



Innovate
UK

How to work with industry

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Horizon Europe

€95.5bn funding agreed for 2021-2027



Budget figures exclude UK and other Associated Country contributions

European Innovation Council

Get funding & investment



IDENTIFY

EIC Pathfinder

Support to research teams to research or develop an emerging breakthrough technology



DEVELOP

EIC Transition

Building on promising research results to demonstrate and mature the technology and develop business plans for specific applications



SCALE UP

EIC Accelerator

Funding and investments through the EIC Fund for individual start-ups and small companies to develop and scale up game changing innovations

Economic development - Collaboration

- **Economic Literature – Why and Goals**
 - Knowledge spillovers
 - Reducing duplication
 - Economies of scale
 - Accelerating the commercialisation of technologies
 - Facilitating the transfer of results – tech transfer
 - Supporting common technological vision

- Collaboration is a mindset
- To create or achieve the same thing

Why is global collaboration important?

To grow and scale, a business needs to access global markets

Global R&D and innovation collaborations build stronger and more sustainable relationships

Early access to global supply chains as they are forming

No one country or company has all the answers



How to collaborate with 'Academic' Partners

- Sponsor an MSc
- Sponsor a Research Chair
- Sponsoring Internships and placements
- Join an Industry advisory panel
- Presenting at Lectures or workshops
- Visits to your site

Starting questions

1. What do you hope to get from collaboration?
2. What is the business going to get out of collaboration
 - What problem can you solving for them?
 - Synergy?
 - Can have different outputs
3. Co-creation and co-ownership of solution
 - Fit for purpose
 - Address issues of bringing new tech into community
4. Are you going to write the application?

Multi-Actor Approach

- Focus on real problems or opportunities – knowledge sharing
- From the start of the project – co-creation
- Partners with complimentary knowledge to achieve objectives
 - Scientific or practical
 - Advisers, enterprises, NGOs - Stakeholders
- Partners with assets at their disposal
- Development of innovative solutions
 - Applied in practice and cover real needs
- Bridging gap between science and practice – systems approach

How to find the Business Partner

- Build on relationships you already have
 - Sponsoring MSc Projects
 - Knowledge Transfer Partnerships (KTPs)
- Collaboration – a mindset
- Establish trusted partners
 - IP protected and gains shared
- Decision rights and redress established to preserve collaborative relationship for the long term.

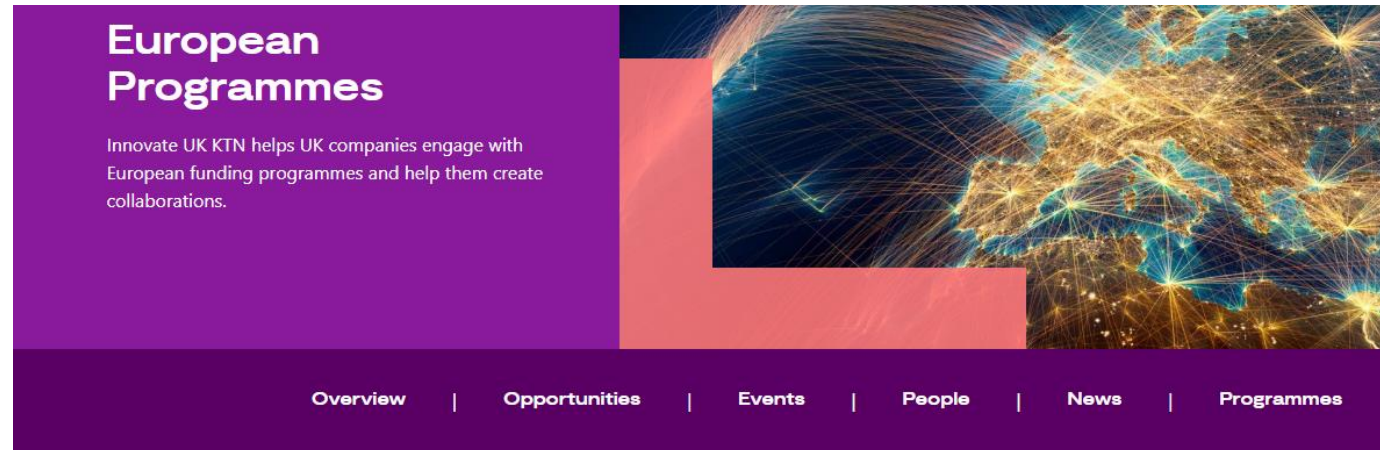
How to find business partners

- [InnovateUKEDGE](#)

The screenshot shows the homepage of the Innovate UK EDGE website. At the top left is the logo for UKRI Innovate UK EDGE. To its right is the tagline "Bespoke support that grows and scales innovative businesses". Further right are links for "Account", "Search", and a "Contact us" button with an envelope icon. Below the header is a dark navigation bar with a home icon and menu items: "Exploit innovation", "Source funding", "Enter new markets", "Ready to scale?", "Events", "About us", and "News". The main content area features a large purple box with the text "Empowering your innovation-driven business to grow at pace" and a white button that says "See how we help companies like yours" with a right-pointing arrow. At the bottom of the page, a dark blue banner contains the text "Helping your business to make step changes towards scale."

How to find business partners

- [InnovateUK KTN](#)



🏠 > [PROGRAMMES](#) > EUROPEAN PROGRAMMES

Helping UK companies engage with European funding programmes and create collaborations.

[We recently recorded a video to give you an overview of the Five Horizon Europe Missions. You can watch it here.](#)

The European Union represents one of the world's largest international market, with more than 500 million people generating over €14 trillion in economic activity – approximately 22% of global nominal GDP.

How can Global Alliance Europe team help?

There is an increasing need for UK organisations to be proactive about identifying and connecting with potential European project partners. The network of National Contact Points (NCPs) is the main structure to provide guidance, practical information and assistance on all aspects of participation in European Framework Programmes including

How to find business partners

konfer



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How to use konfer?

Search



Search through the thousands of Experts, Research Publications, Equipments, Fundings and Collaborations to find the right one for you.

Discover



Send a connection request and connect with the resources you need.

Engage



Once connected, collaborate on the project and opportunities you want.



What's on konfer?

44

Funding

145

Collaborations

143K+

Experts

1.5M+

Research

153

Universities

72K+

Businesses

43

Research Centres

38K+

Patents

15K+

Equipment

konfer has Experts, Research, Collaborations, Funding and Business in:

Aerospace, Defence and Marine

Agriculture, Food and Drink

Bioscience and Biotechnology

Chemicals

Communities and Social
Services/Policy

Construction and Urban Living

Creative Economy

Culture, Heritage, Museums and
Collections

Digital/Communication/IT

Education

Electronics

Energy

Environment

Financial Services and Management
Consultancy

Government, Democracy and Justice

Healthcare

Leisure Activities, Including Sport,
Recreation and Tourism

Manufacturing, Including Materials

Robotics

Space and Satellite Applications

Transport



Innovate
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Thank you

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