



A pocket guide to  
**business funding and support**

**Version 2**

**Dragon Innovation Partnership**  
**Partneriaeth Arloesi'r Ddraig**

## INTRODUCTION

*A pocket guide to business funding and support* is designed to make you aware of the ways in which universities and businesses and/or organisations can work together for mutual benefit, and help drive economic prosperity. Compiled by the Dragon Innovation Partnership, a collaboration between Swansea Metropolitan University, Swansea University, and University of Wales, Trinity Saint David, the guide is a brief introduction to some of the funding and business support opportunities available in the region, in Wales and further a field. The list is not exhaustive, but rather a summary of a number of key initiatives.

Follow our step-by-step analysis of each opportunity - so you can find out what suits your needs, and contact someone who can help you further.

## THE DRAGON INNOVATION PARTNERSHIP

The aim of the Dragon Innovation Partnership is to help businesses and organisations reach relevant experts from the universities to discuss their development, support and learning needs. The strength of the Partnership lies in the diversity of expertise across the three universities, as well as the synergy of knowledge they share. The three teams that make up the Partnership are based in:

**Commercial Services, Swansea Metropolitan University**  
**dip@smu.ac.uk** or **+44 (0)1792 481163**

**Department of Research and Innovation, Swansea University**  
**researchandinnovation@swansea.ac.uk** or **+44 (0)1792 606060**

**Research and Development Office, University of Wales, Trinity Saint David**  
**researchanddevelopment@tsd.ac.uk** or **+44 (0)1267 676864**

For further information on the skills and expertise in each university, please request the Services for Employers leaflets by filling in the contact form on [www.dragonip.ac.uk](http://www.dragonip.ac.uk) or asking a Dragon Innovation Partnership representative.

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# SECTION ONE

funding opportunities for business

# CARBON TRUST ENTREPRENEURS FAST TRACK

**Sponsor:** Carbon Trust

**Availability:** UK wide

## What is the Carbon Trust Entrepreneurs Fast Track?

This year, there is over £3 million to support British low carbon technology entrepreneurs. They provide a customised package of expert commercial advice, networking opportunities and grant funding to small enterprises that are developing low carbon technologies in the UK.

**Commercial Advice** is delivered through commercial and technical consultancy services up to the value of £70k. This can be fully funded and includes:

- Advising on patenting and intellectual property strategies
- Prioritising markets and providing advice on how to enter them
- Building capable management teams
- Help finding customers, partners and investors
- Developing an investor ready business plan and pitch
- Boosting marketing and PR capabilities
- Providing expert engineering, modeling and product development
- Meeting product tests and regulations
- Assistance with scale-up for manufacture.

**Networking Opportunities** with investors and industry partners through our contacts.

**Grant Funding** is available for research and development projects which aim to support the development and commercialisation of technologies which have the potential to reduce UK Carbon emissions.

## Who is eligible?

Open to all organisations including businesses, Universities and local authorities in Wales.

**Advice Service:** Available for any low carbon technology

**Networking:** Available for any low carbon technology

**Grants:** Reviewed on a case by case basis

### How long does it last?

Time is a precious commodity for small enterprises and thus the Entrepreneurs Fast Track has been designed to be simple, effective and quick:

It is a continually open, fast and efficient application process.

The majority of the application process involves talking to the carbon trust, not filling in forms.

You will have a dedicated relationship manager responsible for making sure you get the right support at the right time and make the most of the support on offer.

### How much does it cost?

**Commercial Advice** - Free

**Networking Opportunities** - Free

**Grant Funding** - Grant Funding is up to £500,000 for applied research leading to low carbon products or services is available. All partners are expected to make a minimum 40% contribution to the cost of the project either cash or in kind.

### Find out more

To apply, call the Carbon Trust customer centre on **01789 200306** or visit [www.carbontrust.co.uk](http://www.carbontrust.co.uk)

## ECONOMIC RENEWAL PROGRAMME (ERP)

**Sponsors:** Welsh Government, UK Trade & Investment & Local Authorities

**Availability:** Across Wales

### What is the Economic Renewal Programme?

The Economic Renewal Programme (ERP) is the Welsh Government's strategy to support business and growth in the Welsh economy. The ERP programme will provide high quality sustainable infrastructure, will develop a broad skill base, will encourage R&D and innovation and target business support into priority areas for Wales, making Wales a more attractive place to do business. The ERP supports a move to an investment culture in Wales and has meant immediate changes to financial support packages which are now all based on a 0% interest repayable financial model which supports reinvestment of resources.

The ERP will prioritise support and funding for projects in 6 priority sectors where Wales has clear advantages and opportunities and which offer the greatest potential to grow the Welsh economy. These are:-

- Advanced Materials and Manufacturing
- Creative Industries
- Financial and Professional Services
- Energy and Environment
- Life Sciences
- ICT

Business support will be provided in the following areas (Where support is more widely available outside the priority sectors it will be made clear below):-

## 1. BUSINESS FINANCE

Business Finance replaces what was the Single Investment Fund. The offering is based on a 0% interest repayable finance that can assist with:

- Starting up
- Expansion
- Modernisation
- Restructuring
- Developing new products, processes or services

The amount of support that can be contributed is the minimum required to make the project go ahead. All other sources of private sector funding need to be explored including bank loans, overdraft extension, Directors loans etc. then Welsh Government can be approached to fund the shortfall required. Each application is assessed on a case by case basis and there has to be a demonstrable positive impact on the Welsh economy to secure the funding shortfall.

### **Who is eligible?**

Companies within the Priority Sectors. Funding for Tourism can be accessed through 'Visit Wales'.

### **How much does it cost?**

The finance is interest free. Before an offer is made the repayment terms will be agreed with you and repayments will commence once the business starts to see the benefits of undertaking the project e.g. when turnover starts increasing.

### **Find out more**

Visit [www.business-support-wales.gov.uk](http://www.business-support-wales.gov.uk) or call **03000 603000** Email: [businesssupport@wales.gsi.gov.uk](mailto:businesssupport@wales.gsi.gov.uk)

## **2. FINANCE WALES**

Finance Wales is an independent company owned by the Welsh Government. It provides commercial investments to businesses throughout Wales at all stages of their development, from formation to pre-floatation. The company invests in start-up and early stage businesses, development capital, creative commercial projects and succession deals and has a flexible yet focused approach to investment.

### **Who is eligible?**

To qualify for commercial investment from Finance Wales, you must employ fewer than 250 people and have an annual turnover no greater than €50 million euro. This is open to all businesses, not just those in the 6 priority sectors.

### **How much does it cost?**

The minimum investment is £5,000 with a maximum investment in a single round of £2 million. Decisions on investments up to £25,000 can be approved in 5 working days in most cases.

### **Find out more**

Visit [www.financewales.co.uk](http://www.financewales.co.uk) or call **0800 5874140** for further information

## 3. TRADE SUPPORT

### Welsh Government

Trade support is offered to businesses within the 6 priority sectors wishing to expand their business through international trade. The following types of support are available:-

- **International Trade Development (ITD)** - Develop International Business strategies: market selection; export strategy planning and process advice. 100% grant funding for a specific project.
- **International Trade Opportunities (ITO)** - Market Research, Local assistance in finding companies, Potential customers and agents, preparing itineraries and providing interpreters. 75% grant funding per project.
- **Trade Missions** - The trade visits and programmes of meetings are arranged and funding is available to cover flights, accommodation and Exhibition costs may also be subsidized at 50%.

### UK T & I

Trade Access Programme (TAP) - £1000 towards UKT&I organised overseas expo's. Only available to SME's who are new to exporting or have been trading less than 10 years.

Overseas Market Introduction Scheme (OMIS) - Flexible use of trade teams in a range of markets to help develop a companies business.

### Who is eligible?

Welsh government scheme - companies in 6 priority sectors that have been referred through to the Trade team from the Welsh Government Business Development team.

UKT&I - all companies in any sector.

### How much does it cost?

See above.

### Find out more

Visit [www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk) or call

**03000 60 3000** for further information

Email: [businesssupport@wales-gsi.gov.uk](mailto:businesssupport@wales-gsi.gov.uk)

## 4. BUSINESS INNOVATION AND R&D

Business Innovation Support is delivered by a team of highly experienced innovation specialists, who will jointly undertake a review with your business to identify opportunities for innovation and exploitation of your intellectual property.

The Business Innovation programme can provide 1 to 1 technical, professional and financial support to companies within the 6 priority sectors, at all stages of the innovation process including:-

- **New Product Development (NPD)** - With extensive 'hands on' industry experience, the team can provide you with impartial advice and guidance on new product development. Firstly through carrying out a review to help identify business needs. Then, when an R&D or NPD project has been identified, assistance is provided to scope the project, access appropriate funding, identify technology requirements and develop the project through referral to relevant support. When the project is up and running, the innovation specialist works with you to monitor progress and provide ongoing assistance.
- **Design** - A Multi disciplinary team of private sector experienced designers can provide practical advice and guidance to maximise design quality. Support covers existing product ranges and markets, branding, design, process, equipment and software, materials, packaging design, manufacturing design and legislative led design.
- **Manufacturing Process Improvement** - Current business reviews from private sector 'hands on' experienced managers to identify barriers to profitability. Expertise is available on productivity, on-time delivery, value stream mapping, operations management, equipment effectiveness, space utilisation, waste reduction and lead time reduction.
- **Intellectual Property (IP) and Commercialisation** - Intellectual Property experts can provide basic information and answer basic queries regarding patents, trademarks, copyright, design and licensing. Help is also available on searching patent and IP databases, formulating IP strategy and funding towards patent filing and trade mark applications or costs of formulating licence agreements. Support is also available to identify routes to market at an early stage and help your business to commercialise through networking introductions, showcasing and access to investment funding.

**Innovation Vouchers** are small amounts of repayable funding which can be used to access technical expertise external to the business. For instance:

- Procure technical consultancy from the private sector.
- Implement findings of the review process in areas of new product development, manufacturing and design.
- Fund collaboration with Universities or Further Education Colleges and source facilities, equipment or expertise.
- Procure expert Services for Intellectual property registration.

The Business Innovation Programme also offers access to larger scale Research, Development and Innovation (RD&I) funding through repayable grants for:

- **Technical and Commercial Feasibility** - investigate the technological and commercial viability of transforming innovative ideas into new products, processes and technologies.
- **Industrial Research** - to acquire knowledge for the development of new products or technologies.
- **Experimental Development** - to implement the results of industrial research, including the creation of pre-production prototypes.
- **Exploitation** - to assist with the exploitation costs of new products or processes, including marketing, publicity and attendance at trade fairs.

### Who is eligible?

Companies within the 6 Priority Sectors.

### How much does it cost?

Funding levels depend on the phase of the RD&I process and the size of the business applying businesses will be expected to provide evidence of sufficient match funding. Funding levels vary from 75% funding for feasibility phase through to 35% for experimental development phase up to a max repayable grant of £200K - For further information contact the Business Innovation team.

Innovation Vouchers are up to 50% funding and worth up to a max repayable grant of £10,000. £20,000 of vouchers can be awarded to a company within a 12 month period.

## Find out more

Call **03000 60300** for further information or visit [www.business.wales.gov.uk/innovation](http://www.business.wales.gov.uk/innovation)

## 5. BUSINESS INFORMATION AND ENTREPRENEURSHIP

The Welsh Assembly Government operates a network of 12 regional centres throughout Wales. Advisers at regional centres have specialist knowledge of the region and the support that is available to local businesses.

These regional centres can provide you with the opportunity to speak to someone face to face. All advice is free and impartial and you can use the service as often as you like.

Advisers can provide guidance in the following areas:

- **General Business Management support** - business reviews, business and strategic planning, financial projection, access to funding and marketing.
- **Environmental Management support** - internal reviews, compliance monitoring, costing resources, improved efficiency, environmental action planning and signposting.
- **Equality and Diversity support** - Understanding and applying good practice, discipline and grievance procedures, bullying and harassment policies, absence management, employment contracts and flexible working.

### Who is eligible?

Open to all businesses in Wales.

### How much does it cost?

There is no charge for this service.

## Find out more

Visit [www.business.wales.gov.uk](http://www.business.wales.gov.uk)

Then click on 'Welsh Government Support' then click on 'Regional Centre Service' or 'Welsh Government Support Site Map' or call **03000 6 03000** for further information

## 6 .TRAINING - FOR COMPANIES IN 6 PRIORITY SECTORS

**Workforce Development Programme** - After referral from WAG Business Development team, an independent HR Advisor goes into your company and draws up a training action plan. You can use whoever they wish to deliver training.

### Who is eligible?

Open to businesses within the 6 priority sectors.

### How much does it cost?

All training identified is then eligible for 50% funding - as a rule up to £10k pa.

### Find out more

Visit [www.business.wales.gov.uk](http://www.business.wales.gov.uk)

Then click on 'Welsh Government Support' then click on 'Regional Centre Service' or 'Welsh Government Support Site Map'

Email: [businesssupport@wales.gsi.gov.uk](mailto:businesssupport@wales.gsi.gov.uk)

or call **03000 6 03000**

## 7. E-BUSINESS - FOR COMPANIES IN 6 PRIORITY SECTORS

- Online Business IT Guide is available at [www.businessitguide.com](http://www.businessitguide.com)
- **ICT Diagnostic Service** - Free 1 day "health check" of IT Systems,
- **e-Business support package for ICT integration** - suitably skilled ICT Consultant is appointed to help select and implement a range of ICT solutions in different business areas.

### Who is eligible?

Open to businesses within the 6 priority sectors.

### How much does it cost?

**Online Business IT Guide** - Free

**ICT Diagnostic Service** - Free

**e-Business support package for ICT integration** - Subsidised to two thirds of the cost

### Find out more

Visit [www.business.wales.gov.uk](http://www.business.wales.gov.uk)

Then click on 'Welsh Government Support' then click on 'Regional Centre Service' or 'Welsh Government Support Site Map'

Email: [businesssupport@wales.gsi.gov.uk](mailto:businesssupport@wales.gsi.gov.uk)

or call **03000 6 03000** for further information

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs.

## LOCAL INVESTMENT FUND (LIF)

**Sponsors:** Welsh Local Authority consortia across north west, south west and south east Wales

**Availability:** Convergence Area, Wales

### What is the Local Investment Fund?

The Local Investment Fund (LIF) is a package of flexible financial support to help new and existing businesses in Wales by offering capital grants covering up to 40% of eligible projects, between £1,000 and £10,000.

The grant is part funded through the European Regional Development Fund (Convergence).

LIF can support a range of projects relating to business start-up, growth, diversification and adaptation. Eligible capital projects could include:

- Capital equipment
- ICT equipment
- Development of websites
- Marketing materials
- External and internal building works and alterations.

### Who is eligible?

SME's employing less than 250 people, with a turnover not exceeding 50 million Euros, or a balance sheet not exceeding 43 million Euros are eligible. Generally to be eligible for LIF the company should trade business to business, although applications will be considered on a case by case basis. LIF cannot support projects which cause displacement, (i.e. provide an unfair advantage over local competitors).

Most business sectors are eligible except agriculture, fishing, health services and training. Guidance on your particular situation should be sought from your local LIF team.

### How much does it cost?

Grant is paid in arrears and expenditure incurred before grant approval is not eligible for funding. Businesses must meet 60% of the project costs.

### Find out more

Visit [www.lifcymru.co.uk](http://www.lifcymru.co.uk)

or call **03000 603000** for further information

[www.business-support-wales.gov.uk](http://www.business-support-wales.gov.uk)

*"The total cost of this equipment with the software was £10,000, so without the funding this expenditure would have been beyond our reach"*

**Gareth Burris, Insteng Process Automations Ltd**

# TECHNOLOGY STRATEGY BOARD (TSB)

## INDIVIDUAL CALLS

**Sponsor:** Technology Strategy Board

**Availability:** UK Wide

### **What are TSB individual calls?**

The Technology Strategy Board promotes innovation in many ways. As well as investing in programmes and projects, much of the work is in spreading knowledge, understanding policy, spotting opportunities and bringing people together to solve problems or make new advances.

TSB currently manages a range of programmes and delivery mechanisms to drive innovation. There are a number of current and forthcoming research and development competitions covering a range of technology and application areas.

### **Who is eligible?**

SMEs and large companies in the public and private sector are eligible.

### **How long does it last?**

The duration is project dependent.

### **How much does it cost?**

The cost is project dependent.

### **Find out more**

Visit [www.innovateuk.org/competitions.ashx](http://www.innovateuk.org/competitions.ashx)

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

# WELLCOME TRUST TRANSLATION AWARDS

**Sponsor:** Wellcome Trust

**Availability:** UK

## **What are Wellcome Trust Translation Awards?**

Translation Awards are designed to bridge the funding gap in the commercialisation of new technologies in the biomedical area.

Projects covering any aspect of technology development from a range of disciplines - including physical, computational and life sciences - will be considered. Projects must address an unmet need in healthcare or in applied medical research, offer a potential new solution, and have a realistic expectation that the innovation will be developed further by the market.

## **Who is eligible?**

Researchers from academic institutions (universities and research institutions) and companies are eligible.

## **How much does it cost?**

There are no costs involved.

## **Find out more**

Visit [www.wellcome.ac.uk/Funding/Technology-transfer/Awards/Translation-Awards/index.htm](http://www.wellcome.ac.uk/Funding/Technology-transfer/Awards/Translation-Awards/index.htm)

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

# SECTION TWO

General university business support opportunities

## ACADEMIC EXPERTISE FOR BUSINESS (A4B)

**Sponsor:** Welsh Government & EU

**Availability:** Convergence Area, Wales

### What is A4B?

The A4B programme is funding from the Welsh Government through Europe which aims to maximise the economic impact of universities on industry through working with industry and organisations on collaborative projects for the creation of a stronger science, engineering and technology base with clear commercial potential. The aim of A4B is to help in wealth creation by business adopting new processes, systems and services, or by substantially improving those already produced or installed. In turn, this will lead to the creation of high value jobs and ultimately, a value-added economy.

### Who is eligible?

Academics lead A4B projects and will seek to involve both SMEs and large companies.

### Accessing A4B

There are a number of different A4B projects offered through the Dragon Innovation Partnership based on the partners individual expertise and resource. Business can get involved in the following:

#### 1. Knowledge Transfer Centres (KTCs)

These centres of expertise aim to bring business together under common themes. KTCs promote and demonstrate the benefits of new technology and specialist services to industry and business. They provide facilities which companies could not otherwise readily access, such as the use of expensive specialist equipment. Companies can get involved in seminars, workshops, events and focus groups as well as receiving one-on-one help. The costs to business of getting involved in a KTC is dependent on specific projects. Business can get involved in a KTC at any time.

KTC's are available in a wide range of areas such as E-health, simulated based product design, Printing and coating, cutting and fabrication technology, creative industries and the moving image.

A list of all our existing A4B projects is available on our website [www.dragonip.ac.uk](http://www.dragonip.ac.uk)

## **2. Knowledge Exchange Projects (KEP)**

The aim of the KEP programme is to identify and develop both effective innovative academic and business knowledge sharing. KEPs are led by universities and will concentrate on specific themes; businesses are asked to contribute to the exchange of knowledge so that further projects can be explored and future collaborative projects and funding identified and applied for. Businesses can get involved in a KEP at any time.

KEP's are available in a wide range of areas including visualisation to improve business efficiency, graphic arts in manufacturing, the appliance of science and creative art to business problems, and assisted living and ageing.

A list of all our existing A4B projects is available on our website [www.dragonip.ac.uk](http://www.dragonip.ac.uk)

### **Find out more**

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

## CREATIVITY & INNOVATION IN MICRO ENTERPRISE (CIME)

**Sponsor:** European INTERREG funded project developed in partnership with Swansea Metropolitan University, University of Wales Trinity Saint David, SERA (South East Regional Authority Ireland and Kilkenny Enterprise Board Co.

**Availability:** Pembrokeshire, Carmarthenshire and Ceredigion.

### What is CIME?

The overarching aim of CIME is to support business leaders to rethink the design of their organisation around innovative practice, to raise their competitiveness.

The project aims to provide appropriate mechanisms for the analysis, development and implementation of innovative practices with SMEs. Specific objectives include developing benchmarking standards; carrying out a training needs analysis; development of training materials and methodologies structured to the needs of the business; and the exchange of knowledge and information through the creation of networks and business links.

Phase One consists of an extensive period of research during which CIME will bring together academics and leading experts in the field of innovation and creative thinking with the aim of developing an extensive and intensive training programme. This will be designed to specifically address the needs of Welsh SMEs and to create imaginative solutions to challenges both big and small. Phase Two will consist of the delivery of the programme using interactive exercises, demonstrations and mentoring.

### Who is eligible?

SMEs and Micro Enterprises are eligible.

### How long does CIME last?

The project will currently run until 31st September 2012.

### How much does it cost the business?

Businesses will not be charged for CIME services.

## **Find out more**

For further information call

**SU +44 (0)1792 481285** or email

**james.moxey@smu.ac.uk** or **jenny.vobe@smu.ac.uk**

**TSD +44 (0)1570 424818** or email **s.fox@tsd.ac.uk**

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

# DIRECT CONSULTANCY

Availability: UK

## What is direct consultancy?

Direct consultancy is the commercial transfer of know-how, expertise and technology from university experts to the community. The results of this knowledge transfer are of major importance to the practical activities of commerce, industry and public authorities responsible for a wide range of social, environmental and health care functions.

Universities can provide consultancy to any business or organisation that requires expertise, support or advice in a particular discipline.

Consultancy is developed around the needs of the company or organisation, and is structured to help individuals, companies and organisations gain access to the resources that universities have to offer. Direct consultancy projects can cover any discipline that your chosen university offers, where projects are matched with the academic expert(s) most suited to the project.

## Who is eligible?

SMEs, large companies and organisations are all eligible.

## How long do direct consultancy projects tend to last?

There is no standard timeframe for direct consultancy projects - they can last from one day to several weeks. The duration is dependent on the objectives that the business or organisation wants to achieve.

## How much does it cost?

Costs vary. They are strongly dependent on the requirements of the consultancy, for example, the level of expertise and resource required.

## Find out more

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

# ACTIVE COMMUNITIES THROUGH INTERREGIONAL OPPORTUNITIES AND NETWORKS (ACTION)

**Sponsor:** European INTERREG funded project

**Availability:** Carmarthenshire Only

## What is ACTION?

ACTION is an Interreg funded project which features Trinity Saint David as the lead partner and Dunhill Rural Enterprises Ltd ([www.dunhillecopark.com](http://www.dunhillecopark.com)) as our Irish project partners. The key theme of the project is social enterprise development and in particular, the design and piloting of 'social franchise' concepts. We'll be working to identify innovative ideas and successful social enterprises which trade within Carmarthenshire and County Waterford and then working with these third sector groups to 'franchise' their activities, with all their associated social benefits, to appropriate groups within the partner region.

## Who is eligible?

Those that live in Carmarthenshire (or the County of Waterford) who have a Community or Social Enterprise, or individuals interested in becoming franchisees of a Community or Social Enterprise.

## How long does it last?

The project last 2 years, and will run to July 2012.

## How much does it cost?

The ACTION project offers fully subsidized support and brokerage services for social enterprises within the counties of Carmarthenshire and County Waterford.

## Find out more

Further details of the project activities can be found at [www.irelandwales.ie/projects/priority\\_2\\_theme\\_2/action](http://www.irelandwales.ie/projects/priority_2_theme_2/action)

Contact Laura Stafford on [l.stafford@tsd.ac.uk](mailto:l.stafford@tsd.ac.uk)  
or call **01267 676748** for further information

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs.

## EMPLOYER STUDY PARTNERSHIPS

**Sponsor:** Higher Education Funding Council for Wales (HEFCW)

**Availability:** Employers/Employees, primarily in south west Wales

### What is an Employer Study Partnership?

The Employer Study Partnerships (ESP) initiative builds links between employers and academia through part-time study. Support available includes the scoping of learning opportunities, and bursaries towards study fees. It is available to employers/employees from all sectors where strengthening of academic-employer links can be demonstrated.

### Who is eligible?

Support is available to employers and employees wishing to engage in part-time study at Swansea University, Swansea Metropolitan University and University of Wales, Trinity St David. Public and private sector employees/employers (of all sizes) from all sectors are eligible.

### How long does it last?

A typical ESP lasts two years (based on a part-time MPhil enrolment).

### How much does it cost?

Partnerships provide bursaries towards student fees, though it is essential that the employer demonstrates their commitment and engagement to the activity, including the provision of supportive working arrangements.

### Find out more

Contact the ESP team on **+44 (0)1792 513718** for further information.

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

*"New part-time study opportunities have supported our staff development and greatly enhanced our engagement with Swansea University"*

**Mike Kiernan, Seren Technology**

# INSTITUTE OF LIFE SCIENCE (ILS) BUSINESS INCUBATION SUITE

**Sponsor:** European Regional Development Fund (ERDF)

**Availability:** Swansea (for any global business)

## What is the ILS Business Incubation Suite?

The ILS Business Incubation Suite is a designated space within the ILS that was designed specifically to nurture companies in the life science sector. Client organisation suites are located as a cluster with the state-of-the-art facilities, in the existing ILS phase 1 building, or Phase 2, which will be completed in November 2011. Client organisations based in the business incubation suites benefit greatly from the proximity not only to the experts in the fields of medicine and technology transfer on site, but also to experts in other fields across Swansea University - from Health Science to Engineering, Economics to Law - and to the NHS through the neighboring Singleton Hospital, part of the Abertawe Bro Morgannwg (ABM) University Health Board.

## Who is eligible?

Businesses best suited to the ILS will often fall into one of the following groups:

- University spin-outs
- Welsh start-up businesses
- Inward investors (global, SME, micro companies)
- Government research organisations.

## How long does it last?

The initial tenancy period is three years.

## How much does it cost?

Full details are available on request, but current rental charges are £11 per sq ft and the service charge is £5 sq ft.

## Not ready to take up space in an incubation suite?

Our Affiliate scheme allows you to access the networks and support available without needing to take up space in an incubation suite. It is ideal for very early stage businesses or for companies looking to set up business in the region. It is a low cost, low risk way to help your business.

## Find out more

Contact the Commercial Manager

Visit [www.swansea.ac.uk/ils](http://www.swansea.ac.uk/ils)

Email: [a.m.day@swansea.ac.uk](mailto:a.m.day@swansea.ac.uk)

or call +44 (0)1792 513703 for further information

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

*"The ILS has been the best possible place for Calon to develop, and what's great about being a client organisation here is that we are surrounded by so many like-minded people. Simply gaining access to medical experts, state-of-the-art laboratories or business support is a particularly difficult feat for such a young company so we feel very privileged to have all three on-site"*

**Graham Foster, Calon Cardio-Technology Ltd**

# CULTURAL INDUSTRIES SUPPORT NETWORK FOR ATLANTIC SME'S (CISNET)

**Sponsor:** European INTERREG funded project

**Availability:** All of Wales

## What is CISNET?

The focus of the project is business to business activity in the creative industries sector. Particular emphasis will be placed on specific sub sectors within this growing economy. The aim of the project is to enhance business activities of small and medium sized enterprises (SMEs) in this sector through the development of new products, access to markets, access to technology and expertise. In order to develop more cohesive and beneficial approaches to technology and technology transfer, the project will have a tight focus.

The project will oversee the establishment of a 'Virtual City' to bring the scale and diversity advantages of metropolitan areas to the dispersed regions of the Atlantic Area. This will be set up in the five regions involved. It will provide a market place, marketing, technology and innovation stimulation and resources, which will be sustainable for the entire Atlantic Area after the end of the project.

## Who is eligible?

SME's in the creative sector.

## How long does CISNET last?

Until February 2013.

## How much does it cost the business?

The support to business is free.

## Find out more

Email: [g.whale@tsd.ac.uk](mailto:g.whale@tsd.ac.uk)

or call **01570 424882** for further information.

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs.

## **ITWALES - SOFTWARE ALLIANCE WALES (SAW)**

**Sponsor:** European Social Fund (ESF)

**Availability:** Convergence Area, Wales

### **What is Software Alliance Wales (SAW)?**

Software Alliance Wales is a program that supports innovation and growth amongst the ICT and Software Sector within the Convergence areas of Wales. It delivers continuous professional development training for professionals across the region, opportunities to network and share best practice, and to promote Wales and SMEs in the region as a key driving force in ICT & Software Development. It is Lead by Swansea University in the universities of Aberystwyth, Bangor, Glamorgan and Trinity St David.

Software Alliance Wales does this by offering a range of support services including Continuous Professional Development training programme for ICT professionals, an ICT Company Certification Scheme, and an opportunity for computing students to develop projects in collaboration with SMEs. Software Alliance Wales also includes a programme of Business ICT Workshops held in venues around Wales aimed to encourage all Welsh businesses to realise the potential of adopting new technologies.

### **Who is eligible?**

SMEs in Wales, IT professionals, employers and employees residing in, or with an office in the convergence area of Wales.

### **How long does it last?**

The Business ICT Workshops and CPD Training for Professionals are ongoing. CPD sessions range from one to five days and can be used as supporting evidence in working towards Chartered IT professional status with the BCS. The ICT Company Certification is an ongoing business improvement cycle and an opportunity for ICT SME's in Wales to demonstrate their expertise and commitment to quality; it typically takes 2-6 months to achieve certified status.

### **How much does it cost?**

Software Alliance Wales can offer financial support to assist individuals and employers with costs of attending the CPD training sessions and for SMEs undergoing the ICT Company Certification Scheme. There is no charge to attend Business ICT Workshops or engage with the Student development ICT projects.

### **Find out more**

Call **+44 (0)1792 606738** for further information.

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

## KNOWLEDGE EXCHANGE WALES (KEW)

**Sponsor:** Swansea University & Bangor University

**Availability:** Wales

### What is Knowledge Exchange Wales?

Swansea University and Bangor University have formed the new and exciting business network, Knowledge Exchange Wales (KEW), to offer their expertise and specialist facilities to business. KEW will enable universities and businesses to reach out to each other to drive forward collaborative projects with like-minded partners, and promote business to business networking. The only Welsh business network to be a member of Global CONNECT, a highly successful world-wide business innovation and investment network, KEW will give members a platform on which to develop international collaborations.

The KEW network offers businesses:

- Accelerated access to university business services
- Interaction with innovation focused companies
- Access to global development and networking opportunities
- Regular business themed events and workshops
- Showcases of university expertise and facilities
- Opportunities to meet with specialist academic experts.

### Who is eligible?

All businesses and organisations are eligible to join KEW.

### How much does it cost?

There are currently no charges for KEW membership and events.

### Find out more

Visit [www.kewales.com](http://www.kewales.com)

or call **+44 (0)1792 606060** for further information.

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs.

*“Over the past 15 years we have used the universities in Wales as an invaluable source of high caliber, motivated individuals. We are looking forward to working with Knowledge Exchange Wales to further assist the development of our business”*

**Chris James, CIOTEK Limited**

# LIBERATING APTITUDES BY TECHNOLOGY ENHANCED RECOGNITION AND ACCREDITATION OF LEARNING (LATERAL)

**Sponsor:** Work based learning programme -  
Welsh European Funding Office.

**Availability:** Convergence Area in Wales

## What is LATERAL?

### (Accreditation of Prior Work-Based Learning)

University of Wales: Trinity Saint David has successfully gained funding for a project which is devised to support the development of staff working in small to medium sized enterprises in the convergence areas of Wales. This project, which sits in TSD's Professional Practice Framework, looks to supporting the workforce in identifying, and gaining credit for their own experiential learning.

The accreditation of prior learning (APEL) based on work-based development is currently negligible, although many higher level staff development activities are regularly undertaken in the workplace. Where it does occur successfully is where learning is related to the admission requirements of traditional institutional based courses in subject specific areas. Demonstrating a value by accrediting this work-based learning will directly benefit learners and their employers and will also provide a forum to support employers in work-based training activities.

## For example:

Qualification	Format	Credit	Cost
Masters - 180 Credits	APEL	Could claim for up to 120 credits (2/3) as Experiential learning (APEL)	Free Under - LATERAL
	RAL module	Must do the Recognition and Accreditation of Learning (RAL) module (this is an assignment to justify their claim) 15 credit module	Free Under - LATERAL
	WBL project	Must do a work-based learning project (either a 30, 45 or 60 credit project)	To Pay

### **Who is eligible?**

SMEs - (fewer than 250 employees; and either an annual turnover of 50 million Euros or less; or an annual balance-sheet total of 43 million Euros or less.) The SME must reside within the Convergence areas across Wales and must operate under the 'De Minimis' aid regulation. (Received less than €200,000 over a 3 (fiscal) year of state aid - (public funding))

### **How long does it last?**

The project will run up until May 2013.

### **How much does it cost?**

The support is free to businesses.

### **Find out more**

Contact Lowri Harris on **01267 676814**  
or email: **[l.m.harris@ydds.ac.uk](mailto:l.m.harris@ydds.ac.uk)**

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs.

# LEADING ENTERPRISE AND DEVELOPMENT (WALES) (LEAD WALES)

**Sponsor:** European Social fund (ESF)

**Availability:** Convergence Area, Wales

## What is LEAD Wales?

This innovative programme concentrates on two areas of the business: the business itself and the personal development of the owner-manager; providing a framework to increase profitability, to enable diversification and support business growth. The programme - which is designed to meet the specific needs of owner-managers - integrates active teaching with action learning; encouraging participants to share knowledge and experience with their peers and to apply what they learn to their own business situation. The project is run out of Swansea and Bangor Universities.

## Who is eligible?

SME owner-managers.

## How long does it last?

Owner-managers are required to commit two days per month on campus over the 10-month period.

A significant element of the programme is the supported implementation of learning, into the development of your own business or organisation.

## How much does it cost?

Eligible owner-managers will not be charged for taking the LEAD (Wales) programme.

## Find out more

Call **+44 (0)1792 606738** for further information or see **[www.leadwales.co.uk](http://www.leadwales.co.uk)** or contact **[info@leadwales.co.uk](mailto:info@leadwales.co.uk)**

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

*"A breath of fresh air in terms of business support programmes. The LEAD Wales programme has been an absolute inspiration to me I would recommend the course to any SME business owner"*

**Christine Watkin, Managing Director, Quantarc Ltd**

## TECHNIUM DIGITAL INCUBATION SPACE

**Sponsor:** Welsh Government & Swansea University

**Availability:** Swansea - Open to all Welsh Companies

### What is Technium Digital Incubation Space?

Technium Digital aims to support the growth of small and medium sized knowledge businesses who are engaged in the development and application of digital technologies. It is a 3,500 sq m purpose built facility, with one of the three floors housing fourteen business incubator units and one unit allocated for hot-desking, used by Associate Members.

The remaining space is allocated to specialist research and development laboratories and business support geared to supporting young innovative companies. The universities also encourage companies to relocate to campus sites, to help them build collaborations with academics and/or research groups. There are incubation facilities on campus and potential funding opportunities to support this type of activity, including a process called 'spin in'.

### Who is eligible?

Individuals and SMEs who are innovative, high growth potential companies, based in a High-Tech or Knowledge-Based sector. See the website for full eligibility details.

### How long does it last?

Usually companies stay for between two and five years.

### How much does it cost?

Rental and service charges currently total £15.50 per square foot. Other charges will also apply, such as telephone and business rates.

### Find out more

Visit [www.technium.co.uk/digital](http://www.technium.co.uk/digital) or contact the Commercial Manager on +44 (0)1792 485500 for further information.

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs.

*"Waters Creative is a design company offering a wide range of new media solutions. We have a diverse portfolio of clients ranging from education and research, local start-up companies to nationwide major corporations.*

*"On entering Technium Digital we employed just two people, but have grown steadily and we now employ six full time members of staff. The volume and variety of work undertaken has increased considerably, and our company turnover has tripled as a result"*

**Rachael Wheatley, Director, Waters Creative Ltd**

## MENTORING OUR WORKFORCE

**Sponsor:** Work based learning programme - Welsh European Funding Office (WEFO)

**Availability:** Convergence Area in Wales

### What is Mentoring our workforce?

'Mentoring our Workforce' is an ESF funded module that fits under the Professional Practice Framework (a university of Wales, Trinity Saint David frame work for accrediting and accumulating higher level learning through in house development and accelerated prior learning). The provision is designed to identify and train appropriate members of staff in Small and Medium Enterprises to act as work-based mentors. The module aims to enable participants to gain awareness of the issues involved in mentoring to improve individual performance in the workplace and the range of processes available. The module will also enable the participant to identify and apply a mentoring process that meets the needs and culture of the individual workplace.

### Who is eligible?

SMEs - (fewer than 250 employees; and either an annual turnover of 50 million Euros or less; or an annual balance-sheet total of 43 million Euros or less.) The SME must reside within the Convergence areas across Wales and must operate under the 'De Minimis' aid regulation. (Received less than €200,000 over a 3 (fiscal) year of state aid – (public funding))

### How long does it last?

Funding has been secured until May 2013. Final sign up in order to complete the qualification before the end of the project will be March 2013.

### How much does it cost?

The cost of the 20 credit module is fully funded by the project.

### Find out more

Call Lynsey Harries on **01267 676813**

or email: **[l.harries@tsd.ac.uk](mailto:l.harries@tsd.ac.uk)**

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs.

## **SECTION THREE**

Subsidised graduate placements for business development

## ACCESS TO MASTERS (ATM)

**Sponsor:** Welsh Government & European Social Fund (ESF)

**Availability:** Convergence Area, Wales

### What is Access to Masters?

The aim of the Access to Masters Project is to support the provision of Masters level (postgraduate) higher level skills to meet identified skills gaps, to support the knowledge economy and increase productivity. The project enables businesses and predominantly SMEs to access Masters level students to assist in research and development, by linking taught Masters projects with the needs of business. Each project is individually scoped to solve a particular business research challenge. On completion of the taught section of the Masters project, the student undertakes a work placement to transfer the research and development knowledge back into the business.

The benefits to participating companies are:

- Access to a fully funded highly skilled postgraduate (science, technology, engineering and maths)
- An opportunity to increase research capacity
- Marketing exposure and PR opportunities
- Expand their knowledge base and maintaining beneficial links with all Dragon Innovation Partnership universities.

### Who is eligible?

Businesses and UK/EU students residing in the Welsh Convergence Area.

### How long does it last?

The total duration of the taught Masters Award is one academic year starting in October. The business project starts once the taught element of the course is completed and this lasts for 16 weeks.

### How much does it cost?

The business is required to contribute £1000 in-kind match funding (which is the equivalent of approx. 20 hours of staff time).

### Find out more

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

*"The student's project was of great benefit and interest to us in our development efforts and, we enjoyed the added benefit of the help and direction provided by the academic supervisor. We still often reference the student's (extremely well written) project report. The benefit of the project to us is ongoing also, as we hired the student into full time employment with the company immediately following completion of his degree"*

**Quote from an ATM Supported Company**

## CASE STUDENTSHIPS - INDUSTRIAL PHDS

**Sponsor:** Research Councils (RCUK)

**Availability:** UK Wide

### **What is a CASE Industrial PhD studentship?**

CASE (Collaborative Awards in Science and Engineering) Industrial PhD studentships allow businesses to take the lead in arranging projects with an academic partner of their choice. These customised collaborations seek to make academic knowledge widely available to industry.

Working exclusively on a major research project that is relevant and beneficial to the business, a PhD student brings new research to your organisation over a period of up to four years.

Full support throughout the programme, which includes a minimum three-month secondment, is offered by both a company and academic supervisor.

### **Who is eligible?**

Large companies and organisations in the public and private sector are eligible.

### **How long does it last?**

Three to four years.

### **How much does it cost?**

Approx £22,000 over three years.

### **Find out more**

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

## GRADUATE OPPORTUNITIES WALES (GO Wales)

**Sponsor:** Higher Education funding Council Wales (HEFCW) & European social fund (ESF)

**Availability:** Wales

### What is GO Wales?

GO Wales is an employability and business development programme that encourages businesses and graduates in Wales to get the most out of working together and offers a variety of services to help businesses recruit and retain graduate staff.

GO Wales student placements offer companies the opportunity to employ someone with a degree (or studying for a degree) to complete a project while working for the company for around 10 weeks.

Often businesses do not have the time or resources to develop ideas and new projects, or they don't have the necessary specialist skills to complete a specific task. By hosting a placement, companies can access the skills and benefit from the enthusiasm of a student or graduate.

### Who is eligible?

SMEs, and large companies or organisations in both the public and private sector are eligible.

### How long does it last?

Work Placements typically last between 6 to 10 weeks, companies have the opportunity to recruit the person once the placement has ended or the placement can be used for a one off project.

### How much does it cost?

Companies are expected to pay students a minimum of £250 for a normal working week. This will be subsidised by up to £95 per week by GO Wales if you are an SME. There may also be subsidies available for larger organisations.

GO Wales also offer SMEs in Wales a Graduate Training and Development Fund to help with the cost of training graduates already working in your business. Visit [www.gowales.co.uk/training](http://www.gowales.co.uk/training) for further details.

### Find out more

Visit [www.gowales.co.uk](http://www.gowales.co.uk) for further information

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

*"From an employer's point of view the placement offered a cost effective solution to a time consuming but necessary project and the student placement has worked to and exceeded our expectations"*

**Nigel Bowen, JU Bowen Construction Ltd**

# ITWALES - STUDENT AND GRADUATE SERVICES

**Sponsor:** European Social Fund (ESF)

**Availability:** Wales

## **What is ITWales?**

ITWales is a not for profit European funded programme operating out of the Computer Science department at Swansea University. It exists to educate, encourage and enable Welsh business to be at the forefront of technology take up.

The ITWales Business Club provides a platform for Welsh business to network on a regular basis through a variety of topical events.

ITWales also publishes an excellent monthly online business and technology magazine, [itwales.com](http://itwales.com).

The ITWales Placement Scheme specialises in placing students and graduates into businesses in Wales for specific projects or developments that companies would not normally have the time or resources to carry out. All places are either studying or have graduated from a Computing or IT related degree.

## **Who is eligible?**

UK-based SMEs, large companies and organisations in both the public and private sector are eligible for all services, however to take part in the placement scheme companies must be trading within Wales.

## **How long does it last?**

Student and graduate placements can last up to 10 weeks full-time throughout the summer, though part time placements can also be arranged.

## **How much does it cost?**

Student and graduate placements: Companies are expected to pay students a minimum of £250 for a normal working week, but businesses may be eligible for a subsidy of up to £95 per week.

There is no charge for ITWales Business Club membership and events are free to attend.

### Find out more

visit [www.itwales.com](http://www.itwales.com),

e-mail: [info@itwales.com](mailto:info@itwales.com) (SU)

[s.begley@tsd.ac.uk](mailto:s.begley@tsd.ac.uk) (TSD)

or call **01792 295881** (SU)

or **01570 424948** (TSD) for further information.

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs.

*"It is a flexible, affordable, win-win-win scheme"*

**Gerhard Mannog, Director, Imagitech**

# KNOWLEDGE ECONOMY SKILLS

## SCHOLARSHIPS (KESS)

**Sponsor:** European Social Fund (ESF)

**Availability:** Convergence Area, Wales

### What is a Knowledge Economy Skills Scholarship?

KESS scholarships give companies the opportunity to participate in collaborative research projects aligned to the Welsh Government's R&D priority sectors. Digital Economy (ICT); low Carbon Economy; Health and Bioscience; Advanced Engineering and Manufacturing. Participating companies jointly define and manage the research project each scholar undertakes as part of their scholarship, and therefore benefits from the scholar's research, business and innovation training.

The student spends a minimum of one month a year at the company partner's premises working on the project. KESS provides a very accessible way for businesses to create ongoing links with leading research groups in the priority sectors and support the development of the critical skills needed to support research and development.

### Who is eligible?

A range of organisations that have an operational basis in West Wales and the Valleys are eligible. UK/EU students must be based in the Welsh Convergence Area at the time of application.

### How long does it last?

There two types of Scholarships, Mini and Maxi. A Mini is a year long project starting in October (Research Masters qualification) and the Maxi is three years in duration leading to a PhD.

### How much does it cost?

It costs SMEs £2500 a year, and large companies £3500 a year with a £1000 a year 'in-kind' contribution. Each KESS scholar receives a bursary and their fees are also covered by the project.

### Find out more

Visit the KESS website at [www.bangor.ac.uk/kess](http://www.bangor.ac.uk/kess)

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

## KNOWLEDGE TRANSFER PARTNERSHIPS (KTP)

**Sponsor:** Technology Strategy Board, Welsh Government, Research Councils

**Availability:** UK Wide

### What is a Knowledge Transfer Partnership?

Knowledge Transfer Partnerships (KTP) is one of the UK's leading programmes, helping businesses to improve their competitiveness and productivity through the better use of knowledge, technology and skills that reside within the UK knowledge base.

Knowledge Transfer Partnerships involve the forming of a partnership between industry and a university that enables a business or organisation to access skills and expertise for development.

The partnership also involves one or more recently qualified graduates to facilitate this transfer of skills and expertise. The graduate works full-time within the company on a project central to its needs and is jointly supervised by company personnel and a senior academic.

Knowledge Transfer Partnerships provide resources and expertise to thriving organisations that wish to innovate, expand or improve their performance. They also allow academics to develop a relevant and improved understanding of business requirements and operations that can be used to produce business-relevant teaching and research materials.

### Who is eligible?

SMEs, charities and large companies and organisations in both the public and private sector are eligible to apply for KTPs. There are two different KTP options that are outlined below - which option is right for you will be determined by the nature of the project you have in mind.

### How long does it last?

The duration of the KTP can vary from one to three years. Companies often choose to employ the associate staff member after the project is completed.

### **How much does it cost?**

The average annual cost of a KTP is about £60,000 of which an SME contributes about one third, or an average of £20,000 per year, larger companies and organisations contribute half of the total cost or an average of £30,000 per year.

### **Find out more**

Visit [www.ktponline.org.uk](http://www.ktponline.org.uk)

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

*"A KTP with Swansea University identified, mapped and re-engineered three important strands of the Group's internal operations and ensured that the most efficient use of available technology was being made.*

*"It's not only proving to be a major success internally for the company but also commercially - opening up a whole raft of new markets for us and for that, we are delighted"*

### **Spokesman, Laing O'Rourke plc**

*"As a result of the KTP with Swansea Metropolitan University we developed a strategic marketing plan that enabled us to focus our activities and resources more profitably and provide a more enjoyable experience for our customers"*

### **Charles Davies, Heatherton Country Sports Park**

## PRINCE OF WALES INNOVATION SCHOLARSHIP (POWIS)

**Type:** Graduate placements

**Sponsor:** Part Funded by the European Regional Development Fund (ERDF)

**Availability:** Convergence Area, Wales

### What is POWIS?

Managed by the University of Wales, the Prince of Wales Innovation Scholarships will attract university graduates from the world's best academic institutions to work on research projects within Welsh companies. The aim of the project is to place doctoral researchers within participating businesses to help develop their innovation capacity.

This will be achieved by having each scholar undertake key research projects, supported by international and national academic supervisors.

Graduates undertake three-year placements with businesses (or clusters of businesses) located in the Convergence area, with academic oversight provided by a Welsh higher education institution.

The aim of the projects will be to help improve business access to research and development and cutting-edge thinking and, from this, generating new products, processes, patents and services. The emphasis is upon driving innovation and commercialisation within the businesses.

The projects selected will be in businesses operating in the key priority sectors identified by the Welsh Government.

- Digital Economy (ICT)
- Low carbon economy
- Health and Biosciences
- Advanced engineering and manufacturing.

Businesses participating will get increased research and development and innovative solutions to help grow business; access to some of most talented graduate students in the world; new products, services or processes to enhance competitive advantage; and increased profits and commercialisation of intellectual property.

The annual stipend will be £20,000 per annum, and tuition fees will be waived by the participating institutions. The scholarship holder will also receive a research grant of £5,000 (to cover the cost of equipment, books and travel).

### **Who is eligible?**

SMEs, large companies and organisations are eligible.

### **How long do POWIS scholarships last?**

The POWIS scheme will provide 100 three-year PhD scholarships in Wales between 2009 and 2012.

### **How much does it cost?**

If your company is located within the Convergence funding area of Wales, it will be eligible for considerable financial support, equivalent to more than 60% of the total cost of each scholarship. Each company is expected to make an annual contribution of £16,000, which may be eligible for R&D tax credits, for each scholar we place in their business.

### **Find out more**

Email [powis@wales.ac.uk](mailto:powis@wales.ac.uk)

visit [www.globalacademy.org.uk](http://www.globalacademy.org.uk)

or call **+44 (0)1792 485540** for further information

Contact the Dragon Innovation Partnership by using the details at the front of this booklet for a more in depth discussion about your needs, and to find out more.

# GLOSSARY

## GLOSSARY

Please find below a glossary of terms used in the pocket guide to business funding and support.

### **Assisted areas**

Parts of the UK eligible for special government allowances to try to encourage employment, investment, and economic development, in areas with consistently high unemployment.

### **Convergence area**

The Convergence area contains the 15 Local Authorities of Isle of Anglesey, Conwy, Denbighshire, Gwynedd, Ceredigion, Pembrokeshire, Carmarthenshire, Swansea, Neath Port Talbot, Bridgend, Rhondda Cynon Taff, Merthyr Tydfil, Blaenau Gwent, Caerphilly and Torfaen.

### **ERDF**

European Regional Development Fund (ERDF) is funding from the EU to develop the economy and wealth of a region to become more competitive.

### **ESF**

The European Social Fund (ESF) is funding from the EU to improve training and employment opportunities.

### **Finance Wales**

Finance Wales, a Welsh Government organisation, makes commercial investments in Wales-based businesses with the potential to grow.

### **HEFCW**

Higher Education Funding Council for Wales (HEFCW) is the body responsible for distributing funding into higher education and further education in Wales.

### **In kind**

The use of a company resource as a contribution to a project rather than a physical donation of cash, e.g. staff time, use of equipment and/or materials, etc.

## **Match funding**

The proportion of the project costs which must be provided by the business/organisation, also known as 'company contribution'. Usually a percentage of the total project cost. These can be cash or 'in kind' donations.

## **R&D**

Research and development.

## **SME**

Small to medium-sized enterprises (SMEs) are those that employ fewer than 250 people and have an annual turnover no greater than €50 million.

## **Stipend**

Stipend is a form of monetary payment or salary, such as for an internship or apprenticeship.

## **WEFO**

Welsh European Funding Office is responsible for the distribution and management of EU funds in Wales.

## **Disclaimer**

The business support arena is a fast changing environment. The information contained in this booklet is as accurate as we could make it at the time of printing 14/6/2011, but you should check directly with the section identified contacts to ensure current funding availability and correctness.

# ACCESSIBILITY AND BILINGUALISM STATEMENTS

## Accessibility

If you require all or part of this booklet in an alternative format, please contact the Dragon Innovation Partnership using the details provided at the front of this booklet.

## Bilingualism

Copies of a pocket guide to business funding and support are available in Welsh in electronic format on the Dragon Innovation Partnership Website at

[www.dragonip.ac.uk/usefulresourcesanddownloads](http://www.dragonip.ac.uk/usefulresourcesanddownloads)

Mae copïau o'r canllaw poced ar ariannu a chymorth i fusnesau ar gael yn Gymraeg ar ffurf electronig ar wefan Partneriaeth Arloesi'r Ddraig yn

[www.dragonip.ac.uk/usefulresourcesanddownloads](http://www.dragonip.ac.uk/usefulresourcesanddownloads)



Llywodraeth Cymru  
Welsh Government



South West Wales Higher Education Partnership  
Partneriaeth Addysg Uwch De Orllewin Cymru