



Innovate UK



Global Business Innovation Programme Germany - AI for Industrial Control

ABOUT THE PROGRAMME

Innovate UK's Global Business Innovation Programme (GBIP), consists of a Get ready preparation phase in the UK, a 5-day innovation visit to Germany, an exploit the opportunity workshop and support from an Innovate UK innovation and growth specialist helping your business maximise the opportunities identified, including developing innovation projects with partners in the region.

FOCUS THEMES

This Global Business Innovation Programme is particularly relevant for

businesses in the areas of AI for industrial control. This means developing AI that facilitates the process of managing and regulating various industrial systems and equipment to ensure they operate efficiently, safely, and within predefined operating conditions.

WHY GERMANY? The Industrial Process Automation Market in Germany reached a value of \$4.34 billion in 2022 and is projected to grow at a Compound Annual Growth Rate (CAGR) of 3.51% from 2023 to 2030, as per NextMSC reports. Germany's robust industrial base, renowned for its high-quality manufacturing and engineering prowess, fuels the de-

mand for industrial control systems. Collaborating with such a formidable player in this sector could prove advantageous for UK SMEs seeking to expand their horizons.

The Innovation visit includes participation in the [SPS – Smart Production Solutions](#) Conference in Nuremberg which is the industry highlight of the automation sector. With its large number of exhibitors and unique concept, it represents the complete spectrum of smart and digital automation - from simple sensors to intelligent solutions, from what is feasible today to the vision of a comprehensively digitised industrial world.

Key dates



BENEFITS OF THE GBIP

- Explore innovation opportunities in Germany in AI in Industrial Control, including participation in the Smart Production Solutions Trade Conference.
- Getting a better understanding of the challenges and opportunities of doing business in Germany.
- Find potential innovation collaborators and partners and develop your network in the UK and globally.
- Improve your company value proposition to international partners and investors.

The Global Business Innovation Programme (GBIP) brings together cohorts of up to 15 innovative UK SMEs looking to grow and scale globally. Each GBIP focuses on a specific country and technology or sector area and enables the businesses to build collaborations and partnerships and explore innovation opportunities.

The GBIP is structured around three phases. Each participating business will be allocated an Innovate UK Innovation and Growth Specialist who will support them, including developing a work plan to capitalise on the opportunities identified. The three phases include:

- **Get ready:** Two-day workshop to build knowledge and understanding of the market and potential opportunities, including how to do business, cultural aspects, how to protect your IP and training on how to better articulate your value proposition.
- **Visit the market:** Explore the innovation opportunities first-hand through meeting with key companies, research organisations and potential collaborators through pre-arranged meetings and organised matchmaking.
- **Exploit the opportunity:** An exploitation workshop and one-to-one support from an Innovate UK innovation and growth specialist to help you follow up and maximise the opportunities identified through the programme.

INNOVATION VISIT - EXAMPLE ITINERARY (Subject to change)

	Activity
10 November 2024	Depart the UK and arrive in Germany
11-14 November 2024	Opportunities for B2B meetings, site visits, networking, pitching and panel sessions including participation in the Smart Production Solutions Conference
15 November 2024	Return to the UK

ELIGIBILITY - To participate in this GBIP your business must be an SME and established in the UK with fewer than 250 employees. The CEO, founder or a senior decision maker in the business will be expected to participate in all aspects of the GBIP.

THE COST - Innovate UK will organise and fund flights, hotels, and in-country logistics for participants on the innovation visit to the country. On acceptance to the GBIP, a commitment fee of £1000 (excl. VAT) will be obtained from each successful company which will be returned after their involvement in the GBIP activity. Non-attendance of any part of the GBIP after formal acceptance may result in forfeiting some or all of the fee. You will be sent a link to pay your commitment fee in order to confirm your place once you have been formally accepted on the GBIP.

VIRTUAL APPLICANT BRIEFING EVENT– 24th of June 2024 11:00-12:30. To learn more about the programme, the application process and to ask questions, register now for the virtual applicant briefing event on the 24th of June. Register: <https://bit.ly/3KayY5m>

HOW TO APPLY - There is a competitive process to participate in the GBIP following an evaluation process, in which only the best applicants will be successful. Application form can be found here: <https://bit.ly/3QPGarH> This must be completed and submitted by midnight, 28th of July. Please note: expressing interest/making an application does not secure your place. Successful applicants will be informed by 5th of August.

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