Innovate UK

EDGE

Introducing Innovate UK EDGE

Innovate UK EDGE

Bespoke support that grows & scales innovative businesses.

Part of the UK's innovation agency, we enable innovation-driven businesses to grow at pace and deliver on their industry and society-transforming ambitions.

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enterprise europe network

Building on EEN capability and reach since 2015

c.270 specialists across England N. Ireland & Wales

The only nationally organised innovation growth support offer in the UK.

9288 companies given intensive innovation coaching and mentoring

15287 companies advised and supported

£491m+ funding and finance raised

3212 international collaborations

… bringing together Innovate UK's growth & scale support

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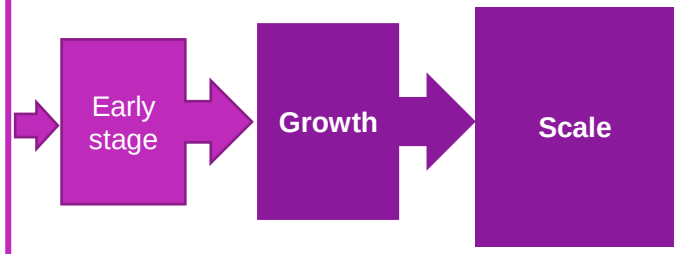
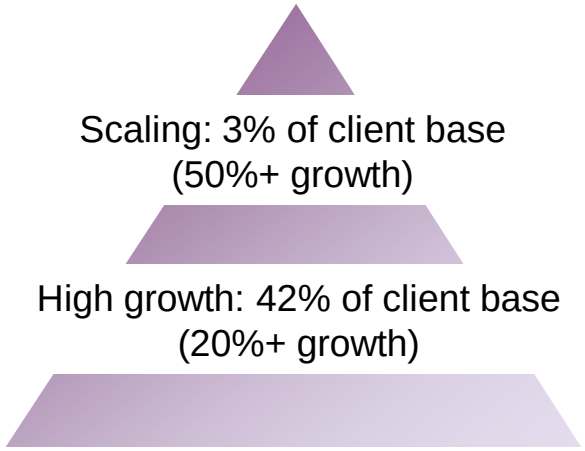
Our approach to building high growth innovative businesses

Overview

Business stages



Client segments



Client-centric service

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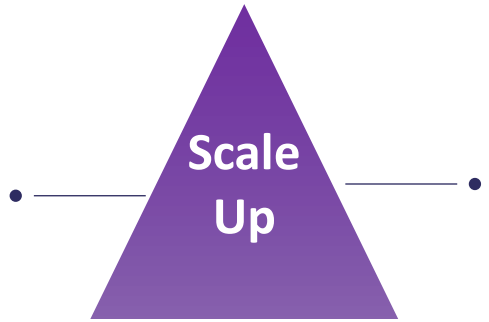

3% of business
50% growth

Peer to Peer Networks
Delivered in partnership with the Scale Up Institute 10 x regional and 4 x specific scale up peer networks for Innovate UK Client CEOs to form cross-industry connections, peer coaching, workshops, and introductions to broader Innovate UK scale up communities and partners. Accessed by invitation only

Scale Up Programme
The most outstanding scaling businesses with potential to achieve over 50% CAGR are invited to apply to our Scaleup Programme for enhanced support. Comprises a group of high calibre business advisers, operating collectively as a Scale Up Delivery Board, providing a matrix of skills and connectivity including Finance, M&A, International Markets, IP, Talent Management, Infrastructure Development. An assigned Scale Up Director works with a company as a single point of contact, but drawers on the collective resources, skills and connectivity of 'the Board' , as well as leveraging the support and international connections of the wider Innovate UK family/resources.

Internationalisation
Accessing our extended global network: EEN, operating in over 65 countries, inc USA Canada, China, Japan, Korea, Singapore. Our specialists provide tailored advice and connections. Helping innovative business to find new partners/collaborations, via access to our database of global partnering opportunities , brokerage events and Global Business Innovation Programmes

IP Assets
Working with the IPO we support selected business understand their intellectual assets and maximise their commercial potential, also acting as a gateway to funded Innovation audits delivered by IP Lawyers

Innovation
Supporting clients to build their capacity to manage innovation and commercialisation better - introducing techniques to breed innovative ideas to drive growth, identifying value propositions maximising their business growth potential ,and attractiveness to investors/other funding. Includes tailored support for WII, YI and sector-specific actions

Investment readiness inc Pitchfest
Selected early-stage businesses (seeking at least £500k) are developed through strategic funding and finance support plus training and investor critique. Our specialists guide on the best options from regional, national and international sources, often reviewing applications as a critical friend

42% of business
20%+ growth

National Enquiry Gateway
Market access (including the single market and EU Exit), technical enquiry support, access to Standards, other parts of the Innovate UK family, cross referrals with LEP Growth Hubs and other local support

55% of business

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Exploit Innovation

Our specialists help SMEs generate, manage and commercialise ideas more rapidly, ensuring more of the businesses we fund (and some that we don't) have the means to **grow and scale**, through:

- Targeted assessment of client needs
- Developing a strong innovation culture and introducing techniques to breed innovative ideas to drive growth
- Adapting business models to exploit intellectual assets (e.g. IP Audits) through continuous innovation
- Ensuring market readiness (validating technology, identifying value propositions, understanding market potential and building marketing strategies)
- Establishing manufacturing readiness

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Source Funding & Finance

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Our specialists help SMEs develop funding and finance strategies that support their innovation and expansion, with guidance on the best options from regional, national and international sources, both public and private, often reviewing applications as a critical friend. Per growth stage this can mean:

Seed and early stage

- Introducing financial controls, KPIs & understanding of financial management
- Developing realistic finance strategies to achieve innovation goals & growth ambitions
- Maximising the benefit of tax credits, patent box etc
- Helping to improve pitching & investment readiness through our national **Pitchfest** initiative

Growth stage

- Supporting 2nd round equity finance process
- Securing grant funding for collaborative projects
- Improving the management of cash/working capital

Scale

- Leveraging the assets of the company
- Using debt finance
- Supporting innovation loan finance

Enter New Markets

Our specialists offer innovative SMEs several ways to build their knowledge of, and exploit opportunities in, key overseas markets:

- Accessing our extended global network: **Enterprise Europe Network** operates in over 65 countries, inc USA, Canada, China, Japan, Korea, Singapore. Our specialists provide access to comprehensive and tailored advice
- Innovate UK initiatives to help SMEs learn about specific international markets in person and build innovation relationships there, supported by our specialists (such as **Global Business Innovation Programmes** and **Global Incubator Programme**)
- Providing access to focused **brokerage events** helps clients to find new international business innovation opportunities and key markets/sector information
- Proactive use of our **partnerships tool** and our connections to overseas specialist advisers allow clients to forge business partnerships that cross borders.

Sector support – KTNs also part of Innovate UK

Agrifood	Biotechnology
Chemistry	Creative Industries
Design	Digital
Electronics	Energy
Geospatial	Health
Industrial Maths	Infrastructure
Manufacturing	Materials
Photonics	Quantum
Robotics & AI	Security & Defence
Sensors	Space
Transport	Water

WLEP Strategic & High Volume Sectors

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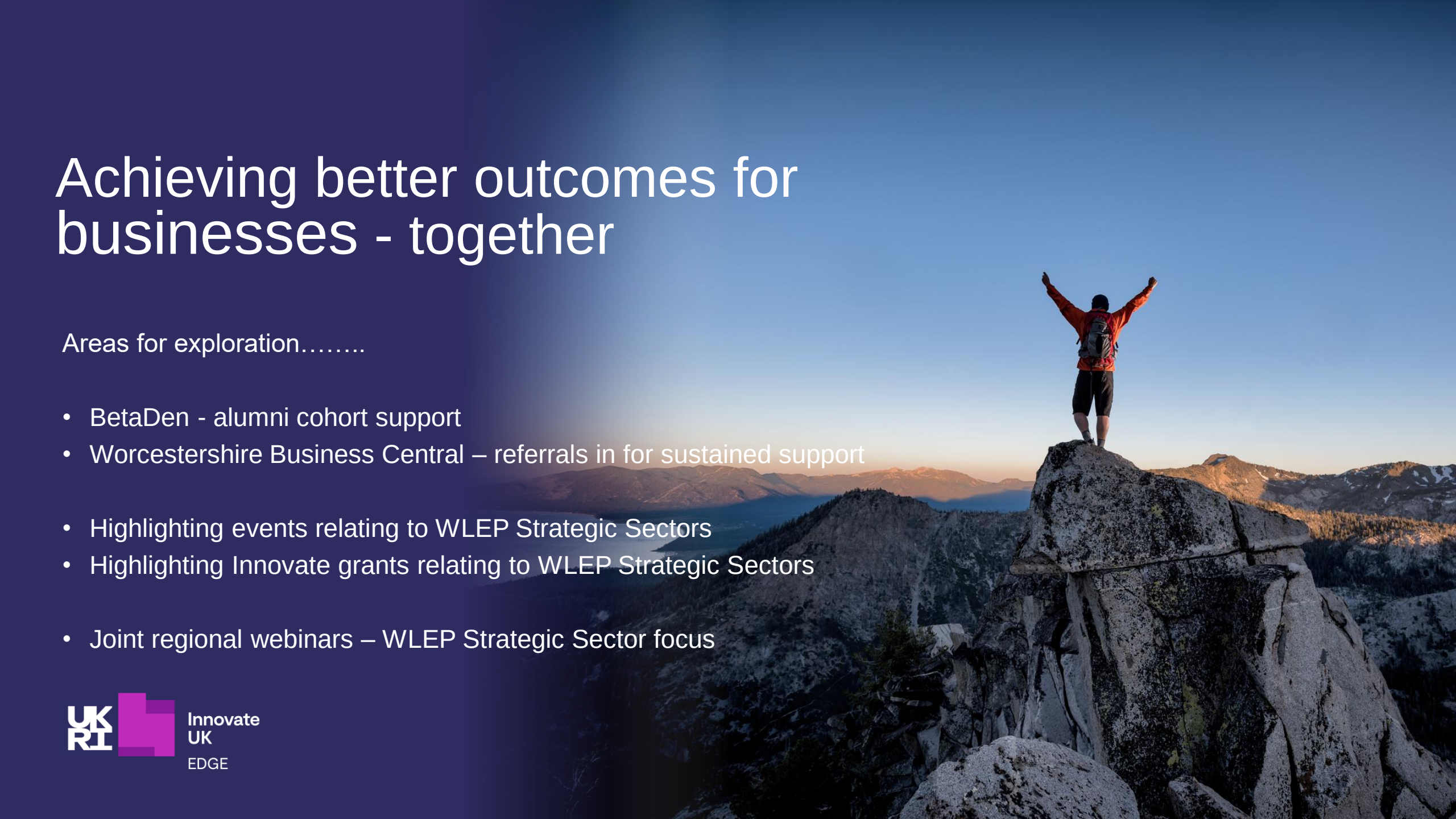
Achieving better outcomes for businesses - together

Areas for exploration……..

- BetaDen - alumni cohort support
- Worcestershire Business Central – referrals in for sustained support

- Highlighting events relating to WLEP Strategic Sectors
- Highlighting Innovate grants relating to WLEP Strategic Sectors

- Joint regional webinars – WLEP Strategic Sector focus



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Thank you

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