Tristan Eagling
12th May 2015

DFID Agri-Tech Catalyst Consortia Building Workshop
Introducing the KTN
The UK’s Innovation Network

The KTN is the UK’s innovation network. We bring together businesses, entrepreneurs, academics and funders to develop new products and services.

We help business to grow the economy and improve people’s lives by capturing maximum value from innovative ideas, scientific research and creativity.
The Knowledge Transfer Network
Stimulating dialogue/accelerating innovation

- Connecting businesses, researchers and investors to capture value from innovation
- Unlocking innovation to help businesses grow and compete, generating £100’s millions for the UK economy
- We have the expertise and networks to help business profit from innovation
Focus is on bringing together groups of those that would not normally meet

Sustainability & Resource Efficiency, H2020, Access to Funding & Finance, Design ...
Biosensors in Agriculture
16th June 2015

Raise awareness for possible applications into the Agri-Tech Catalyst (Round 5)
How we can help

2014 Competition “Crop and Livestock disease challenges”
KTN assisted 19 of the 27 successful consortia to obtain funding
The total value of assisted projects was more than £15.3M

Helping develop scope of the project

Helping people find partners, researchers, end users etc.

Providing feedback for your application form
Thank you

Tristan.eagling@ktn-uk.org
Agri-food (Plants)

David.telford@ktn-uk.org
Agri-food (Aquaculture and livestock)

Callum.harvey@ktn-uk.org
Agri-foods (Aquaculture and livestock)
The Agri-Tech Catalyst

Scope of competition and rules

London, 12th May 2015

Tom Jenkins
Lead Technologist
Agriculture and Food
Innovate UK
UK’s innovation agency for business...

We accelerate economic growth by stimulating and supporting business-led innovation.

A focus on business....

How can we help UK business bring new ideas and technologies more quickly to market?
Delivery Plan for financial year 2014/15

Further information about key actions and investments for FY 2014-15 available through Delivery Plan:

https://www.innovateuk.org/documents/1524978/2138994/Delivery%20Plan%202014-15
Investment commitments by priority area 14/15
Agri-Tech Strategy

• Launched 22 July 2013
• Aims to improve the translation of research into practical application for agriculture and related industries in UK and overseas
• £160M government investment over 5yrs:
  • Agri-tech Catalyst (£70m)
  • Centres for Agricultural Innovation (£90m)
Catalysts

• R&D funding for a specific priority area where the UK research base has a leading position and there is clear commercial potential
• Catalysts are run jointly by Innovate UK and the Research Councils, with funding available through an ongoing competition
• Different award categories provide a pipeline to support projects from ‘concept to commercialisation’ with applicants able to join at any phase
• Consortia of businesses and academics have the opportunity to propose projects which will create new products, processes and services.
Types of Project

Market readiness

Innovate UK and its co-funders funding

Research Councils

Research

Fundamental Research

Pre-industrial Research

Industrial Research

Experimental Development

Market Ready Product

Commercialisation

Prod. Prototype

System Qual.

System Dev.

Technology Demo

Technology Development

Feasibility

Knowledge

Investment/Venture Capital
£70m investment to support agricultural innovations:

• The Catalyst offers funding for collaborative projects, taking innovative ideas from any sector or discipline with the potential to provide an economic boost to the UK Agri-Tech industry, by tackling challenges in agriculture

• £60m will be invested through the InnovateUK and BBSRC, who are working in partnership to establish the Agri-Tech Catalyst

• The Department for International Development will contribute £10m to the Catalyst to support the transfer of technology and new products to developing countries.
Scope

The Agri-Tech Catalyst will fund proposals relating to:

• primary crop and livestock production, including aquaculture
• non-food uses of arable crops (including ornamentals)
• food security and nutrition challenges in international development
• challenges in downstream food processing, provided the solution lies in primary production.

The Agri-Tech Catalyst will not fund equine-related proposals, or proposals relating to forestry or wild-capture fisheries.

Projects arising from any sector that address relevant challenges will be supported & multi-disciplinary collaborations are encouraged.
Operation

Three categories of grant are available:

• Early-stage awards
• Industrial research awards
• Late-stage awards

These form a pipeline to support early-stage exploration of commercial potential through to evaluation/trialing in a real-life environment ahead of commercial deployment.

Applications are accepted on a rolling basis for assessment by independent experts.

Applicants may apply for the award category most appropriate for their work without having received a prior award.
Agri-Tech Catalyst – award types

**Early-stage Awards**
These projects will explore the commercial potential of an early-stage scientific idea through feasibility studies.

**Key features**
Projects can be business-led or research-led.
Duration: up to 18 months
Total project costs: £150k to £250k
Total research base partner costs must not exceed 50% of total project costs
Business partner funding: up to 55% of their total project costs for SMEs or 45% for larger companies

For further information about each award category and Guidance for Applicants visit www.innovateuk.gov.uk/agri-tech-catalyst
Agri-Tech Catalyst and DFID
• DFID is investing in the Catalyst to test whether it can increase the pace and scale of uptake of agricultural innovation by farmers in developing countries to deliver:
  • Sustained reduction of poverty & hunger of small-holder farmers;
  • Sustainable intensification in developing country agriculture;
  • Improvements in human health and diversity in diets and nutrition;
  • Positive impact on rural income and food security; or,
  • Facilitating trade in agricultural products.
Official Development Assistance (ODA) is defined as flows to countries and territories on the DAC List of ODA Recipients.

- Only research directly and primarily relevant to the problems of developing countries may be counted as ODA.
  - This includes research into tropical diseases and crops for developing country conditions.
  - The costs may still be counted as ODA if the research is carried out in a developed country.

www.oecd.org/investment/stats/34086975.pdf
Agricultural Research

• 75% of the poorest people are rural; depend on agriculture, livestock, forestry and fisheries for their livelihoods

• Innovation in developing country agriculture, particularly in Africa is low
  – The share of land area planted with modern varieties in Africa is only 28% compared with 65% globally
Agricultural Research Priorities

- Development of new technology
eg work with BBSRC

- Testing interventions and delivery mechanisms
eg Catalyst

- A deeper understanding of the complex political, social and economic context that influences success of investments in agriculture development
Agricultural Research Programme

• 30% of DFID research spend
• £87m in 2013/14
• Since 2010, increased emphasis on agricultural innovation
• Increase in number of programmes which leverage private sector inputs
  – AgResults, Social Enterprises and Agri-Tech Catalyst
Scope in International Development

• Integrating small-holders into supply chains
  – Meeting quality standards, improving productivity
  – New supply chains
• Increasing value of production to small-holders
• Improving access to appropriate innovation in developing countries
• Innovation that increases rural income through improved processing/storage
• Control of crop pests/weeds/diseases
<table>
<thead>
<tr>
<th>Eligible Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>Afghanistan</td>
</tr>
<tr>
<td>Bangladesh</td>
</tr>
<tr>
<td>Benin</td>
</tr>
<tr>
<td>Burkina Faso</td>
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<tr>
<td>Burma</td>
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<tr>
<td>Burundi</td>
</tr>
<tr>
<td>Cambodia</td>
</tr>
<tr>
<td>Central African Republic</td>
</tr>
<tr>
<td>Chad</td>
</tr>
<tr>
<td>Comoros</td>
</tr>
<tr>
<td>Congo, Democratic Republic of</td>
</tr>
<tr>
<td>Eritrea</td>
</tr>
<tr>
<td>Ethiopia</td>
</tr>
<tr>
<td>Gambia, The</td>
</tr>
<tr>
<td>Ghana</td>
</tr>
</tbody>
</table>
## Eligible Partnerships

<table>
<thead>
<tr>
<th>Eligible options:</th>
<th>UK</th>
<th>Developing Country</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Academic</td>
<td>Business</td>
</tr>
<tr>
<td>Option 1</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Option 2</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Option 3</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Option 4</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Option 5</td>
<td>X</td>
<td>X</td>
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<tr>
<td>Option 6</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Option 7</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Option 8</td>
<td>X</td>
<td>X</td>
</tr>
</tbody>
</table>

### The following options are not eligible:

| Option 9 | X | X |
| Option 10 | X | X |
| Option 11 | X | X | X | X |
DFID project - Round 2 Early Stage Award

Developing rice resistance to two major diseases to help food security in Asia.

Partners
- Bangor University

International Partners
1. Anamolika, Nepal
2. Sher-e-Kashmir University of Agricultural Sciences and Technology, India
3. National Agricultural Research Centre, Pakistan
Wheat research and breeding project to improve food security in India and Pakistan and benefit UK wheat growers by developing new wheat varieties using an innovative approach to hybridisation.

Partners:
- KWS UK Ltd
- Indian Agricultural Research Institute
- University of Sydney and Global Crop Innovations PTY Ltd
DFID Project - Round 2 Late Stage Award

Partners

Russell IPM Ltd

International Partners
1. Dahal Trading Concern, Nepal
2. AOI Formulations Limited, Bangladesh
3. Elgon Kenya Ltd
4. Bytrade Tanzania Ltd
5. Bangladesh Agricultural Research Institute (BARI)
6. National Agricultural Research Centre, Pakistan
7. ICIEE, Kenya
8. Association of Mango growers Tanzania
9. CEAPRED, (NGO, Nepal)
10. EPRC, (NGO, Bangladesh)

Decreasing food waste through the control of fruit flies in Asia and Africa.

#agritech @AgriTechGov
Application Process & Assessment Criteria
Application Process

Early Stage Awards

- Single Stage
- Assessment & Panel

Industrial Research Awards

- Expression of Interest (EOI) Stage
- Assessment
- Full Stage
- Assessment & Panel
- Assessment & Moderation Panel

Late Stage Awards

- Single Stage
- Assessment & Panel
Two types of application form

Expression of Interest form
• for Industrial Research Awards
• 6 marked questions with differing weightings (covered later)

Single / Full stage form
• 10 marked questions each scoring a maximum of 10 points
• Use for Early & Late Stage awards
• Used for the second stage of the Industrial Research Awards
Application Structure

The Application is broken down into 3 marked sections:

<table>
<thead>
<tr>
<th>Gateway: Scope</th>
<th>Section One: Business Proposition</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Does the project fit the competition call?</td>
<td>• What is the business proposition that the applicants are trying to address and exploit?</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Section Two: Project &amp; Partners Details</th>
<th>Section Three: Value Add</th>
</tr>
</thead>
<tbody>
<tr>
<td>• What will the project entail?</td>
<td>• Is the project value for money?</td>
</tr>
<tr>
<td>• Who are the project participants and what are their credentials?</td>
<td>• Why should Innovate UK invest?</td>
</tr>
</tbody>
</table>
Please select the challenge area which represents the key area of innovation for your project:

- Aquaculture
- Crop: Plant Breeding and Genomics
- Crop: Soil water and nutrition management
- Crop: Weed Control
- Crop: Pest Control
- Crop: Disease Control
- Crop: Storage and management
- Crop: Engineering Solutions including Precision Ag
- Crop: Non-food applications
- Crop: Other
- Livestock: Animal Breeding and genomics
- Livestock: Nutrition
## Section 1: The business proposition

<table>
<thead>
<tr>
<th>Question 1</th>
<th>What is the Agri-Tech challenge that your project intends to address and with what solution?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Question 2</td>
<td>What is innovative about your idea?</td>
</tr>
<tr>
<td>Question 3</td>
<td>Do you have freedom to operate?</td>
</tr>
<tr>
<td>Question 4</td>
<td>How do you intend to exploit the opportunity?</td>
</tr>
</tbody>
</table>

All questions are equally weighted (10 marks per question)
## Section 2: The Project details

| Question 5 | What is the underpinning scientific evidence? |
| Question 6 | What technical approach will be adopted and how will the project be managed? |
| Question 7 | What are the risks (technical, commercial and environmental) to project success? What is the project’s risk management strategy? |
| Question 8 | Does your team have the right skills and experience and access to facilities to deliver the project and exploit it? |

All questions are equally weighted (10 marks per question)
**Section 3: Funding and added value**

<table>
<thead>
<tr>
<th>Question 9</th>
<th>What are the resources required to deliver the project and their cost?</th>
</tr>
</thead>
<tbody>
<tr>
<td>Question 10</td>
<td>How does the financial support from the Agri-Tech Catalyst add value?</td>
</tr>
</tbody>
</table>

All questions are equally weighted (10 marks per question)
What is collaboration?

In all collaborative projects there must be:

• **at least two collaborators**

• a **business-led** consortium (except for Early Stage FS), which may involve both business and the research base and

• evidence of **effective collaboration** (see guidance)
  – *Typically this would mean that no one partner would be taking more than 70% of the eligible costs, and we would expect to see the structure and rationale of the collaboration described in the application.*
## Finance Summary Table

### Project cost summary
(for each project participant)

1. Organisation name
2. Organisation registration number
3. Enterprise category
4. Postcode
5. Contribution to project by

### Finance Summary Table (Partial)

<table>
<thead>
<tr>
<th>Organisation name</th>
<th>Enterprise category</th>
<th>Postcode</th>
<th>Contribution to project by</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

### Notes

- **Organisation name**: Name of the organisation participating in the project.
- **Organisation registration number**: Registration number for the organisation.
- **Enterprise category**: Classification of the enterprise as defined by the project.
- **Postcode**: Postcode associated with the location of the organisation.
- **Contribution to project by**: Breakdown of contributions to the project from the organisation.
Minimum grant (business partner)

If partner wishes to collaborate but does not wish to claim a grant:

• role and work should be in application as for all other partners
• partner name and total costs (contribution to the project) must be included in the finance summary table.
  – Enter zero grant requested in finance summary table
• no partner finance form required
• not be named in the offer letter if your project is successful
Labour Costs: Micro Companies

New rule with effect from competitions opening from 1st April 2014:

For directors of micro companies not operating a payroll, in line with EC rules, we allow:

• Labour costs must be calculated using a maximum of:
  – 8 hours per day
  – 5 days and up to 40 hours per week
  – £22 per hour.

• All costs arising as a result of using the above calculation must be paid to the Director through a business payroll and subject to Income Tax and National Insurance at source

• Time worked on the project must be supported by timesheets, payroll and project records providing an audit trail
Application Assessment

All applications are assessed by independent reviewers drawn from industry and academia.

What do they look for?

- **Clear and concise** answers
- **The right amount of information** – don’t give too much detail or make assumptions
- **Quantification and justification**
- That **you’re the right people** with the **right bright idea** and the **means to exploit** its potential

“I think you should be more explicit here in step two.”
Key Assessment Criteria...

• The Idea (Innovative achievable exploitable)

• The Market (Where, How Big, Exploitation Plan)

• The Consortium (Capability, Experience)

• Additionality (How will Innovate UK make a difference)

• The Impact (How Big, Where and When)
The Collaboration Agreement

Preparation

Negotiating a Collaboration Agreement can be complex and time consuming. Applicants should therefore start work on this at an early stage in the process, ideally before submitting their full applications.
Further information

To find out more about the Agri-Tech Catalyst follow this link

Further information, including the competition flyer and Guidance for Applicants documents are available through the links to:

• Early-stage awards
• Industrial research awards
• Late-stage awards
Round 4 Briefing Webinar recording:

Further information about the application process / rules & regulations available through https://tsbinnovate.adobeconnect.com/_a890110616/p8gjv39inlv/?launcher=false&fcsContent=true&pbMode=normal
Key Dates
ATC Round 4

Key dates:

• Round 4 opened **5 Jan 2015**
• Registration deadline EOI Industrial Research **Noon 01 Apr**
• Submission deadline for EOI Industrial Research **Noon 08 Apr**
• IR Stage 2 opens for invited applicants **Noon 27 Apr**
• Registration deadline (Early and Late stage) **Noon on 17 June**
• Full stage submission deadline (all awards) **Noon on 24 June**
Where to go for further help...

Knowledge Transfer Network

Agriculture

David Telford (Animal):
tel: 07912 580613
Email: David.telford@ktn-uk.org

Tristan Eagling (Plants):
tel: 07702 713805
Email: Tristan.eagling@ktn-uk.org

Paul Meakin (Plants):
tel: 07972 842897
Email: Paul.meakin@ktn-uk.org

Callum Harvey (Animal):
tel: 07875225715
Email: Callum.harvey@ktn-uk.org

Sensors

Mark Littlewood
tel: 07734 957471
Email: mark.littlewood@ktn-uk.org
Thank you
Meetings with DFID

If you’d like a conversation with Duncan Barker about DFID funding, there is a sign-up sheet at the reception desk.