South East also offer support and are holding an event on FP7 on 17th June 2011 in Cambridge (see website for details - <a href="http://www.financesoutheast.com/events/?id=1910">http://www.financesoutheast.com/events/?id=1910</a>)</p>   |  |   |
| <b>_Connect</b>                                 | Technology Strategy Board  | Online platform   | <p><a href="https://ktn.innovateuk.org/web/guest/home">https://ktn.innovateuk.org/web/guest/home</a>. This new platform provides an effective and powerful way for people to collaborate online, network and share knowledge with other innovators.</p> <p><b>Share Knowledge:</b> _connect is a place where open innovation happens, where you can work together securely, share information and knowledge. Utilise the online tools to work collaboratively or discuss your ideas and find events to meet with others from your community.</p> <p><b>Join Networks:</b> The networks on _connect offer you up-to-the minute news on funding, events, articles and publications. You'll find all 16 Knowledge Transfer Networks on _connect plus other groups supporting space and FP7.</p> <p><b>Find People:</b> Through the networks find potential business partners, entrepreneurs, collaborators, other innovators in your industry, researchers and academics</p> |  |   |
| <b>Commercialisation Fund (South East only)</b> | Finance South East / SEEDA | Facilitates the progress to market of ideas with high growth potential. | <p>FSE helps growth businesses achieve their potential through direct investment from its £33.6m funds under management, together with a range of professional support and advice.</p> <p>The FSE operates a number of funds including <b>one grant fund - the Commercialisation Fund</b>. The aim of the Commercialisation Fund is to facilitate the progress to market of business ideas (products or services) with clear potential for high growth. The funding provided should allow a new business idea or innovation to sufficiently develop so that it can gain market entry or market traction. This may include first revenues or contracts, market-validation, or putting operational processes in place. The Fund operates in two 'phases':</p>   | <ul style="list-style-type: none"> <li>• Open to applications</li> <li>• The Fund operates in two 'phases' with up to £30,000 available for each phase. An application for funding that involves activities across both phases may apply for a maximum of £60,000. An application may be made for either one of the phases.</li> </ul> | <ul style="list-style-type: none"> <li>• Open to SMEs</li> <li>• Individuals may also apply on the understanding that a company will be formed should funding be approved.</li> <li>• Companies must be based in the SEEDA region. This covers Oxfordshire, Buckinghamshire, Milton Keynes, Berkshire, Sussex, Surrey, Kent,</li> </ul> |

|   |   |                               |  |  |   |
|---|---|-------------------------------|--|--|---|
|   |   |                               | <p><b>Phase 1 – Proof of Concept</b><br/>Phase 1 applications should require funds for activities that will result in comprehensive proof that the product or service does what is claimed. At the end of this phase, applicants should be able to verify the capabilities of the product or service. Examples of the activities that may be undertaken are: Concept analysis; feasibility testing; developing prototypes; protecting intellectual property; and use of third parties to undertake product testing.</p> <p><b>Phase 2 – Commercialisation</b><br/>Phase 2 applications should require funds for activities that will result in initial revenues or market traction. Applications for this phase should have a product or service that is viable, i.e. can be demonstrated or has been technically proven. Examples of the activities that may be undertaken are: Undertaking market research; undertaking customer trials; developing the channels to market; and commercial or marketing advice</p> |  | Hampshire and the Isle of Wight.  |
| <b>Export Marketing Research Scheme</b> | UK Trade & Investment (UKTI) / British Chambers of Commerce | Market research for exporting | <p>The Export Marketing Research Scheme (EMRS) helps and encourages UK companies to undertake overseas marketing research prior to developing a strategy for market entry or further investment in an overseas market. Market research topics may include:</p> <ul style="list-style-type: none"> <li>• Market size and segmentation</li> <li>• Regulations and legislation</li> <li>• Customer needs, usage and attitudes</li> <li>• Distribution channels</li> <li>• Trends</li> <li>• Competitor activity, strategy and performance</li> </ul>  | <ul style="list-style-type: none"> <li>• Contact the British Chamber of Commerce</li> <li>• Companies with fewer than 250 employees may be eligible for a grant of up to 50 percent of the agreed cost of market research projects.</li> </ul>             | <ul style="list-style-type: none"> <li>• All SMES are eligible for a grant</li> <li>• UKTI do not anticipate that companies which have been formed for &lt;2 years or employ &lt; 5 people will have sufficient resources to benefit from our support.</li> <li>• Financial support cannot be granted for a number of activities</li> </ul> |
| <b>Tradeshow Access Programme (TAP)</b> | UKTI  | Overseas Exhibitions          | <p>Taking part in overseas exhibitions is an effective way for you to test markets, attract customers, appoint agents or distributors and make sales. UKTI's <b>Tradeshow Access Programme (TAP)</b> provides grant support for SMEs to attend trade shows overseas.</p> <p>Participation is usually as part of a group of UK businesses led by an Accredited Trade Association (ATO) that has agreed to help deliver TAP support. However, TAP can also accommodate a smaller number of participating businesses wishing to exhibit at trade shows where there is no ATO led group, on an independent or "solo" basis.</p>  | <ul style="list-style-type: none"> <li>• Businesses should submit applications for the programme no later than eight weeks prior to any events they wish to attend</li> <li>• Grant rates vary from £1,000 to £1,800 and £1,000 only for "solo"</li> </ul> | All SMES are eligible but grants are aimed at less experienced exporters, defined either in terms of the company's exports as a percentage of total sales or the company having been exporting less than 10 years.  |