Farming Innovation Programme: Large R&D Partnerships
Round 3 Funding Competition & Consortia Building Event

Webinar date: 23 January 2024, 10am–12pm
Opportunity closes: 13 March 2024, 11:00am

Debbie Tully & Simon Baty
AgriFood Knowledge Transfer Managers
Innovate UK KTN
Welcome and Housekeeping

- Please stay on mute throughout the talks
- Please put any questions in the “Questions” Box
- Please use “Chat” to introduce yourself and organisation
- Please use “Chat” to connect with fellow attendees
- This webinar will be recorded with the exclusion of the breakout sessions
- Links to the recording will be circulated afterwards
<table>
<thead>
<tr>
<th>Time</th>
<th>Session</th>
<th>Presenter(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>10:00-10:05</td>
<td>Welcome and Introduction, Innovate UK KTN</td>
<td>Debbie Tully, Innovate UK KTN</td>
</tr>
<tr>
<td>10:05-10:15</td>
<td>Overview of Farming Innovation Programme (FIP), Defra</td>
<td>Alex Howell, Defra</td>
</tr>
<tr>
<td>10:15-10:25</td>
<td>Competition Scope Overview, Innovate UK KTN</td>
<td>Chris Lyons, Innovate UK</td>
</tr>
<tr>
<td>10:25-10:35</td>
<td>Competition Q&amp;A Session</td>
<td></td>
</tr>
<tr>
<td>10:35-11:05</td>
<td>Panel Discussion – Applicant Perspectives, Pepsico, CHAP, Innovate UK KTN</td>
<td>Shaunagh Slack, Victoria Nash-Woolley, Simon Baty</td>
</tr>
<tr>
<td>11:05-11:15</td>
<td>Q&amp;A Session to the Panel</td>
<td></td>
</tr>
<tr>
<td>11:15-11:25</td>
<td>Application and Interview Tips, Innovate UK KTN</td>
<td>Debbie Tully, Innovate UK</td>
</tr>
<tr>
<td>11:25-11:55</td>
<td>Networking and Breakout Sessions</td>
<td></td>
</tr>
<tr>
<td>11:55-12:00</td>
<td>Close and thank you</td>
<td></td>
</tr>
</tbody>
</table>
About us

Innovate UK KTN exists to connect innovators with new partners and new opportunities beyond their existing thinking.

Accelerating ambitious ideas into real-world solutions.

Expertise across all sectors.
Our Network

46,229 Unique Organisations

72% Small

15% Medium

13% Large

234,478 innovators

Every university in the UK
How we can help

Make powerful connections
Via our network of 10,000 AgriFood innovators

Secure funding
Helping identify and secure grants and investment

Get expert insight
Through our team, sector boards and network

Keep you up to date
Via our events, newsletters, website and social media
Top Tips

From start to finish be prepared

It’s a long process from today to winning in this competition;

• Closes 13th March (11am)
• Invite to Interview 19th April
• Interview between 20th May and 3rd June
• Notification 26th June
Start preparing now
Your written application needs all the usual hallmarks of great bid

https://iuk.ktn-uk.org/investment/good-application-guide/
Eight Hallmarks of a Good Application

• Alignment to the competition scope
• Innovation
• Strong business case
• Convincing value proposition
• Credible R&D Plan
• Right consortium
• Clear need for support
• The right kind of risk
Innovate UK KTN Support

Get in touch if you want our help (https://calendly.com/d/45nyvq-zqs/large-r-d-r3-1-2-1-clone)

Debbie.Tully@iuk.ktn-uk.org
Simon.Baty@iuk.ktn-uk.org

www.ktn-uk.org
Interview – Ahead of the day

- Research your interview panel – you should be told in advance of your interview who they are.
- Be familiar with the format – Zoom.
- Great set of slides
- Address the deficiencies highlighted by the original assessors.
- Ensure key project members are available
- Practice as much as you can and be prepared for questions you anticipate
Interview – On the day

• Don’t be late.
• Bring the right people and share the presenting – showcase the team.
• Be slick, use as much of the time to present the project. (limited on time)
• Use this opportunity to show you are already working well as a team.
Interview - Tips

• Demonstrate clearly how your project will impact farmers, growers or foresters in England
• Ensure you fully meet the scope.
• Know your finances and be ready to justify them.
• Provide a convincing exploitation and adoption plan.
• Demonstrate strong impact and value for money.
Couple of things to highlight before we network

• **Collaboration document**
  - Document containing all the participants from today who agreed to be included
  - Helps to make collaboration and consortium building easier
  - Should be out early next week

• **Request for introductions**
  - Please use the chat function with any requests
  - Please drop us (the IUK KTN Agrifood team) a line
  - We will facilitate

  [https://calendly.com/d/45n-yvq-zqs/large-r-d-r3-1-2-1-clone](https://calendly.com/d/45n-yvq-zqs/large-r-d-r3-1-2-1-clone)
Thank you

https://calendly.com/d/45n-yvq-zqs/large-r-d-r3-1-2-1-clone

Debbie.Tully@iuk.ktn-uk.org
Simon.Baty@iuk.ktn-uk.org

iuk.ktn-uk.org/agrifood
@IUK_Agrifood

Sign up for the AgriFood newsletter: bit.ly/AgriFood_Newsletter
Farming Innovation Programme

Large R&D Partnerships – January 2024

Alex Howell
Agri-Innovation Team - Defra
Why are we supporting innovation?

**Productivity:** The UK has seen lower productivity growth than our neighbours over the last 30 years

**Environment:** Agriculture accounted for 10% of UK greenhouse gas emissions in 2018

**Fragmentation:** many fantastic researchers, innovative businesses and promising ideas, but players don’t necessarily collaborate effectively

**Coordination:** failures in the current innovation system result in poor translation of public spending into real life impacts on productivity/sustainability

**Adoption:** Low levels of uptake of innovation by farmers, growers, businesses in large part due to capital risk & ineffective knowledge sharing

**Previous Programmes**

- **2013 - Agri-Tech Strategy**
  - £70m Agri-tech Catalyst
  - £90m for 4 Agri-tech Centres

- **2018 - Industrial Strategy Challenge Fund (ISCF)**
  - £90m Transforming Food Production Challenge

- **2021 - £14.5m Farming Innovation Pathways fund**
The Farming Innovation Programme

- Part of Defra's Agricultural Transition Plan
- £270M of grant funding for R&D through to 2028/29
- To enhance productivity, environmental sustainability and resilience in England's farming sectors
- Funding is awarded on a competitive basis to high quality, innovative projects
- Collaborative projects must benefit farmers and growers in England
The **Farming Innovation Programme** offers a range of opportunities for farmers, growers, businesses and researchers to collaborate on industry-led research and development:

- **Small Research Starter Projects** where farmers, growers & foresters can explore a new idea, or **ADOPT** (coming soon) where farmers and growers can trial new innovation on their farms.

- **Feasibility projects** where businesses can check if a research idea works in practice.

- **Small/Large Partnership Projects**, where businesses can further develop a new farming product or service towards commercialisation.

- **Themed competitions** (Farming Futures R&D Fund), where businesses and researchers can work on longer-term innovation focusing on issues like **Climate-Smart Farming**, or **Sustainable farm-based Proteins**.
October 2021
  • £1M - Research Starter Projects (round 1)
  • £8M - Feasibility Projects (round 1)
  • £11M - Small Partnership Projects (round 1)
March 2022
  • £8M - Large Partnership Projects (round 1)
  • £12.5M - Climate-smart farming
May 2022
  • £1M - Research Starter Projects (round 2)
July 2022
  • £12.5M - Sustainable farm-based Proteins
Autumn 2022
  • Feasibility Projects (round 2)
  • Small Partnership Projects (round 2)
January 2022
  • £12.5M - Automation and Robotics
  • £1M Research Starter Projects (round 3)
February 2023
  • £8M – Large Partnerships Projects (round 2)
May 2023
  • £12.5M On Farm Environmental Resilience
August 2023
  • £9.8M - Small R&D Partnership Projects (round 3)
September 2023
  • £4.5M - Feasibility Studies (round 3)
December 2023
  • £850k – Research Starter (round 4)
January 2024
  • £7.8M – Large Partnership Projects (round 3)
Industry-led R&D Partnership Fund

Key Aims

• Drive innovation for responsive, commercially-relevant solutions to address immediate practical industry challenges affecting farmers, growers and the sector.

• Accelerate the impact of new solutions to deliver positive outputs for farmers, growers and the sector.

• Drive collaboration between the agri-food sector and wider UK research and innovation expertise.

• Enable widespread adoption by delivering effective knowledge exchange and driving commercialisation of new solutions.

• Offer a variety of different types of projects.
Large R&D Partnership Projects

- **Development** and **demonstration** of commercially-relevant solutions that will substantially improve productivity and environmental sustainability of farming, whilst helping the sectors become more resilient
- Projects must have a benefit to farmers and growers in England
- Integrated approaches that can fuse with wider production systems
- Scalable solutions with clear plan for exploitation/route to market so that they can have maximum impact
Farming Innovation Programme Projects

ARWAC
This project lays the foundation for next-generation robotic vehicles powered by renewable energy and tooled to control blackgrass. It drives productivity by increasing yield through weed eradication. This project will push the technology from laboratory stage to full testing in multiple farm environments.

Hoofcount Vision Detection for Early signs of DD Lesions and Lameness Within Dairy Cattle
Dairy cows are susceptible to a range of hoof issues such as sole ulcers, white line disease and overgrown hooves. This project is focussed on the development of an early detection lameness monitoring system for dairy cows. Detecting and treating these issues at an early stage is beneficial to the animal in keeping the hooves healthy and preventing severe lameness which leads to a lower production and increased veterinary / treatment costs.

Muddy Machines - Robotic Courgette Harvester
Developing a novel class of agricultural machine that can reliably replace manual labour. Building from their autonomous asparagus harvester, Muddy Machines are focussing on Courgettes, which present more complex challenges for imaging, software, and gripping.
Develop a new farming product or service → Large R&D Partnership
Develop a new farming product or service → Large R&D Partnership

**Summary**

<table>
<thead>
<tr>
<th>Total budget</th>
<th>Total project costs</th>
<th>Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>8 Million</td>
<td>£3-5 Million</td>
<td>Up to 48 months</td>
</tr>
</tbody>
</table>

If you have **primary producers** receiving grant funding, a min of 50% of those funds, **must be allocated to primary producers based in England**.

For **UK registered businesses** wishing to **collaborate** with other UK organisations.

Businesses within a supply chain, are encouraged to come together as a partnership to solve major challenges or opportunities.

**Competition deadline**
13 March 24 11:00 am

Projects to start by 1 October 2024
**Scope**

**In Scope**
Address major on-farm or immediate post farmgate challenges or opportunities. Solutions **must significantly improve**:

- productivity
- sustainability and environmental impact
- progression towards net zero emissions
- resilience

**Out of Scope**: we will not fund projects that

- do not benefit farmers, growers or foresters in England
- are equine specific
- involve wild caught fisheries
- involve aquaculture, **for fish production or human consumption**
- are cellular or acellular production systems, fermentation systems for bacteria, yeast or fungi **for human consumption**
- are for the production of crops or plants for medicinal or pharmaceutical use
Specific Themes

Address a significant **industry challenge or opportunity** in at least one of the below:

- livestock
- plants
- novel food production systems
- bioeconomy and agroforestry
Projects **developing and demonstrating commercially relevant solutions** for major on-farm or immediate post-farm gate challenges

*Your project must demonstrate how:*

- work with **end users across the supply chain** to identify the major farm challenges or opportunities
- benefit English farmers, growers, or foresters
- show how your approach can best achieve widespread use and impact
- demonstrate how the project will support a transformative change in the agriculture sector
- develop and deliver a knowledge exchange (KE) plan
- exploit the outputs of the project
**Application: additional questions**

3 mandatory but non-scored questions:

<table>
<thead>
<tr>
<th>Question 1</th>
<th>Applicant location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Question 2</td>
<td>Location of Farmers, growers and foresters</td>
</tr>
<tr>
<td>Question 3</td>
<td>EDI in project</td>
</tr>
</tbody>
</table>

1 additional scored question

| Question 15 | Knowledge exchange and dissemination |
Consortium building

✓ Innovate UK KTN event

• Consortium building workshop to help identify potential collaborators and make connections
• Put forward issues that farmers, growers and end-users may be facing across priority areas
• Make 1-1 connections with other attendees
  • Date: 23 January, 10:00 – 12:00pm

✓ Build and get to know your partnership

• Large consortiums – can require greater resource for managing so many partners
• Ensure all partners are well justified, some partners could be better as subcontractors
• Partners must provide match funding
Hints and Tips

✓ Preparation is Key
Do not leave this until last minute

✓ Eligibility and Scope
To avoid missing out before assessment

✓ Build up your partnership
Get to know and understand your partners
Know who you are planning to work with before you commit and make sure all partners are aware of their role and responsibilities

Farming Innovation Programme website
https://farminginnovation.ukri.org/

Lessons from panel pitches
Andrew McKee, 7 January 2021 - Innovate UK

Given the year we have had in 2020, I hope this new year brings in a lot of opportunities and successes for all of us.

A number of months ago, I had the privilege of sitting in as an observer on 30 panel interviews to identify winning bids for our Transforming Food Production (TFP) programme: Future Food Production Systems and STIP Demonstration competitions.

https://innovateuk.blog.gov.uk/2021/01/07/lessons-from-panel-pitches/