

Sources of Advice & Funding

Jamie McLeod
Digital Autonomous Ship Development
30 April 2019

Scottish Enterprise

MENU



LOGIN

Supporting Scottish businesses to achieve their goals



01:46

2017/18 PERFORMANCE

500+

BUSINESSES SUPPORTED TO ACCESS FINANCE

£315m

PLANNED R&D INVESTMENT

£170m

PRIVATE FINANCE LEVERAGED

Feedback

Find out how we can help companies like yours



Scottish Enterprise

We can support your business in many ways



Prepare for Brexit

Get to know the risks, rewards, challenges and opportunities for your business. Find resources, advice, events and funding to help you prepare your Brexit plans.

[START BREXIT PLANNING](#)



Business development and advice

Growing a business isn't always easy and you may be wondering who to turn to for the right support. Our team of specialist advisers can help you to take the next step with confidence.

[GROW MY BUSINESS](#)



Develop products and services

Want to develop a product or service to make your business more competitive and profitable? Connect with our experts to avoid potential pitfalls and overcome challenges.

[DEVELOP A PRODUCT OR SERVICE](#)



Funding and grants

From start-ups to well-established companies, large and small, we've got funding options that will elevate your business.

[LEARN MORE ABOUT FUNDING](#)



Exports and international markets

International trade is essential for any size of business to grow. Get the know-how and confidence to export your product or service into overseas markets with our support.

[GROW INTERNATIONALLY](#)



Improve productivity and skills

Whatever stage your business is at, access our expertise, training and funding to help introduce new and innovative work practices. Empower your workforce to drive greater productivity and efficiency.

[IMPROVE MY BUSINESS](#)

Productivity - The Challenge

	Measure	OECD, EU or UK Region Quartile	
Innovation	Businesses 'innovation active'	2	
	Business R&D	4	
	Businesses introducing new products / processes	2	3
Trade	Export growth	4	
	% of businesses exporting	4	
Inward investment	No. of investments relative to population	1	
	Foreign owned cos' contribution to economy	1	
Business investment	Capital investment, R&D, etc	4	
Skills	Graduates as % population	2	
Competition	No. of businesses relative to population	4	
	Entrepreneurial activity	3	
Fair work approaches	Employee engagement, skills utilisation	3 (?)	

Advice and Support

- Innovation & Enterprise Services
- Expert Support – up to 2 days free consultancy
- Business Mentoring
- Improve Business Processes
- Explore new markets – UK and International
- Scaling your business
- Collaborating with other companies
- Workplace innovation, succession planning, employee ownership
- Scottish Investment Bank – Financial readiness
- Unlocking Ambition - New entrepreneurship programme
- ScotGrad – 3-12 month projects
- Scottish Manufacturing Advisory Service
- Brexit
- Enquiry Fulfilment and Research Service

Innovation and Enterprise Services

Intellectual Assets

Free advice to help your company identify, manage and exploit IP assets - not just patents, copyright, registered designs and trade marks but also trade secrets, expertise, sector knowledge and brand identity.

Innovation and R&D

A free, impartial review of your company's planned innovation project – maybe you're looking to develop products or services or explore ways to increase efficiency or productivity; or, perhaps you are looking at ways to better organise and manage innovation in your company.

Workplace Innovation

We work with your company to help it uncover new ways of working to make the best use of all resources – people, processes and relationships. Can also help your company identify any training needs associated with planned innovations.

Production & Business Processes

Helps your company to become more productive, competitive and outward looking – leads to sustainable change through combining business improvement tools such as Lean Thinking with behavioural change.

Sustainability

We help your company improve its practices to increase productivity – and its environmental performance. Can help in initial project scoping; in implementing efficient and sustainable processes; or, highlight available support for more complex projects.

Cooperation/ Collaboration

Helps your company by finding potential partners (in Scotland, UK and/or EU) for joint ventures or collaborative development projects; and, can help in beginning negotiations and considering a legal structure for a partnership.



Company size	Feasibility project		R&D project	
	%support	£max award	%support	£max award
Small	up to 70%	New to you: £5k New to UK/Sector: £100k	up to 70%	<i>Only limited by:</i> the actual need of the applicant company; <i>and,</i> Scottish Enterprise management of its Innovation budget
Medium	up to 60%	New to you: £5k New to UK/Sector: £100k	up to 60%	
Large	up to 50%	New to you: n/a New to UK/Sector: £100k	up to 50%	

- Certain costs are considered to be ineligible for support
 - the percentage support rate only applies to the eligible costs in your project
- The actual rate and amount of an award, if any, is at the discretion of SE

Scotland's Innovation Centres

- **Collaborations between Universities and industry**
 - Industry-defined challenges

- **DataLab**
- **Sensing and Imaging Systems**
- **Industrial Biotechnology**
- **Stratified Medicine**
- **Digital Health**
- **Construction**
- **Aquaculture**
- **Oil & Gas**

Contributing to additional gross value added (GVA):

- creating and preserving skilled jobs
 - attracting inward investment
 - increasing export potential
 - creating new products and processes
 - opening up new revenue streams
 - delivering cost efficiencies/higher profitability.
- **Hopefully – Maritime Innovation UK (MarI-UK) in Scotland**

Example – Company support

Scottish Enterprise Supports Enpro Through New Action Plan



Scottish Enterprise has revealed a new subsea engineering action plan.

The news comes as Scottish Government Minister for Business, Innovation and Energy, Paul Wheelhouse, visits oil and gas firm, Enpro Subsea, to announce its new £1.5 million investment to support innovation, a key theme of the plan.

Enpro Subsea is to invest £1.5 million in a new research and development project aimed at helping to improve production, by maximizing economic recovery from existing subsea wells and in turn reduce costs for the operating companies.

Scottish Enterprise's offer of a £755,000 R&D grant towards the project costs will help the company design, develop and test new technology. This is the first time the company has been supported by Scottish Enterprise.

OFFSHORE ENERGY 17 EXHIBITION & CONFERENCE
19, 10 & 11 OCTOBER 2017
AMSTERDAM | THE NETHERLANDS



OIL & GAS

Register now!



SUBSEA WORLD NEWS

R&D Grants supporting Collaboration

- **Seek & Solve**

- Where a customer, or potential customer, is willing to contribute 20% (*or more*) of a small company's total project costs (in cash and/or in kind) then **Scottish Enterprise** can support up to 45% of the remaining 80% (*or less*) eligible costs
- Created IP belongs to the small company

- **Collaborative R&D**

- Where a Scottish company is collaborating with at least one other company
- If either company is an SME or one company is based elsewhere in the EU, then **Scottish Enterprise** can support up to 70% of the Scottish companies' eligible project costs
- **Scottish Enterprise** can also support the eligible project costs of any Scottish education or research institutes in the collaboration
- Shared ownership of created IP

Example - HYSEAS

Consortium Members

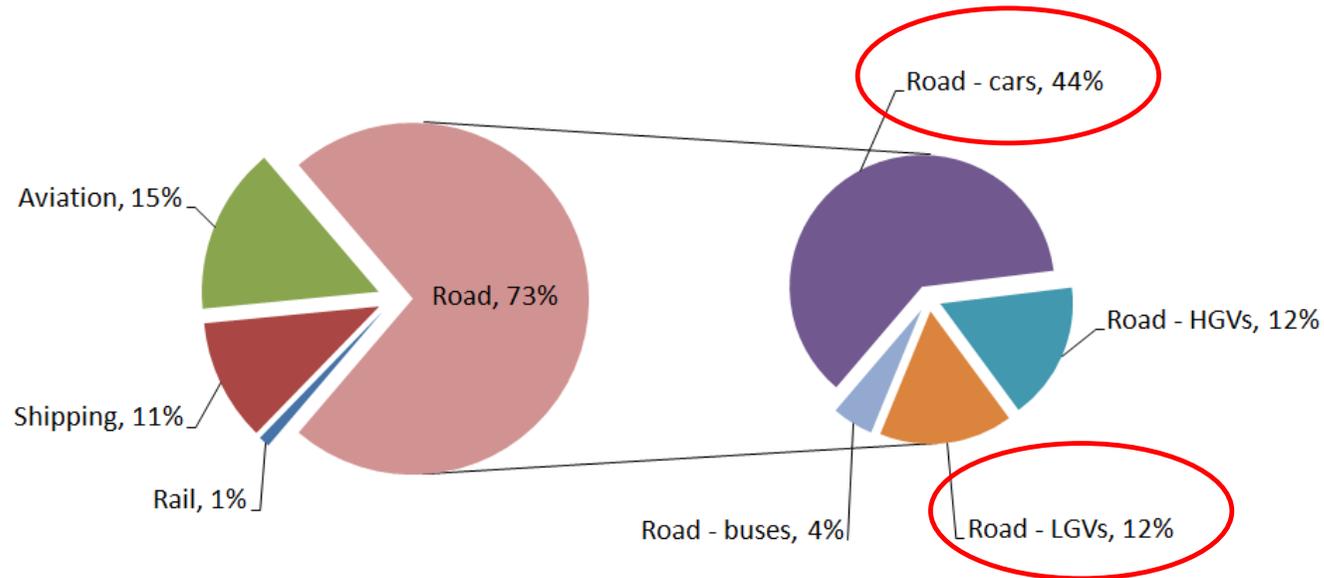
- Ferguson Marine
- Kongsberg Maritime
- Ballard Power Systems
- St Andrews University
- Orkney Island Council
- DLR
- McPhy Energy
- Interferry Europe



HYSEAS – Key Points

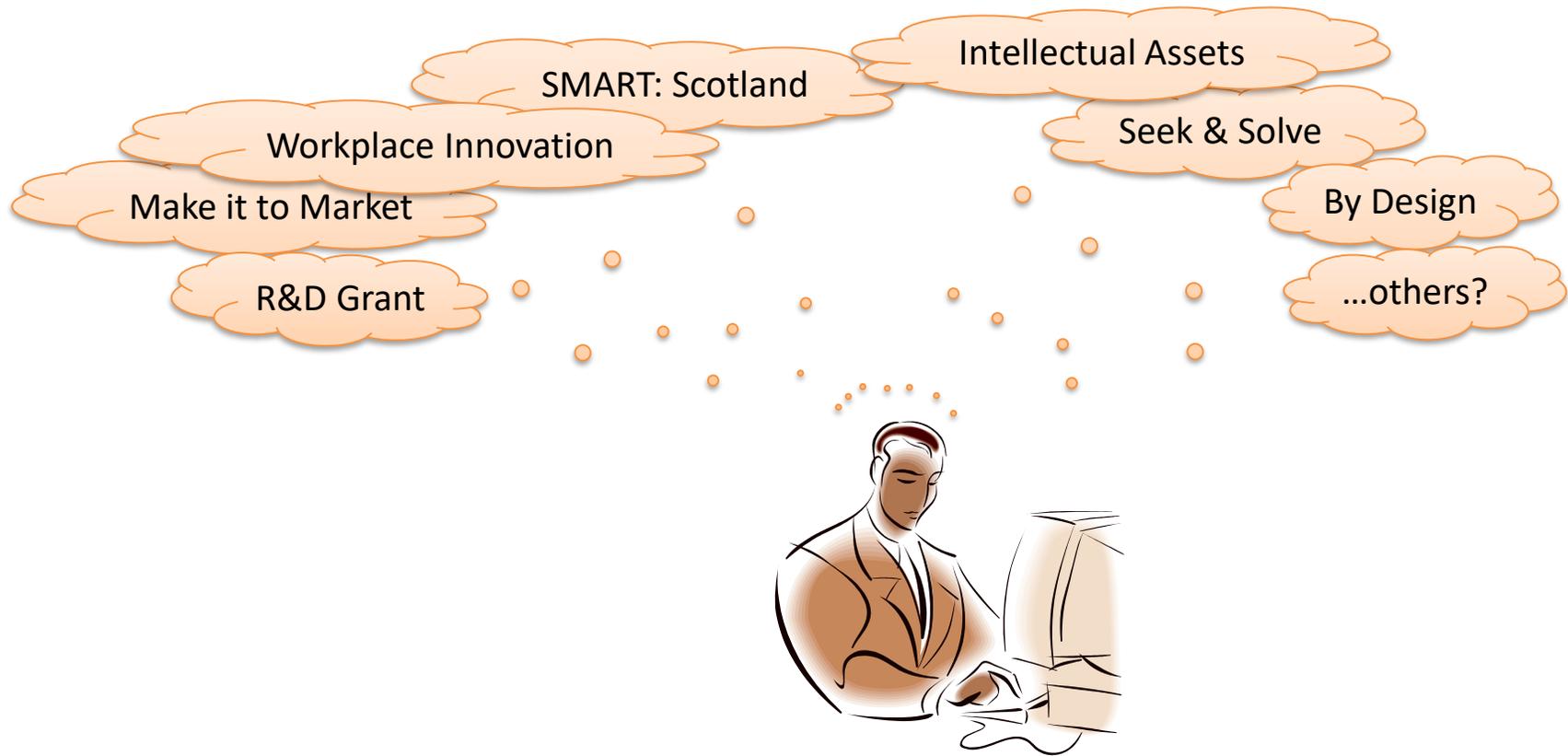
- HySeas III is the final step in a five year journey to bring to market the world's first zero-emissions ferry for vehicles and passengers that is powered by hydrogen produced entirely from renewable energy
- This game-changing technology has the potential to all but replace polluting diesel engines in marine transport, possibly within a generation, massively contributing towards the challenge of global climate change and carbon emissions
- Planned launch in 2021, the vessel will be manufactured by Ferguson Marine on the Clyde
- The vessel's fuel (hydrogen) will be produced from otherwise constrained renewable energy, generated from wind turbines
- Planned first route is on Orkney, building on current BIG HIT local energy systems project
- €12.6 Million funding awarded by Horizon 2020, commencing in July 2018
- Significant long term emissions reductions and economic benefits, not only amongst the 137 ferry operators in Europe but also across the wider European shipbuilding sector
- A complete zero-emissions ferry package including fuel production, bunkering and dispensing will be developed

Scottish transport emissions



Road transport = 73% of total transport emissions
Cars and light vans = 56% of total transport emissions

Easiest way to access our services?



Easiest way to access our services?

Innovation Support Service



The Innovation Support Service

- If your company planning some sort of innovation project:-
- **Scottish Enterprise** offers a free, impartial, advisory service that will review your business case and plans and provide you with guidance
- To benefit fully from the **Innovation Support Service** you should:
 - Be a formed company (registration number required)
 - Have conducted a basic market research
 - Have a project plan and/or a business plan
 - Have access to finance to accept a significant part of the project costs

[For further information about the Innovation Support Service click here](http://www.scottish-enterprise.com/iss)

(<http://www.scottish-enterprise.com/iss>)

or call the **Scottish Enterprise** network helpline **03000 133385**

*(mention the **Innovation Support Service** when you make your enquiry)*

Further Information

The Innovation Support Service

(<http://www.scottish-enterprise.com/iss>)

or call the **Scottish Enterprise** network helpline **03000 133385**
(mention the **Innovation Support Service** when you make your enquiry)

Highlands & Islands Enterprise

<http://www.hie.co.uk/business-support/innovation-r-d/default.html>

Vicki Hazley, Senior Innovation Manager (vicki.hazley@hient.co.uk)

Scottish Development International

Annex 3: Asia - Place, People and Sector Priorities

The DIT agent for Scotland

- Market reports and appraisals
- International Strategy workshops
- International Manager for Hire
- Smart Exporter
- Export Explorer
- International Exhibitions
- Inward Investment and Support
- International Marketing campaigns



Location	Staff	Trade focus	Investment focus
Shanghai	5		
Hong Kong	4		
Beijing	3	🎓 🔋 🔧 🍷 🍴 📦 🧪	🧪 🔧 🔋 📦
Shenzhen	1		
Taiwan	1		
Tokyo	9	🍷 🍴 🧪 🔧 📦 🔋	🧪 🔧 📦 🔋
Mumbai	3		
Hyderabad	2	🎓	🧪 📦 🧪 🔋
New Delhi	2		
Singapore	5	🔋 📦 🍷 🍴 🎓 📦	🧪 🔋 📦
Melbourne	2	📦	📦 🔧 🧪
	37		

GlobalScot Network

Formalised in 2001

Network of individuals in senior positions outside Scotland

600 people in over 50 countries

Help with

- Market and sector advice
- Market networks and support
- Strategic sector insight and influence



<https://www.globalscot.com/Home/Register>

UK & EU Funding

- UK Research and Innovation – Strength in Places
- InnovateUK – technical challenge funds
- Financial Transactions – HM Treasury fund
- UK Export Finance
- Growth Deals
- In October 2016, the UK Treasury issued a guarantee stating that the UK Government will underwrite projects to continue spend beyond the time UK exits the EU
- Competitive EU funds (managed outside Scotland) e.g Horizon 2020, INTERREG
- Enterprise Europe Network Scotland
 - Company support, company collaborations
- Scotland Europa
 - EU state collaborations
 - Business Competitiveness and Innovation Forum
 - Horizon 2020 Stakeholder Forum, INTERREG Support Group

Enquiry Fulfilment and Research Service

EFRS

Internal SE resource for general business information
Primary point of contact for Scottish Enterprise customers

- manage enquires
- administer events
- deliver business information (desk and database research)

Access via SE website

Contact

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