

# UK – Switzerland Bilateral: Collaborative R&D

Applicant briefing

Date: **20/04/2023**

**The webinar will start at 10:00 am**

- We are currently on mute, whilst waiting for more people to join
- The briefing will be recorded and available to refer to through the IFS date page
- PDFs of the presentation will also be available on request
- For more information on the competition process, please go to: [Competition briefing: applicant information - YouTube](#)

# Welcome and Introductions

**Aroa Alcazar**

Portfolio Manager

**Clara King**

Europe Partnership Manager

**Prabitha Urwyler**

Innosuisse Scientific Officer for Bilateral  
Cooperation



# Innovate UK

- We are the UK's innovation agency
- We support business-led innovation in all sectors, technologies and UK regions
- A key delivery body of the Government's Innovation Strategy

## Our Mission

To help UK businesses grow through the development and commercialisation of new products, processes, and services, supported by an outstanding innovation ecosystem that is agile, inclusive, and easy to navigate.



# Scope



Innovate  
UK



# UK-Switzerland Funding Call: Scope

The aim of this competition is to fund business led, collaborative research and development (CR&D) projects focused on innovative industrial research and developed between the UK and Switzerland. Your project must demonstrate:

- a clear game-changing or disruptive innovative idea leading to new products, processes or services
- a strong and deliverable business plan that addresses and documents market potential and need
- sound, practical financial plans and timelines
- good value for money which will always be a consideration in Innovate UK funding decisions
- how you intend to deliver significant economic impact, return on investment (ROI) and growth through commercialisation, within 2 to 3 years of project completion
- clear potential to significantly benefit the UK economy or national productivity
- the benefits of participants from the countries working together and how this adds value
- a clear definition of where intellectual property (IP) can be used and shared between the participants and countries
- a clear route to market within 2 to 3 years of project completion

# UK-Switzerland Funding Call: Scope

We will not fund projects that:

- work on non-civilian applications
- are not in scope
- do not meet Innovate UK's eligibility criteria
- do not submit all mandatory documentation
- are dependent on export performance
- are dependent on domestic inputs usage
- do not have a Swiss-registered industry partner as part of the consortium
- do not have at least one research organisation (either Swiss or UK registered) as part of the consortium

# UK-Switzerland Funding Call: Eligibility

Your project must:

- Have a lead organisation which is a UK-registered business
- have a maximum grant funding request of £400,000 for all UK partners
- Be ready to start by 1 January 2024 and end by 31 December 2026
- last between 18 months and 36 months
- collaborate with at least one Swiss-registered business applying to the equivalent Innosuisse programme, which must be a separate legal entity, not linked to the UK partners
- collaborate with at least one research organisation, registered in either the UK or Switzerland
- be or involve at least one UK-registered business

UK project partners must carry out the majority of their project work in the UK and intend to exploit the results from or in the UK.

UK participants must submit an application to Innovate UK and Swiss partners must submit an application to the equivalent Swiss Innosuisse programme. Both UK and Swiss applications must be successful to receive grant funding.



# UK-Switzerland Funding Call: Eligibility

For feasibility studies and industrial research projects, you could get funding for your eligible project costs of:

- up to 70% if you are a micro or small organisation
- up to 60% if you are a medium sized organisation
- up to 50% if you are a large organisation

For experimental development projects which are nearer to market, you could get funding for your eligible project costs of:

- up to 45% if you are a micro or small organisation
- up to 35% if you are a medium sized organisation
- up to 25% if you are a large organisation



# B2match

In order to facilitate collaborations for this competition, we have created a B2match site where interested participants can fill out a business profile for approval with details of their project ideas and requirements and meet like-minded organisations to collaborate and apply for funding under this competition.

Organisations will be able to create virtual meetings at any stage between the time of their profile approval, and the closing date for the competition (26th July). However, we encourage potential applicants to focus their meetings during our Support Days on 26th and 27th April between 09:00 and 16:00 GMT. Innovate UK and Innovate UK EDGE staff will be online during these periods for additional support.



The link to the B2match website is available [here](#).

# Financial Support for Innovation Projects

Dr. Prabitha Urwyler

Scientific Officer Bilateral Cooperation

28.03.2023, Delegation UK Deep Tech Clusters



Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
Confederaziun svizra

Swiss Confederation

**Innosuisse – Swiss Innovation Agency**

# INNOSUISSE SWISS INNOVATION AGENCY

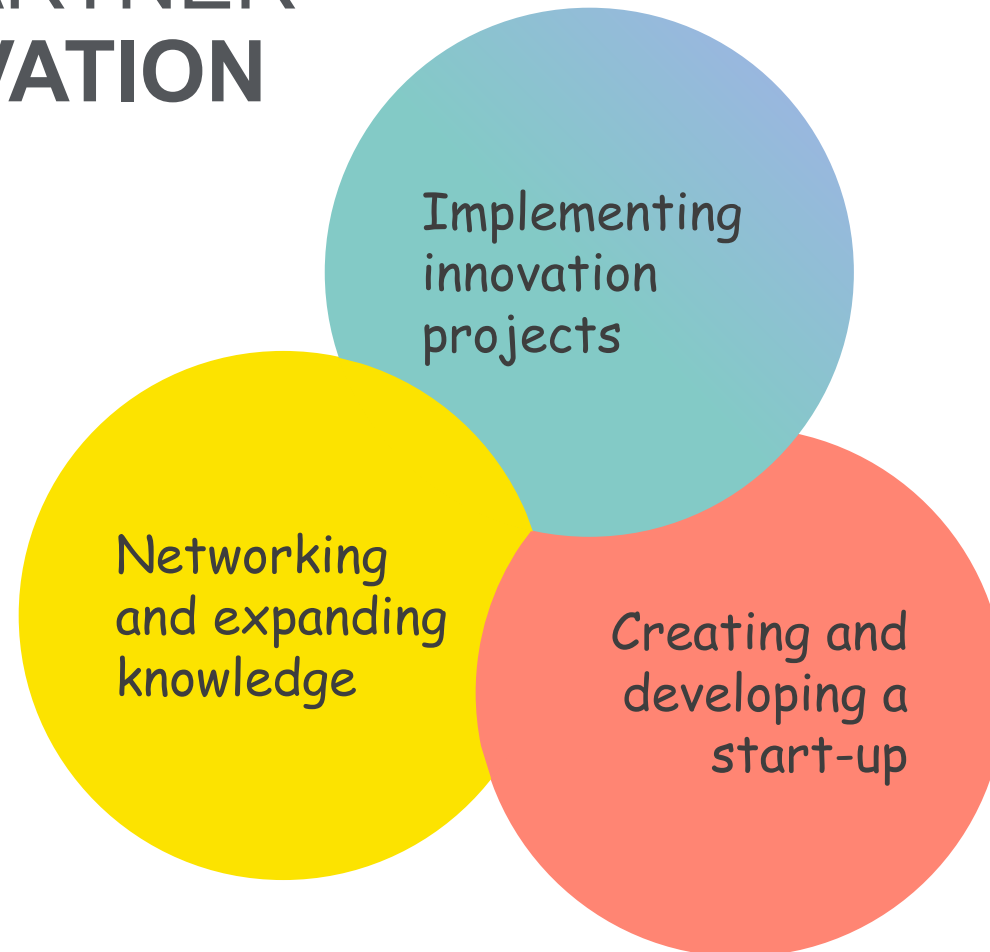
Innosuisse is the Swiss Confederation's agency for promoting innovation.

## OUR MANDATE

Innosuisse promotes **science-based innovation in the interest of the economy and society** in Switzerland – in all disciplines.

# INNOSUISSE IS PARTNER FOR SWISS INNOVATION

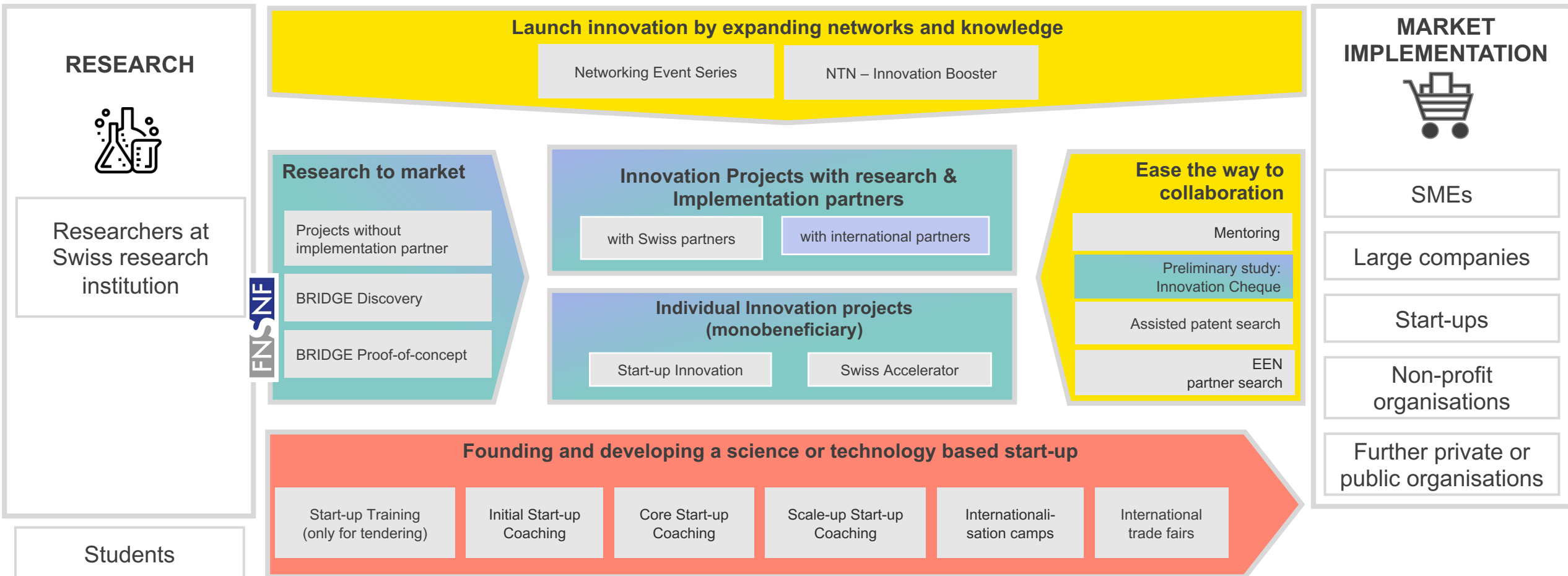
How Innosuisse supports  
science-based innovation  
in Switzerland:



## Innosuisse offers over 20 support instruments with specific goals

[www.innosuisse.guide](http://www.innosuisse.guide)

- Networking and expanding knowledge
- Implementing innovation projects
- Creating and developing a start-up



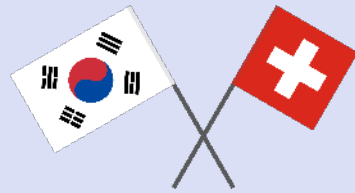
# INNOVATION PROJECTS WITH PARTNERS IN SELECTED COUNTRIES

Innosuisse has cooperation agreements:

BILATERAL  
COOPERATION



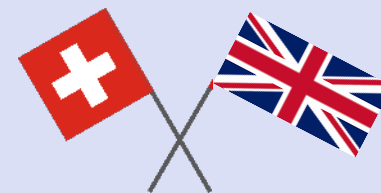
with EMBRAPPI  
BRAZIL



with KIAT  
SOUTH KOREA



with VINNOVA  
SWEDEN



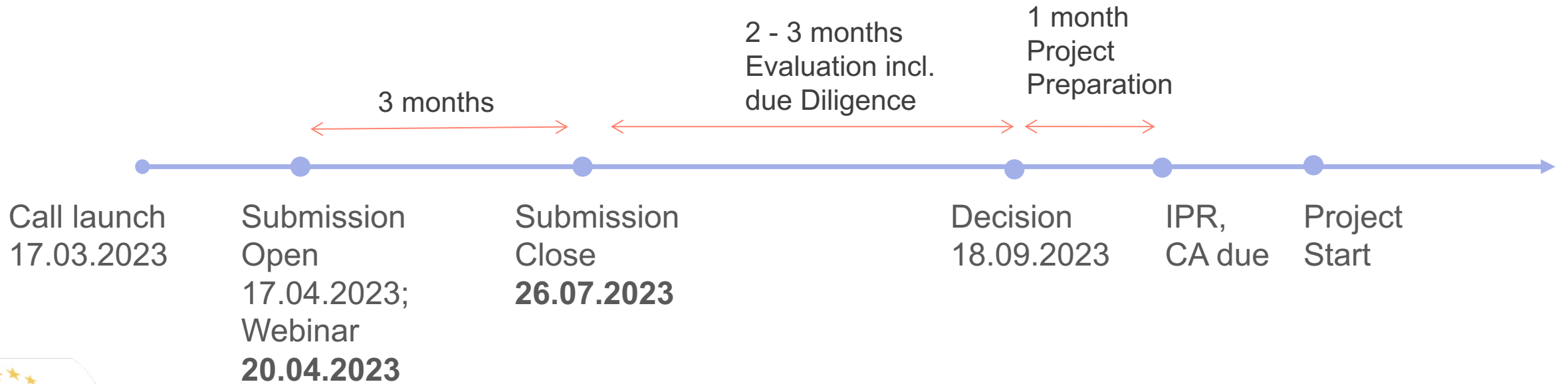
with InnovateUK  
United Kingdom

Focus on innovation cooperation with strategic partner countries

In 2023, Innosuisse engages in bilateral Calls with [Brazil](#), [Korea](#), and the [UK](#)

# BILATERAL CALL 2023 CH-UK :

No thematic restriction



CA Consortium Agreement; IPR Intellectual Property Rights

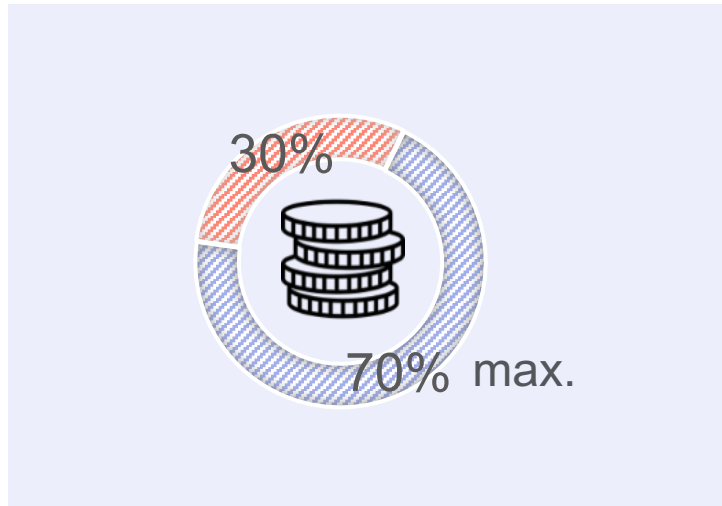
## ELIGIBILITY



- Joint consortia of minimum **1** business entity from UK , **1** business entity from CH and **1** research institute from either UK or Switzerland
- All businesses in a consortium must be separate legal and non-linked entities
- All participants need to comply with funding rules of their **origin country**
- Project duration between 18 months and **36 months**
- One country cannot hold more than **70%** of overall project budget
- Draft **agreement of IPRs** is recommended
- **No** cross border funding or common pot
- maximum grant funding request to Innosuisse of CHF 400'000 /.-



# THE SWISS PROJECT PARTNERS JOINTLY DEFINE THE REPARTITION OF THE CONTRIBUTIONS



Contribution by Innosuisse to Swiss research + implementation partners



Contribution by the Swiss implementation partner incl. cash contribution, if any



## FOR BILATERAL PROJECTS

Innosuisse covers a **maximum of 70% of the project costs** of the Swiss participants.

Direct project funding:

- Start-ups up to 70%
- SMEs up to 50%
- Large companies up to 25%
- Swiss research partners up to 100%

# WHO IS WHO ACCORDING TO NEW FUNDING RULES

## START-UP

- founded no more than 5 years ago (up to 10 years possible with justification)
- with scalable product or service
- before market entry: the start-up must not yet offer any products (ready for series production) or services on the market
- have less than 50 FTE when submitting the application

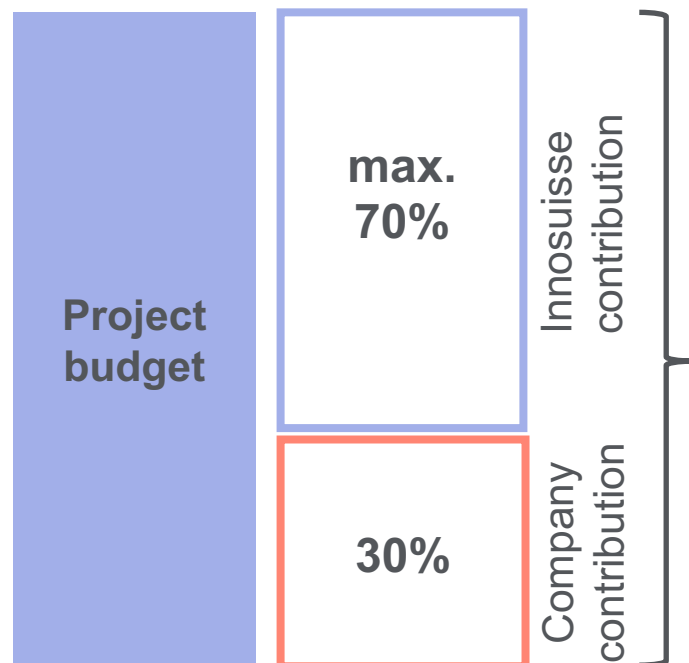
## SME

- no more than 250 FTE

## Large company

- more than 250 FTE

# WHAT DOES COUNT IN THE PROJECT BUDGET: ELIGIBLE COSTS



Costs that are **actually incurred and necessary** for the proper execution of the project by partners:

- **Personnel costs:** salaries + employer social contributions
- **Material costs:**
- **Coordination costs:** Managing the consortium, if not covered by personnel or material costs
- **Travel costs:** covers international travel to project partners

## Not eligible:

- Research infrastructure: costs for basic equipment (apparatus, materials that are part of the standard equipment)
- Dissemination activities: i.e. Publications of research results
- Certification of Products (CE marking)
- Travel within Switzerland

# FOR AN INTERNATIONAL PROJECT A GOOD APPLICATION IS...

## MARKET VALUE:

- Access to the market has been described
- Product or service has been defined
- Plausible market and implementation idea presented
- Broad market interest exists

## CLEAR & CONSISTENT :

- Research and implementation partners work together, not side by side or against each other
- Project and financial planning are consistent, comprehensible
- Timetable and resource allocation are realistic
- Tasks are clearly defined and meaningful
- Milestones are set reasonably and goals are described quantitatively

## INNOVATION CONTENT:

- Innovative content is clearly indicated
- Science based innovation beyond international state of the art

 **Added-value of international cooperation**

# Scope Q&A



Innovate  
UK



# Eligibility criteria



Innovate  
UK



# Eligibility criteria

Project eligibility	<ul style="list-style-type: none"><li>• collaborate with at least one Swiss registered business of any size</li><li>• involve at least one research technology organisation (RTO) from either country</li><li>• collaborate with at least one Swiss registered business applying for funding from Innosuisse</li></ul>
Total grant	up to £2,000,000
Total project costs	up to £400,000
Project length	last between 18 and 36 months

# Eligibility Criteria: Funding Levels

Feasibility studies and industrial research	Experimental development	Research organisations (non-economic activity)
70% if you are a micro or small organisation	45% if you are a micro or small organisation	30% of the total grant request. Of that 30% you could get funding for your eligible project costs of up to: <ul style="list-style-type: none"> <li>• 80% of full economic costs (FEC) if you are a Je-S registered institution such as an academic</li> <li>• 100% of your project costs if you are an RTO, charity, not for profit organisation, public sector organisation or research organisation</li> </ul>
60% if you are a medium-sized organisation	35% if you are a medium-sized organisation	
50% if you are a large organisation	25% if you are a large organisation	

For more information:

<https://www.ukri.org/councils/innovate-uk/guidance-for-applicants/general-guidance/categories-of-research-and-development/#contents-list>



# Funding

## Funding rules

The level of funding awarded will depend upon the type of organisation and the type of research being undertaken in the project

Funding is calculated by project participant

IFS will advise the maximum grant % you can request based upon your answers to:

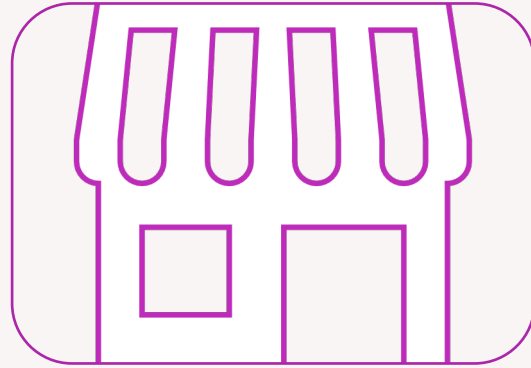
- type and size of organisation
- research category defined by the lead applicant in the Application Details section of the application



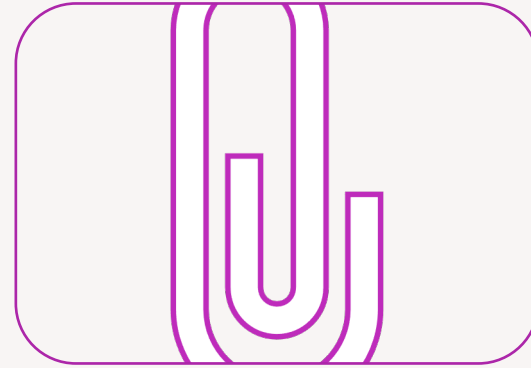
# Your Project Cost Categories



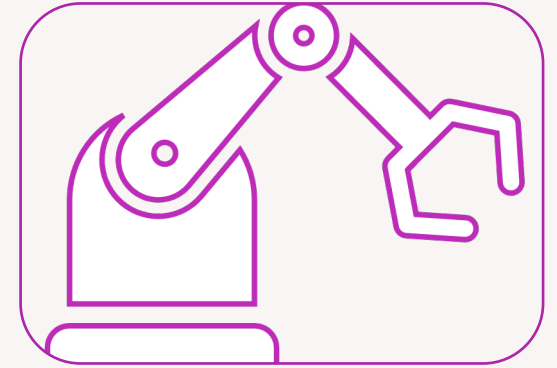
Labour



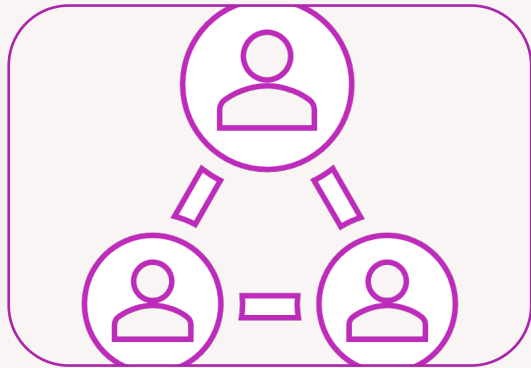
Overheads



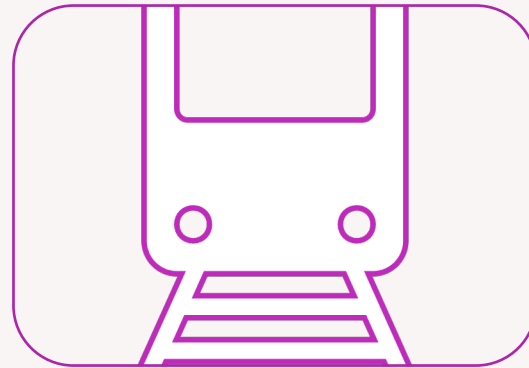
Materials



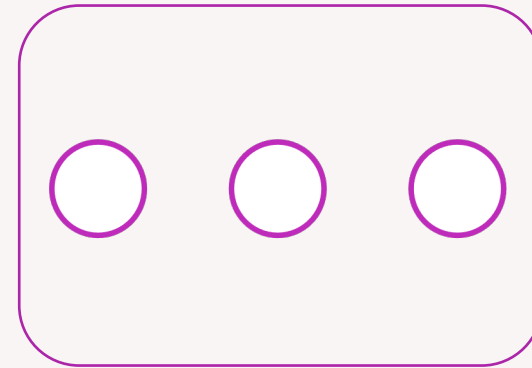
Equipment Usage



Subcontractors



Travel & Subsistence



Other

## Conditions of Award

Under the Subsidy Control Regime, we will conduct a financial review and seek assurances on your organisation, leadership team, and persons of significant control.

## Certify you are eligible

When applying, you must certify that you are eligible for funding. If you are unsure, please take independent legal advice before applying. You must pass our financial review and assurances before being offered a conditional award.

## Other Innovate UK projects

If you have an outstanding final claim or Independent Accountant Report (IAR) on a live Innovate UK project, you will not be eligible to apply to this competition, as a lead or a partner organisation.

- We will not award you any further funding if you: applied to a previous competition as the lead or sole company and were awarded funding by Innovate UK, but did not make a substantial effort to exploit that award
- applied to a previous competition as the lead or sole company and failed to comply with grant terms and conditions.

# Previously submitted applications

Previously submitted application	Not a previously submitted application
Not materially different from one you have submitted before (but it can be updated based on the assessors' feedback)	<p>A brand-new application, project or idea that you have not previously submitted into an Innovate UK competition</p> <p>OR</p> <p>A previously submitted or ineligible application which:</p> <ul style="list-style-type: none"><li>• has been updated based on assessor feedback</li><li>• <u>and</u> is materially different from the application submitted before</li><li>• <u>and</u> fits with the scope of this competition</li></ul>

# Key Dates

Timeline	Dates
Competition Opens	<b>17 April 2023</b>
Briefing Event	<b>20 April 2023</b>
Submission Deadline (11am)	<b>26 July 2023</b>
Applicants informed	<b>18 September 2023</b>

# Application Questions

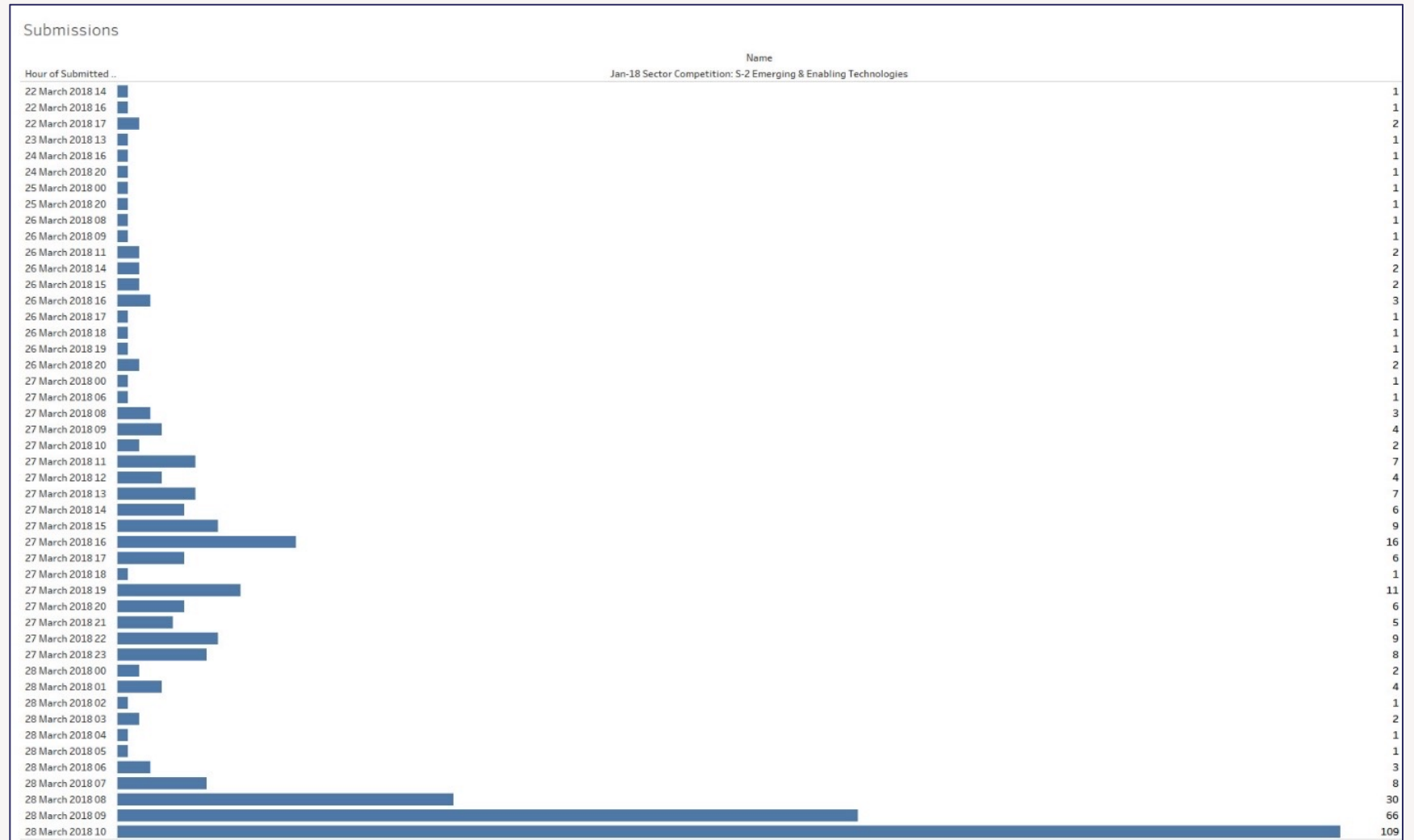
Detailed guidance available on IFS

Question	Appendix
Applicant location (not scored)	No
Need or challenge	No
Approach and innovation	Yes
Team and resources	Yes
Market awareness	No
Outcomes and route to market	No
Wider impacts	No
Project management	Yes
Risks	Yes
Added value	No
Costs and value for money	No

# Submit your application early!

Customer Support can help resolve any issues you might have when submitting but only if they are contacted before the deadline.

Once the deadline has passed, your application cannot be submitted.



# Conditional offer of awarding

If you receive a notification saying you have been successful at the assessment stage, you will have a further 8 steps to complete in Project Setup.

These are:

- Project details
- Project team
- Documents
- Monitoring Officer allocation
- Bank details
- Finance checks
- Spend profile
- Grant Offer Letter

**Work can only commence on the project once you have signed and returned the Grant Offer Letter.**



# Additional Support



# Equality, Diversity & Inclusion

- We are on a mission to embed Equality, Diversity, and Inclusion in everything we do, internally and externally.
- We believe that great ideas can, and do, come from anyone and everyone.
- We know that diversity and inclusion in businesses contributes to enhanced innovation, satisfaction, performance, and ultimately, commercial success.
- So, if you would like any support, please contact our Customer Support Service Team on [support@iuk.ukri.org](mailto:support@iuk.ukri.org) or at 0300 321 4357.



# What to Expect

1.

Contact our Customer Support Services Team as early as possible – we suggest at least 15 working days before the deadline

2.

Complete a request form which will be sent to our partner Diversity & Ability (D&A)

3.

D&A will conduct a Discovery Conversation with you and make reasonable adjustments recommendations

4.

D&A will organise and deliver bespoke reasonable adjustments for and with you

5.

Submit your application – please do so well ahead of the deadline as extensions cannot be provided

# Innovate UK EDGE

An innovation and growth specialist, or scaleup directors, work with a company's leadership to hone its commercial strategy and help it take targeted action to, for example:

- Build investment readiness
- Manage innovation effectively
- Enter global markets
- Providing local to national to international growth and scaling support



Contact us via:  
[innovateukedge.ukri.org](https://innovateukedge.ukri.org)

# Innovate UK EDGE

*Bespoke growth and scaling support at the business end of innovation*

- Intensive growth and scaling support tailored to the needs of each of our ambitious innovation-driven clients
- Offered alongside project funding to Innovate UK award winners, most of whom engage us. We are also available to all high growth potential innovative small or medium-sized businesses\*
- Engagement at early, growth and scaling stages, with our core high growth service and enhanced Scaleup Programme
- Delivered by 290 innovation and growth specialists embedded in regional ecosystems across the UK, including a board of expert scaleup directors

*\*subject to eligibility and currently in all nations and regions outside Scotland*

# Q&A



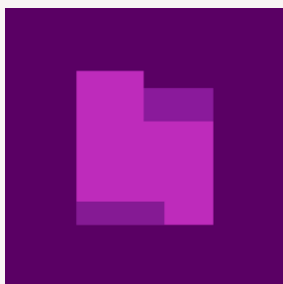
Innovate  
UK

# Contact

## Customer Support Services

0300 321 4357 (Monday - Friday 9-5pm)

[support@iuk.ukri.org](mailto:support@iuk.ukri.org)



**Innovate UK**

[ukri.org/councils/innovate-uk](https://ukri.org/councils/innovate-uk)



**Innovate UK KTN**

[ktn-uk.co.uk](https://ktn-uk.co.uk)



**Innovate UK EDGE**

[innovateukedge.ukri.org](https://innovateukedge.ukri.org)