



Innovate  
UK

# What makes a strong consortium

Simon Baty (Innovate UK KTN)



# Networking is normal

How do you find a plumber or a restaurant?



# “Networking is more about farming than it is about hunting”

Ivan Misner - BNI



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# What makes a strong consortium?

- **Read the competition brief, collaboration is required**
- **Projects are to be business lead**
- **Projects with partners that cover a supply chain are generally stronger**

# You have a great consortium – what could go wrong?

- **Who owns what?** You will need a consortium agreement, so start early  
<https://www.gov.uk/guidance/university-and-business-collaboration-agreements-lambert-toolkit>
- **Collaborate in all aspects of the bid.** No passengers, use tools and functionality of IFS – check everyone knows what they get and how much they have to contribute
- Check the number of bids you can be part of
- Too many or too few partners
- Subcontracts

# Thematic breakout room session (20 min)



1) Introduce yourself: Name and organisation



2) Give a brief description of what you are looking for

## Themes:

- Biodiversity and natural capital
- Soil health (inc. soil carbon)
- Water quality
- Greenhouse gas and ammonia emissions

