



Innovate
UK

The Sustainable Innovation Fund: SBRI phase 1

Assessor briefing

Date: 18th August 2020

- The webinar will be starting at **12:00pm**. We are currently on mute, whilst waiting for more people to join. We will conduct a sound check before the briefing starts.
- Please ensure that you are dialled in, either by computer or phone, so that you can hear the briefing.
- If you have any audio issues, please dial in from a fixed line.
- All assessors will receive a copy of the slides and the webinar recording

Agenda

1 Welcome and introductions

- [REDACTED]
- [REDACTED]

2 Part 1

Scope and scope Q&A

3 Part 2

The Innovation Funding Service

4 Part 3

Competition questions, assessment process and process Q&A





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Background

Background

The coronavirus (COVID-19) pandemic has resulted in an unexpected and unparalleled disruption to UK jobs, businesses, the economy at large and society in general. Recovering will take considerable time and investment, but the opportunity exists to recover in a sustainable way, resulting in increased prosperity with lower carbon emissions.

On the 20th of April The Chancellor announced a £1.25bn support package for businesses (<https://www.gov.uk/government/news/billion-pound-support-package-for-innovative-firms-hit-by-coronavirus>).

Of that: £750m went to Innovate UK.

- **SBRI phase 1 (£10m): opened 29th June**
- *Round 1 temporary framework (£55m): opened 29th June (briefing Jul 3 09:30 AM)*
- *Round 2 de minimis (£26m): opens end of July*
- *Round 3 temporary framework (£30m): opens beginning of September*
- *SBRI phase 2 (£70m): opens beginning of January 2021*

We have a lot of bids to assess in this Phase and there will be more in the next!



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About SBRI

SBRI Overview

SBRI (Small Business Research Initiative) is a structured process enabling the Public Sector to engage with Innovative Suppliers

- Helping Public Sector fulfil objectives
- Using innovation to achieve step function improvements (and *showcase* projects in this case)
- Accelerating commercialisation of ideas
- Provide a route to market
- Supporting the development of innovative companies
- Provide a lead customer/R&D partner
- Provide funding & credibility for fund raising

SBRI Key Features

Development Contracts

- 100% funded R&D (procurement contract for R&D Services)
- UK implementation of EU pre-commercial procurement

Contract with Prime Supplier

- who may choose to sub contract but remains accountable

IP rests with Supplier

- Certain usage rights with Public Sector
- Companies are encouraged to exploit IP and will be assessed on this basis

Eligibility

- Open to all organisations. There is no limit on the size or type of company.
- Open to companies not currently engaged in the sector
- Research organisations may also apply, however all organisations must demonstrate a route to market

Competition Structure & Size

	Phase 1 (Feasibility)	Phase 2 (Prototype Development & Testing)
Total Phase Funding	£10M	£70M
Project Size (inc VAT)	Up to £60K (inc VAT)	Up to £3M (inc VAT)*
Anticipated Project length	Up to 3 months	Up to 12 months



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Competition Scope

Challenge

Applicants must show how their proposed solution will help businesses and/or the public sector in the UK recover from the coronavirus (COVID-19) pandemic in a sustainable manner, demonstrating the impact and potential of a clean growth led recovery and transition to net zero.

Scope

Successful proposals **must**:

- demonstrate a clear plan for commercialisation and a route to market for affordable, developed solutions
- set out clearly how solutions might be tested in a representative or real world setting as part of phase 2
- address how any potentially negative outcomes (such as on the environment or society) would be managed
- explain how a positive impact on climate change and/or environmental sustainability will be achieved, maintained and measured
- work throughout with at least one potential future customer who might use the solution when it comes to market. They can be a public, private or third sector organisation that is looking to tackle such a challenge. They should also help the applicant understand customer requirements, and explore the feasibility of the proposal. During phase 1 applicants must make plans with potential future customers for phase 2, to build a prototype and test it in real world scenarios.

Scope

Successful proposals **should**:

- look at relevant aspects of behaviour change
- link proposed activities and solutions to current academic research
- demonstrate scalability and replicability
- recognise and explore the potential international impact of the products or services developed
- consider, and address where necessary, equality, diversity and inclusion aspects across your project, your sector (or sectors) and society
- consider the impact on productivity and jobs across the country and any future international expansion opportunities

Out of scope

We will not fund projects which;

- do not engage with potential future customers to understand needs
- cannot be undertaken within the prevailing working restrictions of coronavirus (COVID-19)
- do not address how any potentially negative outcomes (such as on the environment or society) would be managed
- do not evidence the potential for their proposed innovation to generate positive economic and/or societal impact
- would directly duplicate other UK government or EU funded initiatives you have already been funded to deliver
- duplicates existing innovation, or work in progress by others

Assessing SBRI rather than grants

SBRI is a contract for R&D services with payments managed by milestones and deliverables, and implies a responsibility on the applicant to bring the product/ service to market;

- All costs quoted must reflect actual costs at a 'fair market value' and not include profit. Does the proposed cost for effort and deliverables reflect a fair market price? Are the budget and costs realistic, justified and appropriate for the aims and methods? (*All contract values quoted include VAT, if applicable*)
- Applications must have at least 50% of the contract value attributed directly and exclusively to R&D services
- Do the milestones, deliverables and associated payments look realistic?
- Does the overall idea reflect the ambition to be a 'showcase' project if supported into Phase 2
- Is the relationship with the Potential Future Customer well established? Are they fully embedded and invested in the project?
- Are you convinced by the applicants ability and intention to commercialise the IP resulting from this R&D?

Is the application?

- Clear
- Coherent
- Credible
- Convincing
- Commercial
- Consequential



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Innovation Funding Service (IFS)

Assessor Dashboard

- You will receive an email notifying that you can review the applications you have been allocated
- Log in to your account
- Select the competition title

Assessor dashboard

Invitations to assess (1)

[Sector infrastructure competition](#)
You have been asked to assess this competition. Please respond.

Assessment period
Begins 7 April 2017
Ends 7 April 2017

Competitions for assessment (1)

[Sustainable living models for the future](#)
3 applications awaiting acceptance | 1 applications to assess

18446
days left
Deadline 28 January

Upcoming competitions to assess (1)

[APCB](#)
Upcoming competition

Assessment period
Begins 3 October
Ends 10 October

Your assessor details

- [your skills](#)
- [your declaration of interest](#)
- [your assessor agreement](#)
- [travel and subsistence rates](#)

Getting started

- You can click the link to read the application and then accept or reject the assessment
- **You must accept the applications by the date specified**

Sustainable living models for the future

Competition:
Sustainable living models for the future

Innovation Lead:
[REDACTED]

Accept applications deadline:
12:00pm Thursday 12 January 2068

Submit applications deadline:
12:00pm Saturday 28 January 2068

[View competition brief \(opens in a new window\)](#)

View the brief before accepting applications

Applications for assessment (4)

[REDACTED] [REDACTED]	Pending	Accept or reject
[REDACTED] [REDACTED]	Pending	Accept or reject
[REDACTED] [REDACTED]	Pending	Accept or reject
[REDACTED] [REDACTED]	In progress	

Viewing applications

- All the information you need to review the application is contained within each question heading
- You can see a detailed breakdown of finances

Intelligent Building

Assessment overview

Project details

These sections give important background information on the project. They do not need scoring however you do need to mark the scope.

Application details	No score required
Project summary	No score required
Public description	No score required
Scope	

Application questions

Each question should be given a score out of 10. Written feedback should also be given.

1. Business opportunity	Score 6 / 10	✓ Complete
2. Potential market	Score 7 / 10	✓ Complete
3. Project exploitation		
4. Economic benefit		

Conflicts of interest

If you are aware of, or think you may have, a conflict of interest which may impact on your ability to assess you can email to ask for advice or remove your own assessments on IFS

Direct Conflict – Cannot assess the competition	Indirect conflict – Can assess the competition, but not proposals with a conflict
You have been directly involved in the writing of the proposal.	You work for or with the company but had no knowledge, involvement, or you do not stand to benefit from the outcome of the application
You are part of the project or feel in any way that you are not able to independently and objectively assess an application.	You previously worked for an organisation or individual named in the application
Feel you could benefit (directly or indirectly) from either scoring the application well or scoring it poorly (for example as a direct competitor)	

To ask advice please email competitions.admin@innovateuk.ukri.org

Rejecting applications

[Unable to assess this application?](#)

If you have discovered a conflict of interest or are unable to review this assessment, you can return this application to Innovate UK

Please select a reason for rejecting the competition

Select a reason ▼

Use this space to provide more information

Words remaining: 100

Reject

If you have a conflict of interest you can reject the application on IFS

Please select a reason for rejecting the competition

Please enter a reason.

Select a reason ▼

Select a reason

Conflict of interest

Not my area of expertise

Too many assessments



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Competition questions and assessment process

Eligibility criteria

Project eligibility	<ul style="list-style-type: none">✓ Lead must be an organisation of any size based in the UK or EEA✓ Academic institutions and registered charities can apply but must demonstrate a route to market including a plan to commercialise the results✓ Contracts are awarded only to individual organisations but specific tasks can be subcontracted to benefit the overall project✓ Your work must benefit UK public sector or businesses
Project cost	Up to £60,000 including VAT
Project length	Up to 3 months

Application Questions

Detailed
Guidance
available on IFS

Application form		
Question 1	Equality, diversity and inclusion (not scored)	
Question 2	Scope (not scored)	
Question 3	Proposed idea or technology	Appendix Q3
Question 4	Customer engagement	Letter of support
Question 5	Technical project summary	
Question 6	Current state of the art and intellectual property	
Question 7	Project plan and methodology	
Question 8	Milestones	Appendix Q8
Question 9	Technical team and expertise	
Question 10	Costs and value for money	Appendix Q10
Question 11	Commercial potential	

Summary and Public Description

Project summary

Project summary

This is the applicant response from Test One for Project Summary.

[Previous](#)
[Application details](#)

Public description

Public description

This is the applicant response from Test One for Public Description.

[Previous](#)
[Project summary](#)

[Next](#)
[Scope](#)

Finance Summary Table

Funding

Finances summary

	Total costs	% Grant	Funding sought	Other public sector funding	Contribution to project
<div></div> <div>Lead organisation</div>					
Total					

Project cost breakdown

	Total	Labour	Overhead costs	Materials	Capital usage	Subcontracting costs	Travel and subsistence	Other costs
<div></div> <div>Lead organisation</div>								
Total								

Final question for assessors

- Yes/No answer
- Requires comments for both answers
- Additional comments – these are for internal use but may be released under the Freedom of Information Act.

Do you believe that this application is suitable for funding?

☐ Yes ☒ No

Your feedback

Please explain your decision with a few sentences. This feedback will be sent to the applicant.

Large & potentially important project. However, "No" triggered to highlight confusions / inconsistencies in the proposal. If support, greater clarity should be sought.

Words remaining:100

Do you have any other comments about this application? Your comments here will only be shared with Innovate UK. (Optional)

Please can Innovate UK double check the research category, as I think this is Experimental Development but they have selected Industrial Research.

Words remaining:100

Feedback and scoring

- Feedback is provided to all applicants using the comments provided by assessors and individual scores may be released under the Freedom of Information Act
- Please ensure that you provide constructive feedback for every question on the score sheet. Do not be afraid of the extremes if you believe that the application warrants the score - 1 is the lowest score and 10 is the highest score possible per criteria.
- Ensure you are fair and equitable in your scoring. If you think that your scoring has changed during the duration of the assessment, go back & briefly review your initial assessments to ensure consistency.
- Remember to stay anonymous: do not refer to specific companies/people/ projects or anything which might identify you or other projects

Constructive feedback

Constructive feedback addresses areas in need of improvement, **giving** the applicants the opportunity for improvement

- **Be specific with your feedback**
- **Comment on things which can be actioned upon**
- **Give recommendations on how to improve**
- **Don't make assumptions.**

Put yourself in the shoes of the applicant and imagine you had submitted an application..

How would the feedback below help in developing your application?

Good
section

More figures
needed

Sound
concept

Good
application

Good examples

Scored 3	It is unclear who the target customers are and what the value proposition will be. A possible route to market is mentioned. There is no information regarding potential revenue, profit or productivity growth.
Scored 8	The proposition is fairly clearly expressed. They understand the approach to value propositions. The feasibility will reinforce their knowledge.
Scored 9	The organisation is already well positioned in both Health and Social Care Markets. The long term approach is based on the approach taken with the previous product, giving confidence that the organisation will grow and increase productivity.
Scored 10	An excellent case has been made for the growth of the business in the long terms showing a responsible approach to the project and the business as a whole.

Write at length – advise what improvements could be made

Do:



- Back-up your scores, write at adequate length
- Highlight any points that need further clarification
- Describe the strengths and weaknesses
- Double check any matters-of-fact you quote
- Give clear, precise feedback
- Check your spelling
- Keep the language professional
- Refer to Innovate UK, not IUK

Don't:



- Paste in sections of the scoring matrix
- Cut and paste the same feedback into different applications
- Give single word feedback
- Give ambiguous, vague feedback
- Ask questions
- Write in the first person
- Use exclamation marks or use capital letters for emphasis

Data security

- Your scores should reflect your personal expert views against the criteria laid down in the guidance notes.
- You should not share this, or any other information with others and your scoring must be done independently.
- Please take care to ensure data security at all times.
- Please do not search for named applicants on LinkedIn or follow on links in the applications as you may identify yourself as an assessor

Timeline for assessment

Timeline	Dates / times
Applications to assessors	close of business 20/08/2020
Assessor accepts	12pm 21/08/2020
Assessment deadline	12pm 25/08/2020

***** This is a very short assessment period so please accept or reject your applications as soon as possible*****



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Process Q&A



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Thank you



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