

Innovate UK Business Growth

Support to help businesses grow and scale



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Growth

Presenter introduction

Name: Tony Welch

Title: Innovation and Growth Specialist

How your role helps UK businesses:

Working with innovative aerospace and sustainable aviation SME businesses in the South-West - member of EEN Aerospace and Defence sector group



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UK Research and Innovation

We work with the government to invest over £7 billion a year in research and innovation by partnering with academia and industry to make the impossible, possible. Through the UK's nine leading academic and industrial funding councils, we create **knowledge with impact**.



**UK Research
and Innovation**



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Innovate UK

We are the **UK's Innovation Agency.**

Our Mission

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

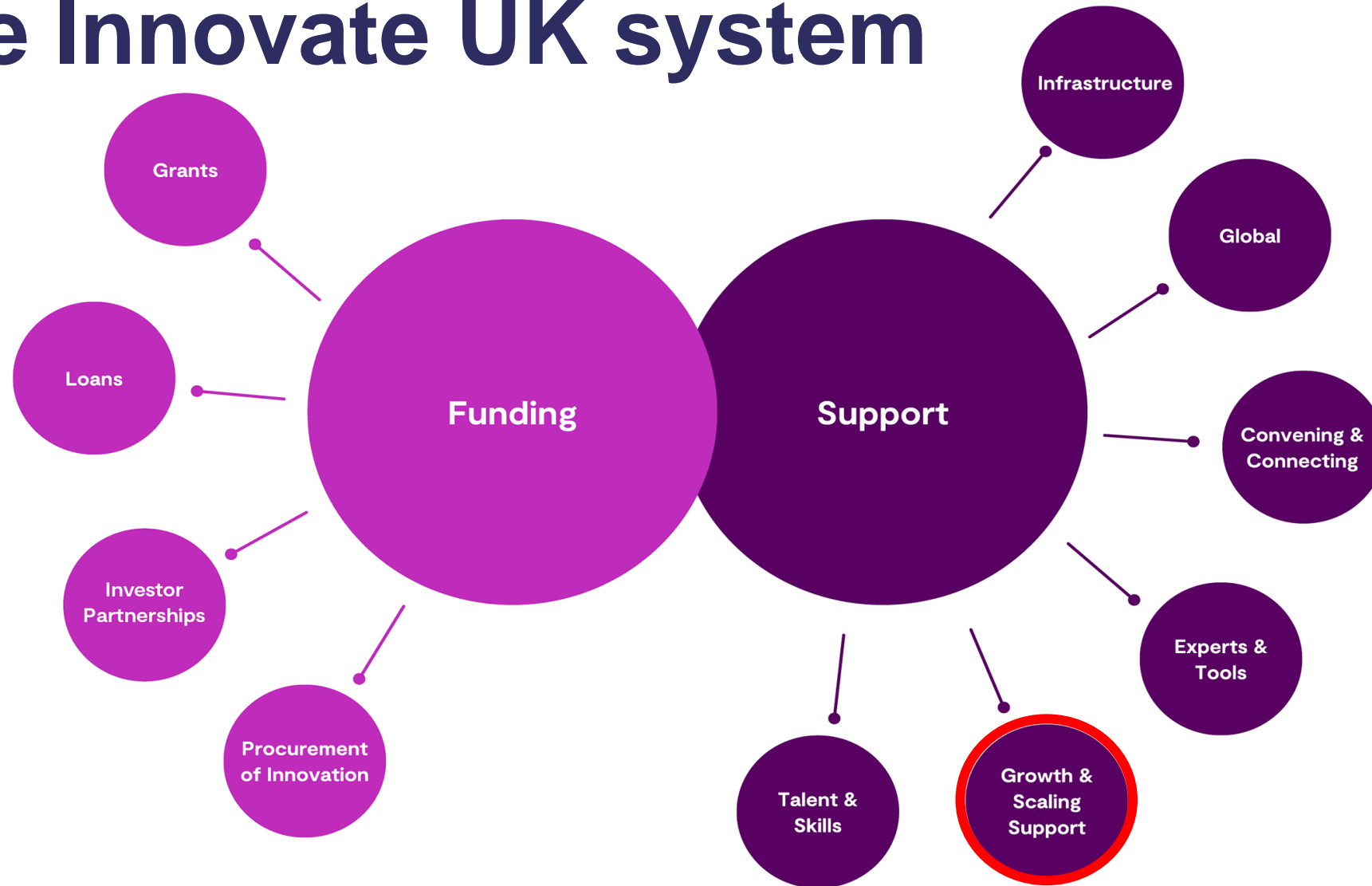


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The Innovate UK system



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Innovate UK Business Growth

Tailored support that accelerates the growth of ambitious innovation-focused businesses

Over 400 innovation and growth specialists nationwide, supporting clients to make the best strategic choices and access the right resources to grow and scale.

We focus with you on the following priorities:

Honing
your
growth
strategy

Innovation strategy inc. IP & access to infrastructure

Funding & finance strategy inc. investment readiness

International markets & partnerships strategy inc. via EEN

Who do we work with?

- Innovation-focused businesses with new-to-market offerings, whether grant funded by Innovate UK or not
- Established and UK registered with up to 250 employees
- Targeted at later stage startups onwards with a 20%+ combined average growth rate, through to scaling businesses with a 50%+ CAGR
- Management committed to business growth



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How do we work with you?

- Bespoke 1:1 advisory support tailored to an individual business' needs that assists with setting a strategic direction and supporting clients to develop their own long-term innovation and growth plans
- Facilitating access to specialist resources and opportunities that are part of the Innovate UK ecosystem and beyond, from regional to international
- Working closely alongside you as a trusted partner at critical junctures as you grow

International Markets & Partnerships Strategy

Strategic support to:

- Increase knowledge of international opportunities
- Reduce risk of exploring global markets
- Accelerate global growth and scaling

Support initiatives:

- [Enterprise Europe Network](#) access: the world's largest business collaboration network
- Access to focused brokerage activities
- Support to develop global innovation partnerships via Innovate UK initiatives e.g. [Global Business Innovation Programme](#)
- Support accessing Eureka and Horizon Europe via Innovate UK's, [Horizon Europe Pump Priming](#)



Break into new international business markets and adjacent sectors to grow and scale with help from our connections, expertise and targeted global programmes



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Success Story:

Innovate UK growth support for Marble Aerospace

Wiltshire based high-speed UAV maritime surveillance business Marble Aerospace began working with Innovate UK Business Growth when it needed support to grow and internationalise.

Additional support has included help with business funding, EEN partner profile and attendance on Canada Ocean Technology GBIP 2024. As a result of working with Innovate UK, Marble Aerospace has:

- ✓ Collaboration opportunities with partners in Italy developing specialised sensors to capture data at sea
- ✓ Received two grant awards for R&D, collectively worth £530K
- ✓ Met with Canadian businesses, universities and government agencies – engaged with WhaleSeeker Canada



“Innovate UK provided invaluable support improving the quality of grant applications. The marketing and fundraising support were high quality, and essential for the specific stage of the company today.” **Mathieu Johnsson, Founder and CEO, Marble Aerospace**

Contact Us

**Client enquiries, call us on:
0300 123 3066**

**or visit our website:
www.iukbg.ukri.org**



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Contact Business Growth

The preferred way to get in touch with us is via email using the form below – we aim to reply within 2 working days. However, we will also be available by telephone during working hours (9am-5pm) and an answerphone will be available at all other times or when our lines are engaged (we will return your call as soon as possible). Please note that you cannot access our colleagues at Innovate UK through these channels.

If you're not from the UK, please [contact your local EEN branch](#).

You can also refer to [our FAQs page](#) to find answers to frequently asked questions about our services.

Telephone | 0300 123 3066

Name

Email

Telephone

Company name

Registered company name or intended trading name