



Innovate
UK
EDGE

Welcome

Economic Growth Team, Fenland for Business

- Simon Jackson, Economic Development Manager
Ann Wardle, Business Engagement Manager
Cherrie Gatty, Technical Officer
- Business focus
- Develop/deliver economic strategy
- Attract Government grant funding for projects
- Work with Cambridge and Peterborough Combined Authority
- Work with partner organisations – Innovate Edge

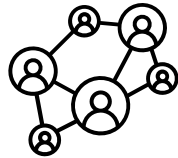
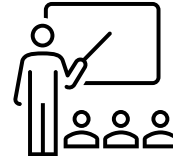
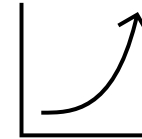
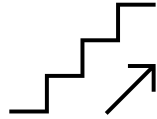
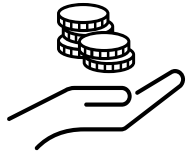
Business

START

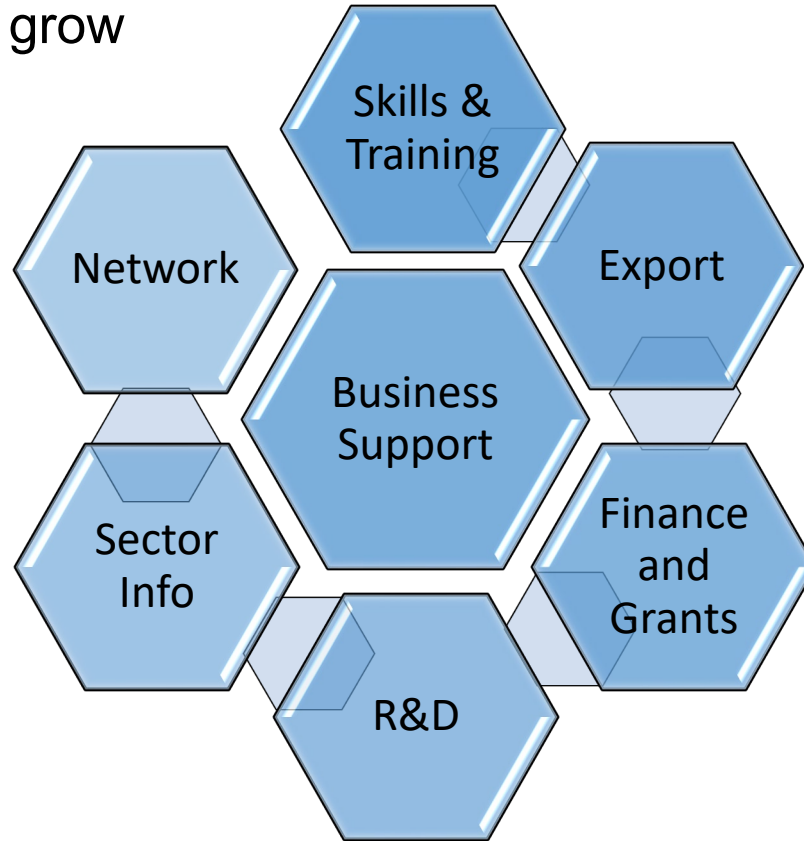
GROW

LOCATE

- **START** - Fenland for Business supports people living in Fenland who want to start a business



- **GROW** - Fenland for Business supports businesses planning to expand or grow



fenland forbusiness



fenland forbusiness

- D Moore & Co is a small business based in Whittlesey. The company offers restoration of early post war Rolls Royce and Bentley cars and exports parts all over the world including USA, Canada, Italy, Morocco and France, with the main customer base being the UK.
- A £10,000 grant from the Whittlesey and Wisbech Business Capital Grant Scheme allowed the purchase of a recovery vehicle and the company is now able to arrange collection and delivery from customer sites. The increase of work allowed for the recruitment of an apprentice mechanic and a part time driver.

We're always telling people how we managed to get our lorry with a Fenland grant which otherwise would have been impossible. As ever thanks so much for all your help.



What our businesses say

- *Thank you for taking the time to see us today and with your guidance, we may be able to achieve some expansion in staff and sales turnover in the coming months. Your suggestions and comments were very enlightening – Suncrop*

Disability aware, solar energy, recruitment, skills, food van, sector (NCFM, AgritecE, ALS & Vita Nova), daycare, WRAP.



- *Thanks very much for all the intro's this week. You have kept us very busy and have got our diaries booked in with many opportunities to investigate. – PCML*

Apprentices, skills, recruitment, expansion at FDC facility, Steve Barclay, MP meeting, Smart Manufacturing Alliance, KTN, PECT, community engagement



- **LOCATE** - Fenland for Business helps companies locate into the District.
 - International - Working with Growth Works Inward Investment & the Department for Business & Trade
 - Peruvian & US companies
 - Elsewhere in the UK
 - Turmeric

Thanks for all you've done so far it's very professional.

CEO, The Turmeric Co

fenland forbusiness

- The Fenland for Business website has been relaunched. www.fenlandforbusiness.co.uk and
- Sign up for the **Fenland for Business Newsletter** for up-to-date news on business support, news and grants.
- Follow us on **Twitter** @FenlandBusiness for time sensitive business support opportunities and on
- **LinkedIn** www.fenlandforbusiness.co.uk/linkedin
- Contact the Team at business@fenland.gov.uk and we will be in touch.





We welcome the opportunity to talk to you to discuss how we could help with your challenges and opportunities.

We would love to hear your good news stories to help to promote the area

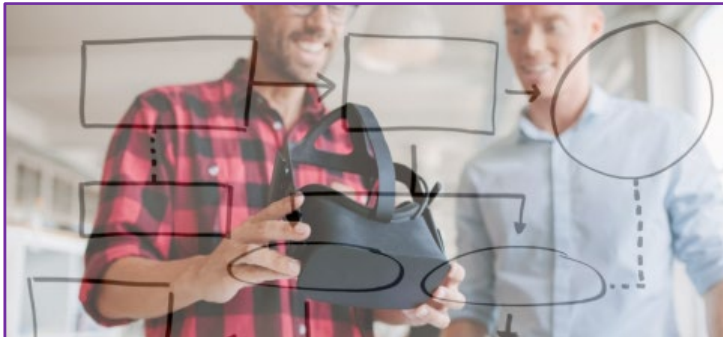
Thank You

Questions?



Introducing Innovate UK EDGE

We enable ambitious innovative, high growth businesses, with strong commercial potential to significantly improve the UK economy, to accelerate their growth and achieve scale



**Exploit and
manage business
innovation**



**Source funding
and finance**



Enter new markets

Innovate UK EDGE achievements since Jan 2020

We have supported **2012** businesses in the East of England & East Midlands, these businesses have seen outcomes to the value of

£522.2m

FUNDING & FINANCE RAISED

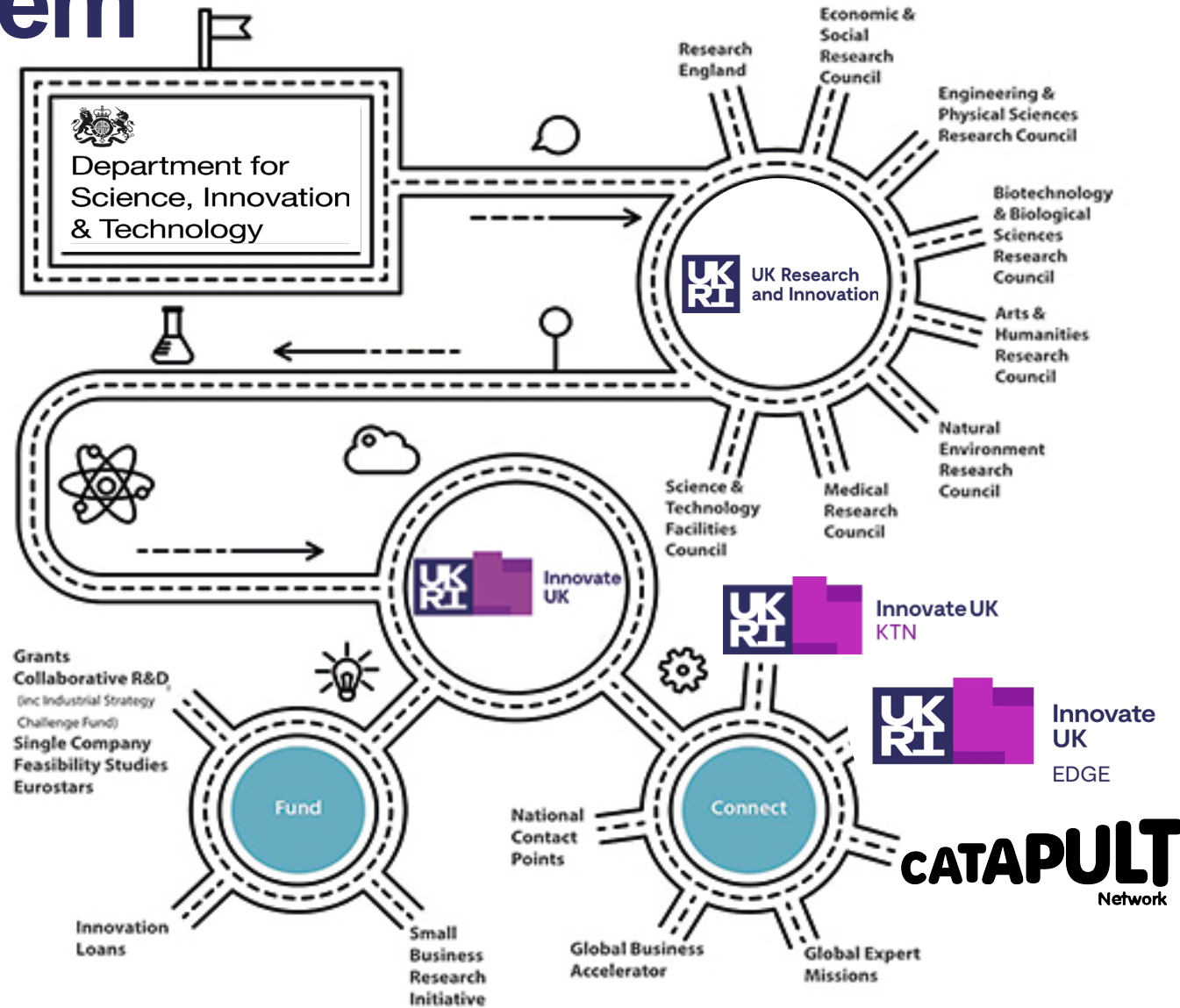
£197.2m

INCREASE IN TURNOVER

6,117

JOBS CREATED AND SAFEGUARDED

Our Ecosystem



Regions we cover



Tailored Innovation Growth Support



Measurable Outcomes



Innovate
UK
EDGE

Enter New Markets-oversees support

Our specialists offer innovative SMEs several ways to build their knowledge of, and exploit opportunities in, key overseas markets – including supported immersion in specific international markets through our targeted programmes.



Global Business Innovation Programme

- Market and sector focused programme to facilitate overseas partnerships and collaborations

Global Incubator Programme

- An acceleration programme for innovative businesses to work with world-leading overseas incubators

Attend brokerage events

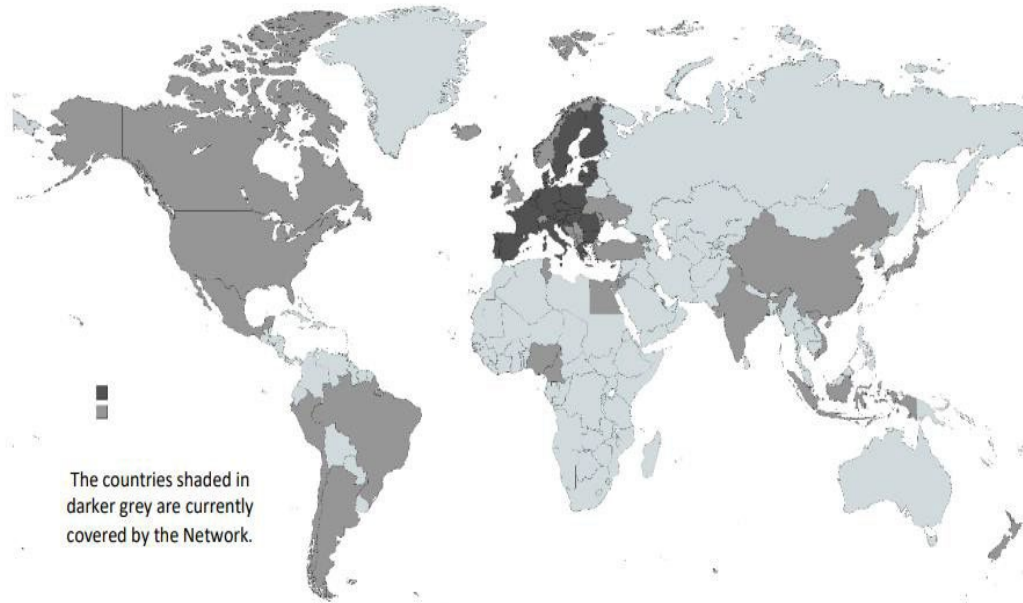
- Research, technology and business opportunities via our partnering database

Vertical Markets

- Position your business in future value chains, systems and supply chains

Enterprise Europe Network (EEN)

EEN helps innovative, high growth businesses to innovate and grow internationally



Enterprise Europe Network

Partnering Service:

- Partnering and collaboration opportunities
- Partnering database featuring over 4000 business companies and partnering profiles
- Market research via our network partners
- Information services
- Funding

Matchmaking and Brokerage Events:

- Sector Groups and Personal Networking Events
- Face to Face and Online Events

Future proofing high growth SMEs for Net Zero

- Understand net zero & drivers
- Circular economy & new business models
- Framework/process advice
- Carbon footprint measurement
- Free tools



Intro James Grayston

**Project Manager
RTO Catapult Grant**

Catapult grant scheme 2023/24

- Eligible Innovate UK Edge clients
- 100% grant of up to £15,000 (max project value £24,999)
- Services from approved/registered RTOs/Catapults
- Exemphas: South of England
- RTC North: North of England, Scotland, Wales, Northern Ireland
- Programme running April '23 – March '24

Eligible activity

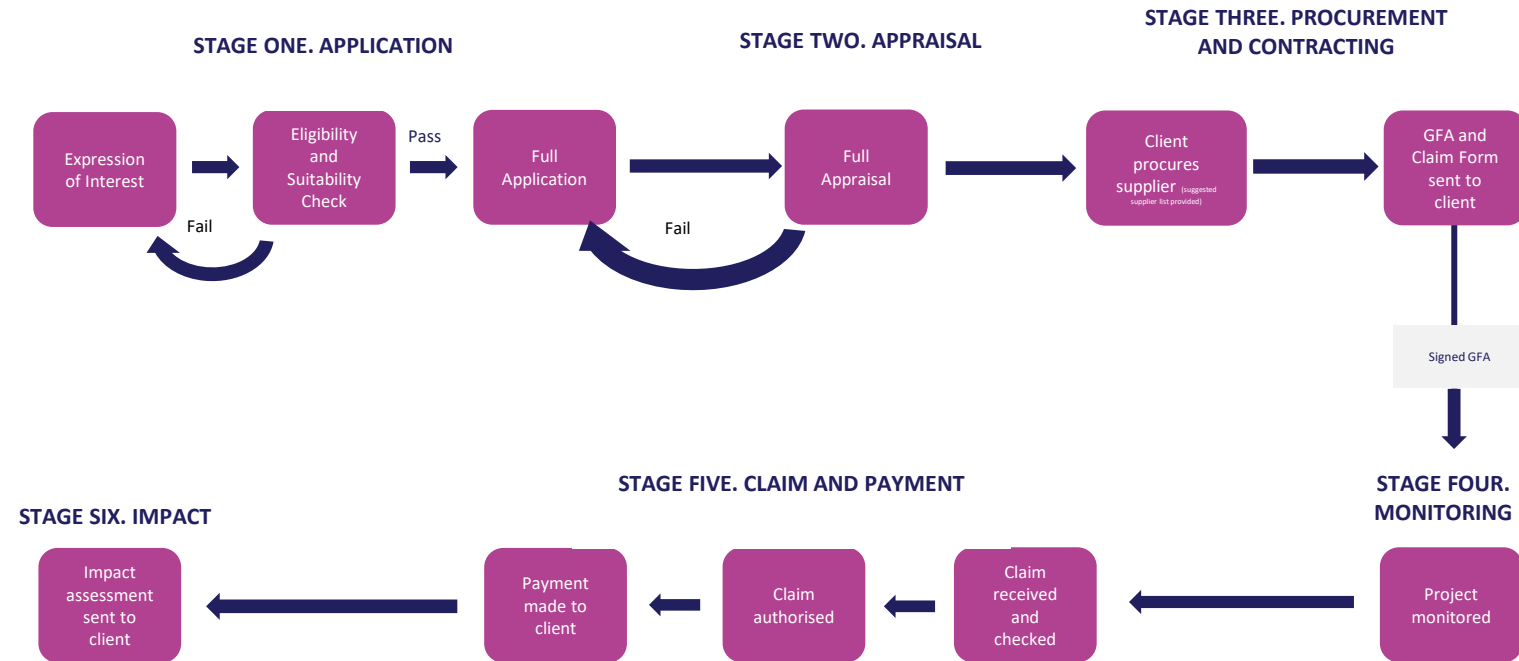
- Explore and test new product ideas
- Seek technical expertise and specialist sector knowledge
- Gain advice on regulatory and government processes as well as access networks of customers, services and funders
- Receive Sector specific expert advice and support with market analysis, cost modelling, business-case support, creation of industry-relevant R&D project plans
- Identify opportunities for R&D, collaboration, and partnership building
- Receive support to commercialise their innovation, including improving efficiency, making their business operations more sustainable, or investigating market gaps.

SME eligibility

- SME must be a trading company
- Ambitious businesses looking to grow and scale through innovation
- Existing Edge clients, the IGS account manages the journey – includes agreeing an action plan
- Successful clients from previous years **cannot** apply again
- Eligibility subject to Minimal Financial Assistance (MFA) rules (max £315k)

Grant Journey

- **Expression of Interest**
 - General company information
 - Overview of potential project
- **Application**
 - More detail about project
 - Cost, description, supplier, timeframes, impacts, justification, quote
- **Claim**
 - Claim form consisting of financial information
 - Invoice and bank statement



Kyomei

 Cambridgeshire

Agri-tech company building a plant-based production system producing animal-identical, plant-grown proteins. Their first ingredients aim to power the next generation of meat alternatives that actually taste like meat.

Kyomei

FEBRUARY 2022

SUCCESSFUL
APPLICATION FOR
AGRI-TECH GBIP IN
SINGAPORE

SEPTEMBER 2022

ONBOARDED FOR
INNOVATE UK EDGE
SUPPORT

JANUARY 2023

OBTAINED RTO GRANT
TO WORK WITH NIAB IN
DEVELOPING A NEW
SEED LINE IN THEIR
WORK

MAY 2023

SUCCESSFUL
APPLICATION FOR
INNOVATE UK
FEASIBILITY STUDY
WHICH IS PREDICTED
TO CREATE A NEW
REVENUE STREAM

"Our RTO grant not only advanced our science progress, but engagement with our Innovate UK EDGE Innovation & Growth Specialist gave us the confidence and guidance to apply for the much larger grant, which was ultimately successful"

Meir Wachs, CEO



New Programme – Global Explorers

- Provide support to UK SMEs to:
 - Explore & further international collaboration
 - Build research and innovation partnerships
 - Engage in collaborative research and innovation across borders
 - Explore new international markets
- Grant funding for 70% of eligible costs **up to £21,000**
- Eligible expenditure includes:
 - Labour costs, subcontracting, consultancy/specialist advice, overseas travel & expenses, overseas market research, training & translation costs, IP advice & support
- 6 month project windows
- Grant funding is targeted at ambitious businesses looking to scale, grow and internationalise through innovation, collaboration and partnerships

Intro Alexander Craig Director

Fenland company
Qualtitech Components Ltd
– Chemical etching services



Qualitetch

your **total** metal component solution



Qualitetch & Innovate UK Edge

Qualitetch Manufacturing Services

Why Innovate

Our experience

Current state & Projections





Market Sectors

- Aerospace
- Renewable Energy
- Satellite Components
- Communications
- Electronic
- Consumer Goods
- Broadcast
- Creative Arts
- Defence
- Model Makers
- Telecoms
- Medical Devices
- Scientific
- Product Development
- Automotive
- Capital Equipment
- Architectural
- Food Processing
- Fuel Cells
- Instrumentation



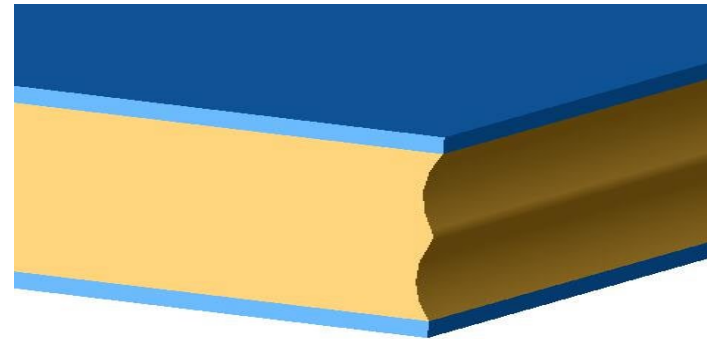
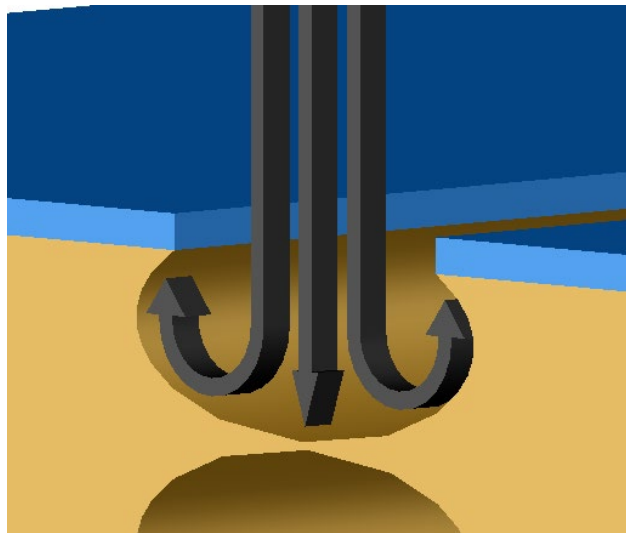
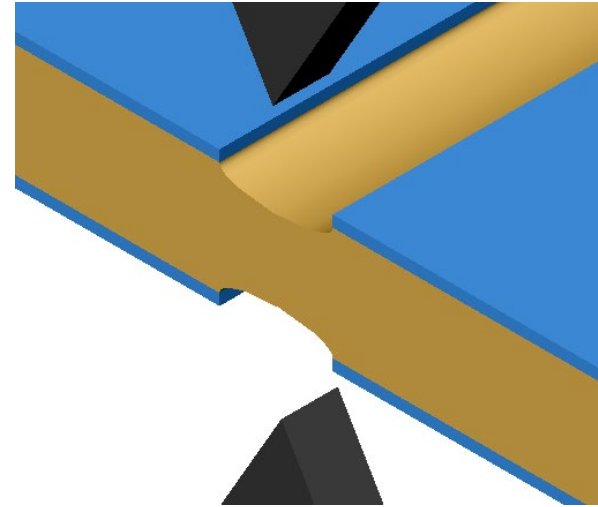
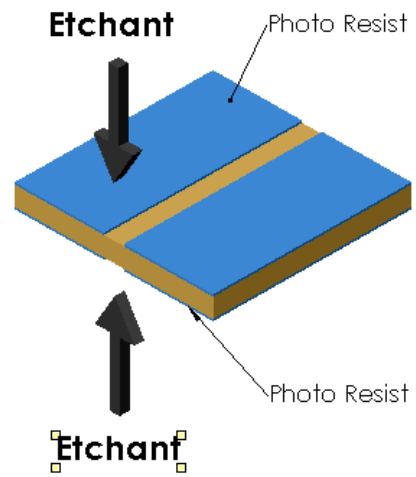
CURRENT GROWTH MARKETS

- Fuel Cells
- Automotive Speaker Grille mesh products
- Broadcast Equipment Components
- 4G WI-FI Telecommunication Base Station Devices
- Gas Detection Devices
- Electronic Relay Switch Lead-frames
- Satellite Communications Devices
- Consumer product Devices
- Volume Screening Can Manufacture
- Mass Spectrometry Components





PCM Production area



Qualitetch experience with Innovate UK Edge

- Have had various engagements with Innovate UK Edge over the last decade
- Design innovation – importance of design in image projection
- Export support
- Management Development
- Relaunch of website for mobile platforms
- SEO training
- Social Media/ web-based marketing training
- Digital marketing review
- Further development of our digital marketing
- Support in creation of multilingual website platforms

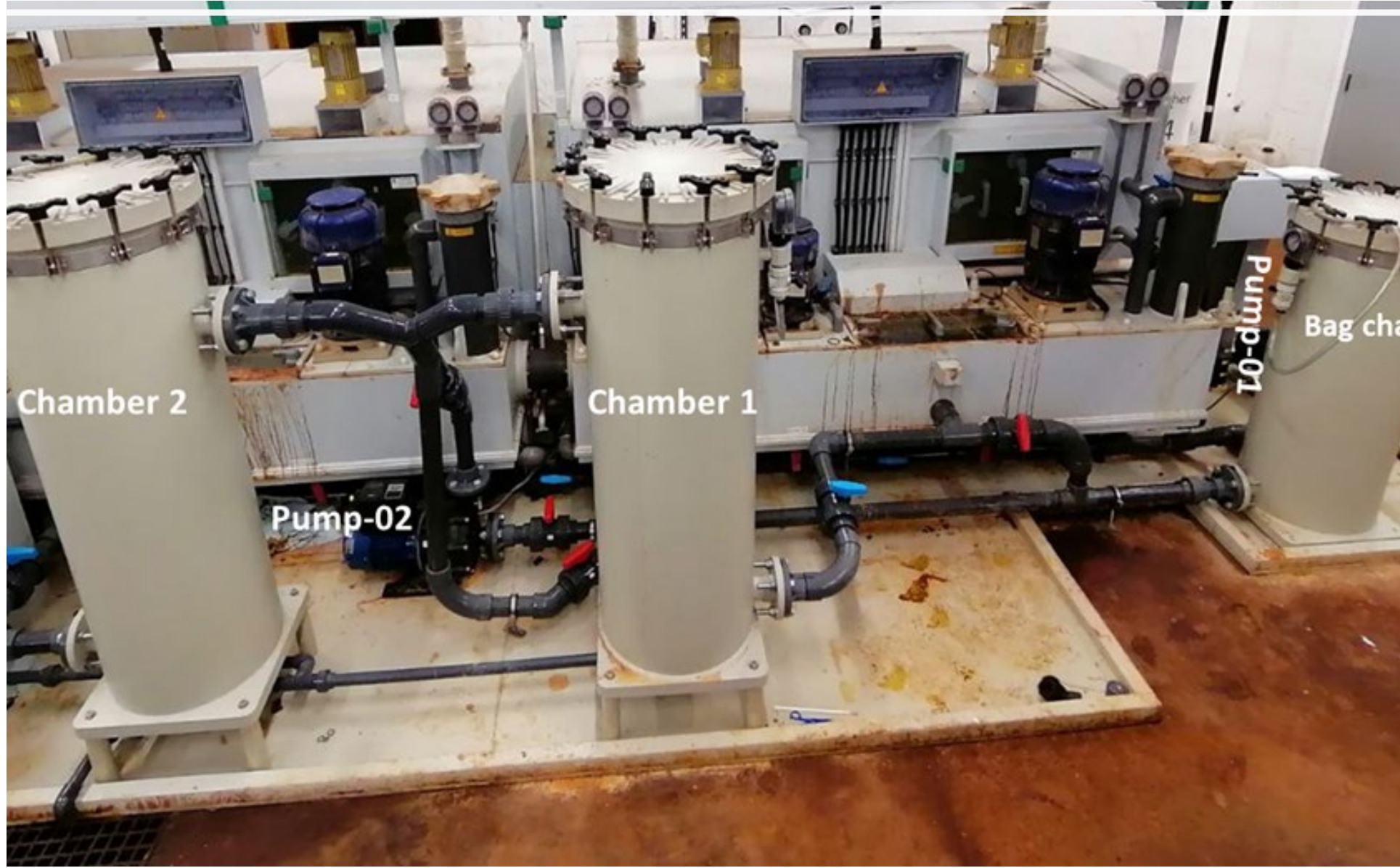


Qualitetch experience with Innovate UK Edge

- Latest Project started with Innovate UK Edge September 2021
- Initial focus was how to navigate patent applications to secure IP for our KTP Outcomes
- Accessed Grant support to test the water
- Additional grant support to take the IP application to the next stage
- Engaged onto Business IP Valuation pilot programme
- Broader support to Directors over strategic direction of the business
- Second stage programme designed to support next stage development of the Management team- currently working on creation of their 3-year business plan.
- Support ongoing through 2023.



Carbon Filtration System



How has Engagement with Innovate UK Edge helped Qualitetch

- Facilitated dedicated time to develop the business
- Discussing the current situation and testing future plans with independent 3rd party is very useful
- Acts as a catalyst for change within management team conversations
- Access to additional validated professional services and support
- Access to currently available funding streams
- Guidance and completion of application forms to access the grants and support
- Management team development- encourages independent action and decisions.
- From a business owners' perspective someone to engage with outside of the business for impartial advice without agenda.
- Early notification of available training and capex grants.
- Follow up from Innovate UK Edge to check on progress



Why Use Innovate UK Edge

They listen and tailor the approach to meet the business need

Flexible innovation support that takes account of your priorities and works around your time pressures

Allows a space to outline your frustrations and challenges

Provides guidance to help develop your aspirations most of which is fully funded.

Listen-Advise-Develop-Support



Current State & Projections

FY2022-23 T/O
£3.3M

Turnover up 70%
on FY2020/21

41 Employees

16000 sq ft floor
plan in March,
Cambridgeshire

£500k machinery
investment 2020-
2023

3 Apprentices
started September
2023

Management team
all graduates of
our apprentice
scheme

Net Profit average
last 3 years 12%

Targeting £5m T/O
by 2025

Management
Team leading the
business strategy
development.



QUALITY APPROVALS

AS9100 Rev D Aerospace Quality standard
ISO 9001-2015 Quality standard
ISO 14001- 2015 Environmental standard
Rolls Royce Approval

Working Towards
TS16949 Automotive Quality Standard





Qualitetch

your **total** metal component solution



Intro Belinda

Moving into Fenland
& Expanding the team @ Agrimech

Award winning Automation solutions for Weighing &
Bagging systems



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AGRIMECH[®]

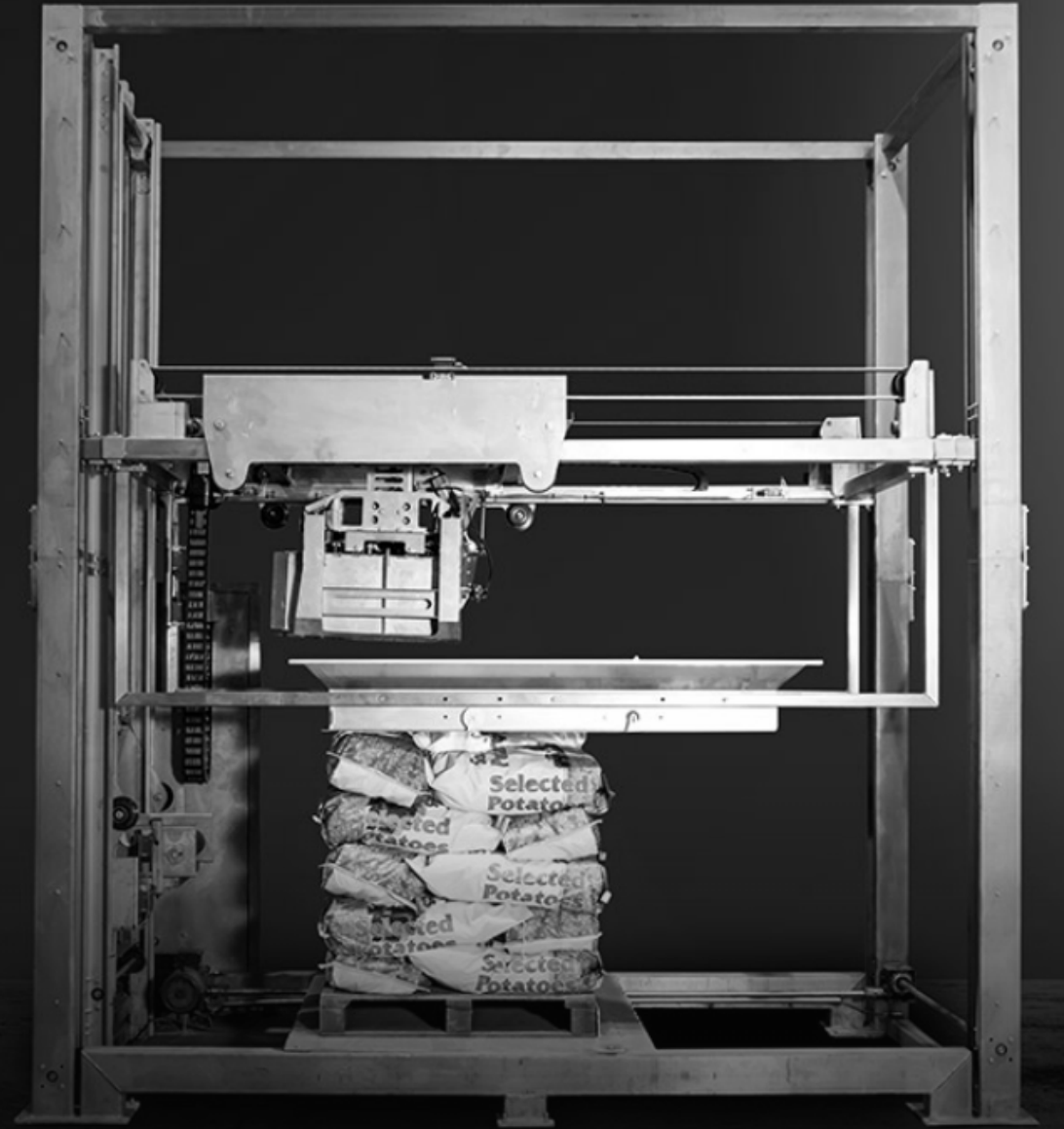
Belinda Smith

An Introduction

AGRIMECH®



Our Innovate Journey



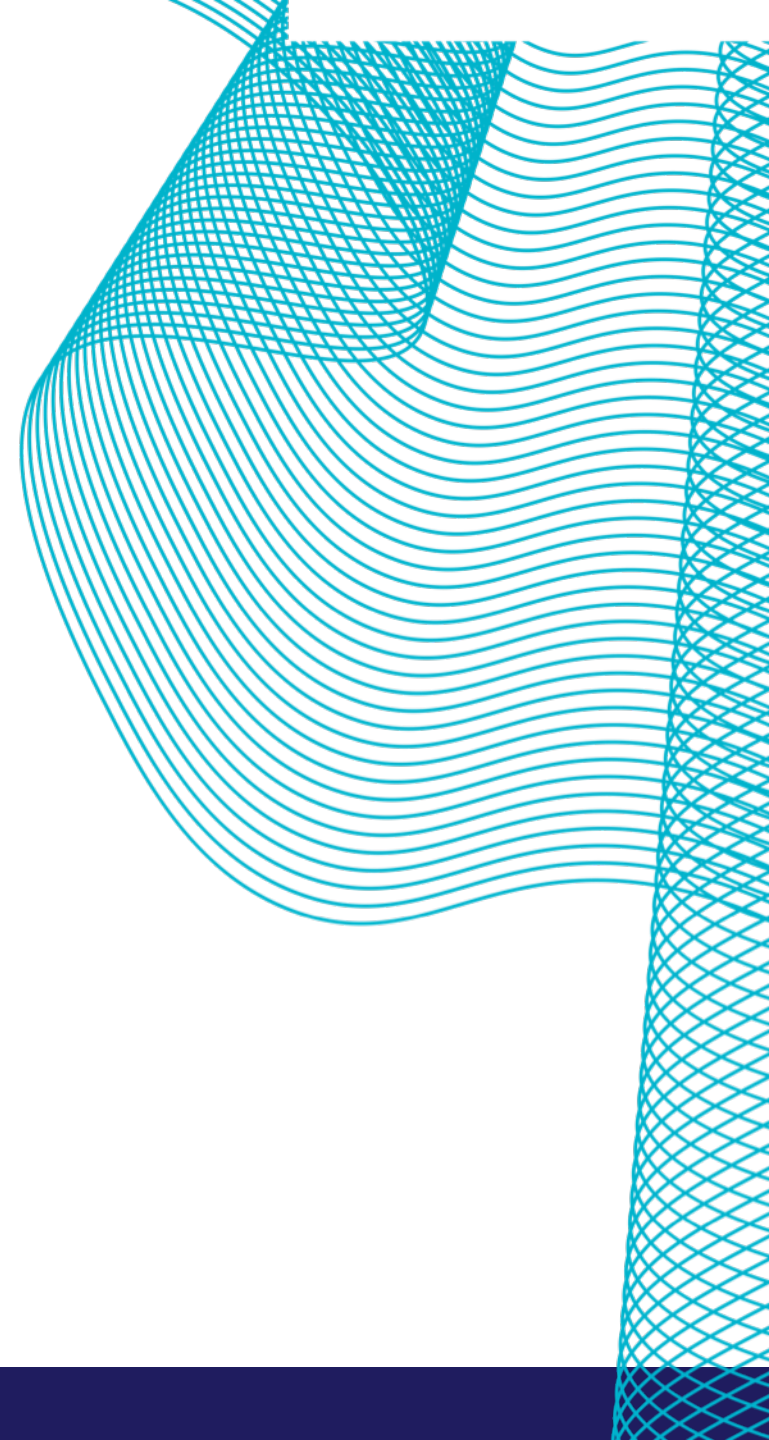
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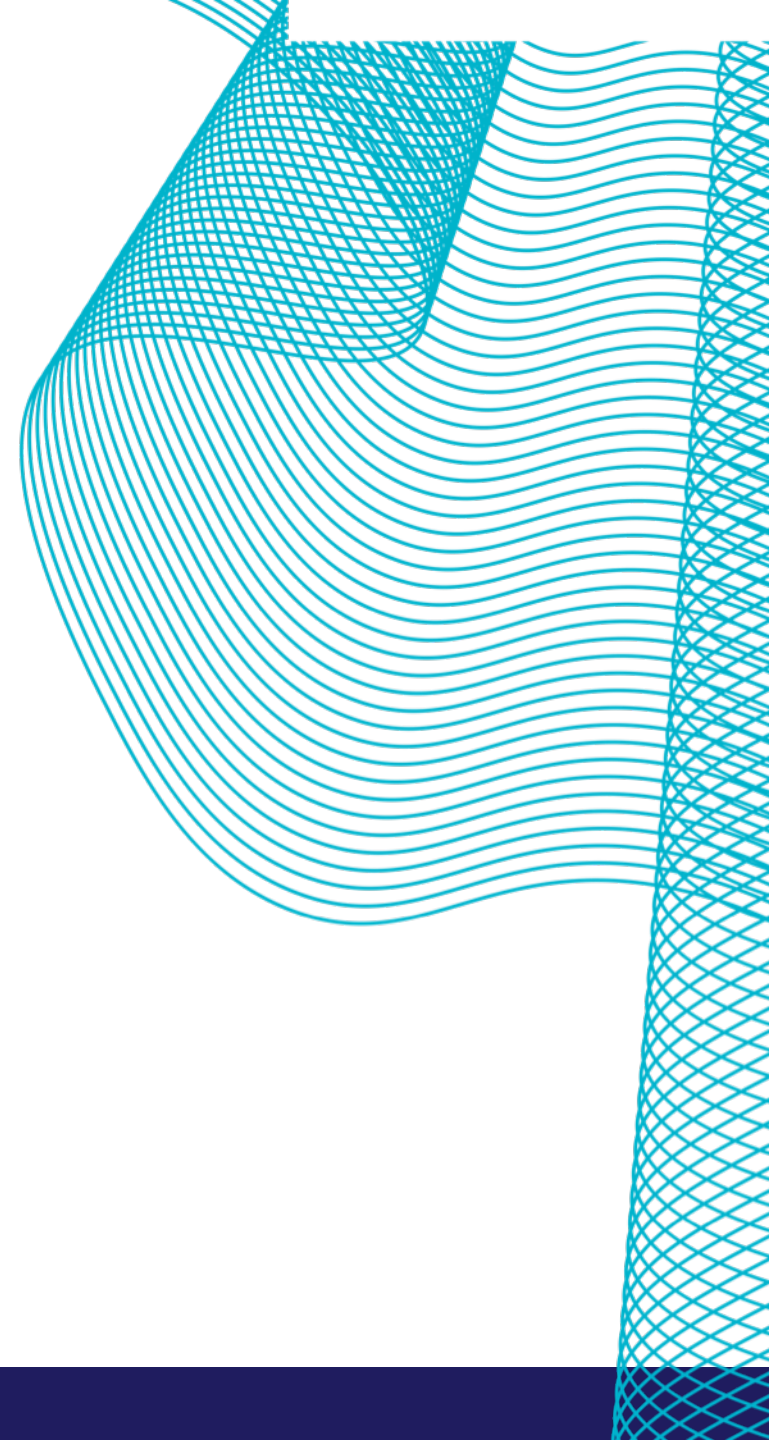
Scale up Program IUK EDGE support

- Running the company to working on the business not in the business
- Empowering the team
- New market –funding
- Operational procedures and structure



Outcomes of support

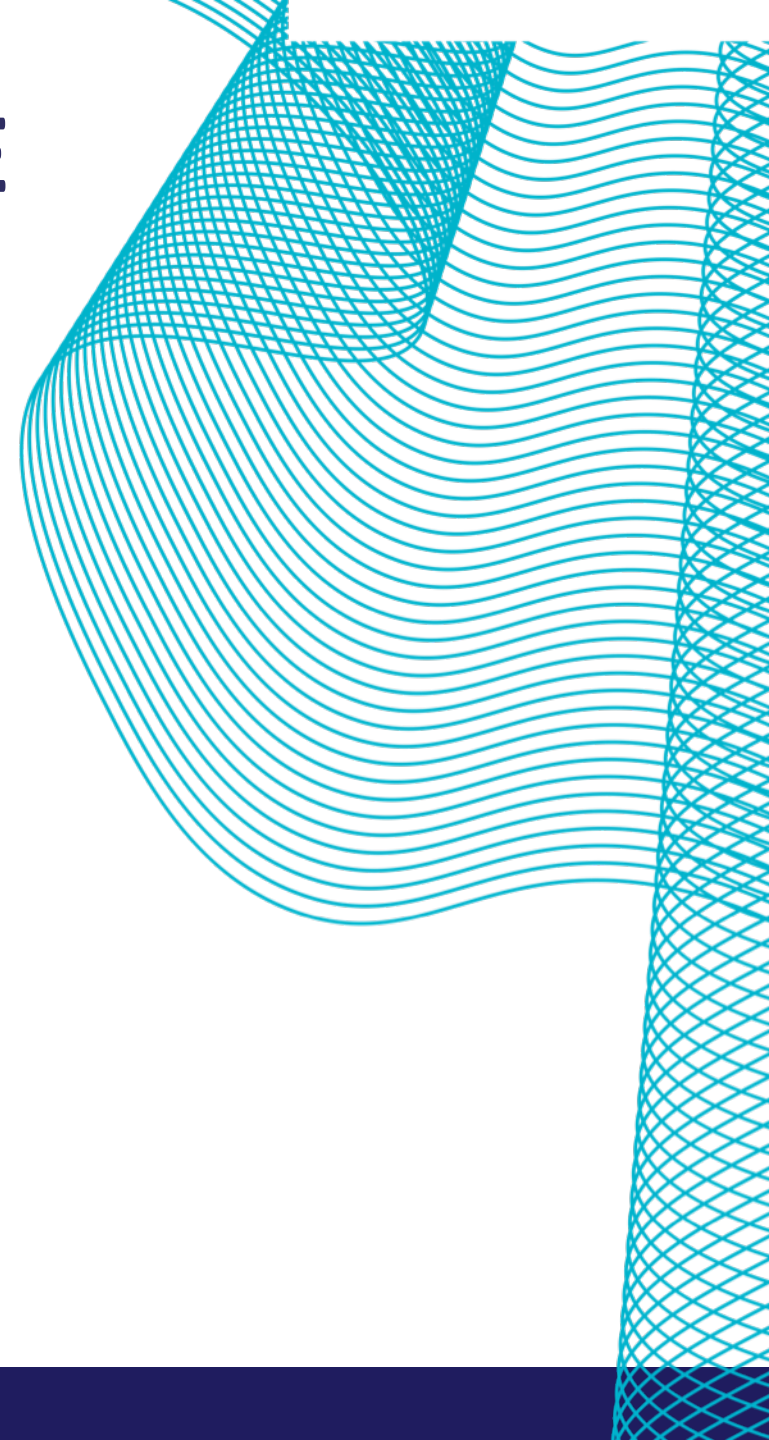
- Moved to larger new premises
- Empowerment to Directors to manage the business
- How to Scale up support
- Grant supported evaluation of a new international market



2023 Ongoing support from IUK EDGE

Working with Innovation Growth Specialist

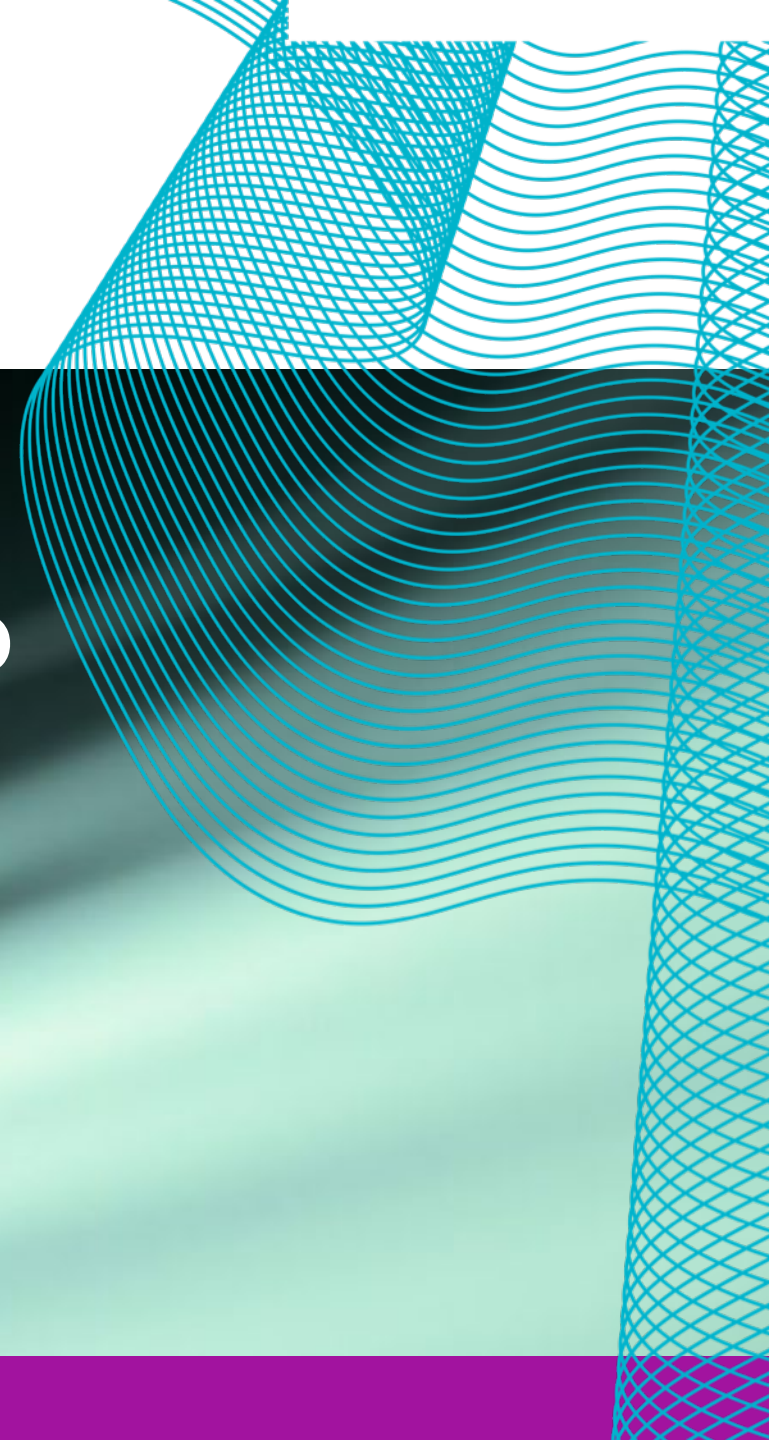
- Support for international trading
- Source U.S patent
- Potential for additional International collaborations





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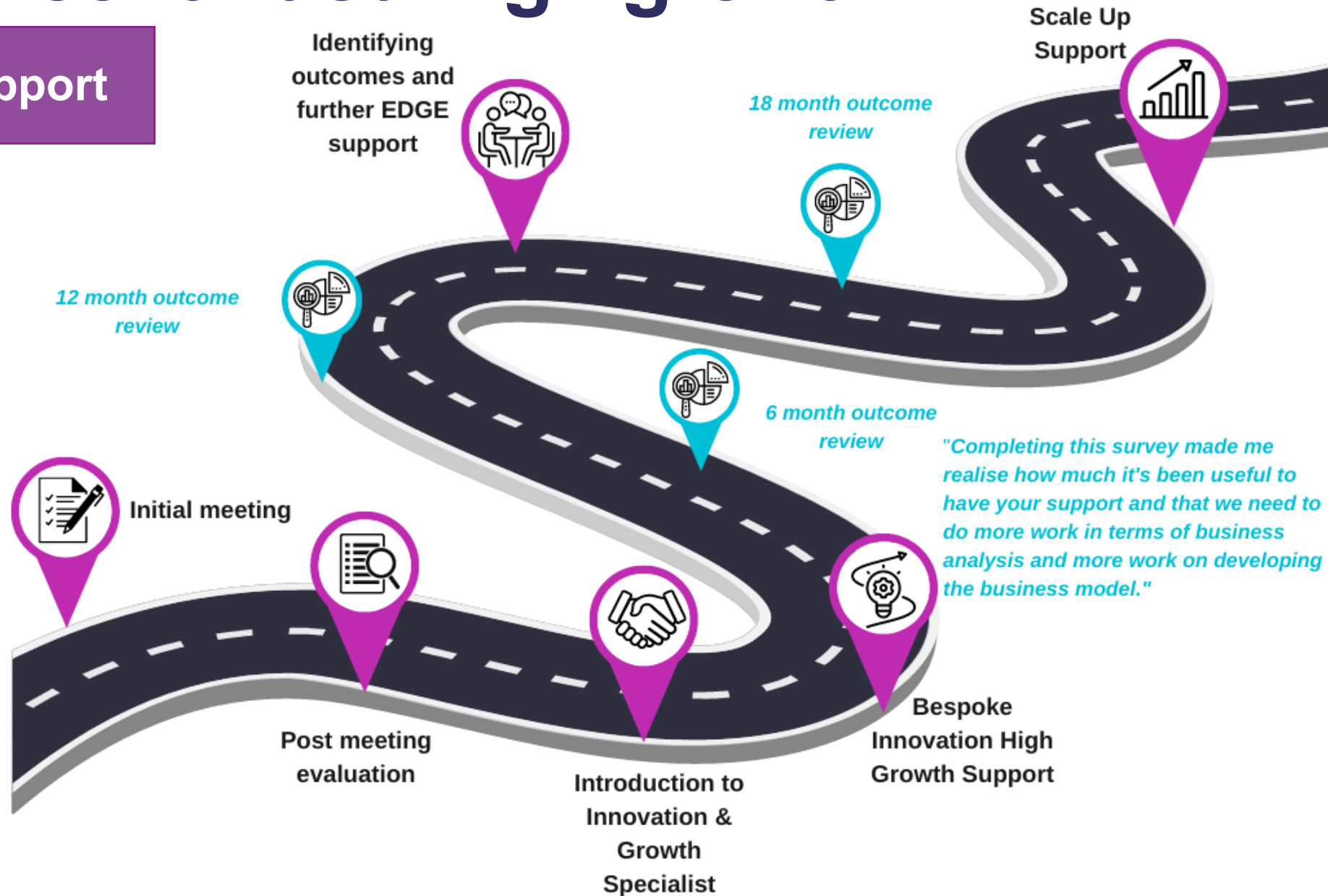
Thank you
Any questions ?



Your route to continued high growth

Specialist tailored support

-  Fully Funded
-  Outcomes
-  Future Support



A top-down view of six business professionals (three men and three women) in a circle, each holding a lit lightbulb. They are dressed in business attire. The background is a dark, textured surface.

Here to help you solve your
business challenges

35⁺ Impartial, Experienced Innovation & Growth Specialists

**Your
Specialist is**
Knowledgeable, objective
and impartial

**They have lived
business**
We get the opportunities
and challenges

**Intelligent
Networking allows**
Exclusive access to our
ecosystem

We work with businesses



**INNOVATION AT
MVP / PROTOTYPE
OR BEYOND**



**INNOVATION
DISRUPT A
MARKET**



**20%
HIGH GROWTH
POTENTIAL PA**

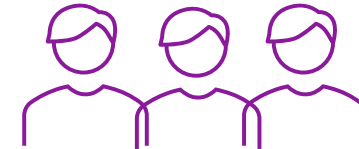
**THIS CAN
INCLUDE
INVESTMENT,
TURNOVER OR
EMPLOYEES**



**5- 500
EMPLOYEES**



**POTENTIAL TO
INTERNATIONALISE**



**SENIOR TEAM OPEN TO
EXTERNAL SUPPORT**

We work with businesses



AN INNOVATION - A PRODUCT, SERVICE OR BUSINESS MODEL THAT IS RADICALLY OR INCREMENTALLY NEW THAT ADDS VALUE TO THE MARKETPLACE

RADICAL INNOVATION – GROUND-BREAKING NEW PRODUCT THAT USES NEW TECHNOLOGIES OR COMBINES EXISTING TECHNOLOGIES IN A NEW WAY THAT ADDS SIGNIFICANT VALUE TO THE MARKETPLACE

INCREMENTAL INNOVATION – AN EXISTING PRODUCT WHOSE PERFORMANCE HAS BEEN SIGNIFICANTLY ENHANCED OR UPGRADED TO ADD INCREASED VALUE TO THE MARKETPLACE



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Contact

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Julie Pauley

Stakeholder Relationship Lead

Innovate UK EDGE

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E: enquirieseast@innovateukedge.ukri.org

<https://apply-for-innovation-funding.service.gov.uk/competition/search>

To refer a business for Innovate UK EDGE support please see here:

<https://bit.ly/InnovateUKEDGEReferralForm>

www.innovateukedge.ukri.org



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