

Applicant Guidance Notes – Leaders in Innovation Fellowships programme (LIF) 2019/2020

The Royal Academy of Engineering and The Industrial Research and Development Fund/ the Higher Council for Science and Technology are seeking applications from researchers, with strong entrepreneurial potential, to take part in their Leaders in Innovation Fellowships programme. This is a residential training programme in innovation and technology entrepreneurship that will take place, in the UK.

<https://grants.raeng.org.uk>

Introduction

Working with a select number of partner countries, the objectives of The Royal Academy of Engineering's *Leaders in Innovation Fellowships* (LIF) programme are:

- to build the capacity of researchers for entrepreneurship and commercialisation of their research;
- to create international networks of innovators and technology entrepreneurs.

The programme is aimed at researchers who are about to develop, or are in the process of developing, a business proposition for their innovation. A select cohort of researchers from the same country will benefit from a focused period of training in the UK, access to expert coaches, and opportunities for international networking. In the short term, they will develop - with the support of the programme - a commercialisation plan for their innovation. In the long term, they will benefit from access to an international network of peer innovators, in taking their commercialisation plan forward.

The programme builds on the expertise of The Academy in supporting technology entrepreneurs within the UK through a variety of fellowships and prizes. Fellows supported through this programme will benefit from connectivity to The Academy's Enterprise Hub, a network of technology innovators, researcher entrepreneurs, and senior industrialists driving and supporting world class innovation.

The programme is part of the broader UK *Newton Fund* which seeks to build international science and innovation partnerships that promote the economic development and welfare of developing countries.

The Programme

Up to Fifteen successful applicants ('Leaders in Innovation Fellows') will be invited to attend a two weeks residential programme, in the UK, arranged and supported by the Academy.

The course structure will incorporate skills training, one-to-one and small group mentoring/coaching as well as external visits to institutions of group interest. The two weeks shall also involve free time, when workshop space shall be made available for

the entrepreneurs to host meetings should they wish to. The two weeks shall culminate in a final pitch day, which will see the Cohorts pitch to a panel of expert judges. Following the residential training programme, Fellows will be provided with ongoing support from their in-country Partner Agency HCST/IRDF along with the Academy.

The Academy will be responsible for creating the online application form and providing guidance notes for completing the form on the RAEng portal.

Week 1

The first week of training involves getting familiar with business and entrepreneurship concepts such as CANVAS business model:

- Market Research
- Leadership/building a team
- Sales and Marketing
- Financial Forecasting
- Valuation
- Presentation and Communication
- Negotiation
- Pitching
- Intellectual Property

The programme is delivered by expert trainers, and participants receive one-on-one support from expert mentors to start developing their business models.

Week 2

The second week focuses on pitch building and practice, in preparation for a competitive pitch session to a panel of expert judges including prestigious Academy Fellows, as a culmination of the two weeks' training. The training and mentoring programme is complemented by networking opportunities and visits to relevant institutions. LIF Fellows will also benefit from opportunities to network with coaches, representatives of technology driven organisations, and each other. All participants in the LIF programme will automatically join our global international network of innovators and coaches clustered around the Academy's Enterprise Hub. Please note that the residential programme will be conducted entirely in English.

Follow on support

Mentoring/Coaching: Each LIF fellow will be given the opportunity to receive a period of support from the Academy. A minimum 3 month period of mentoring/coaching support for each individual that signs up to the follow-on support programme. A select number of participants that demonstrate commitment and dedication to pursue their goals set up during the mentoring in the UK and over remote support will have a chance to have an extended period of support with another 3 months of further bespoke support associated mentor/coach in the form of scheduled phone, video and/or email correspondence.

In-country events

The Academy with IRDF will host an in-country event after the London residential training, within the same financial year of the programme. The Academy will lead on content and duration of the event. The event will last 1 to 3 days and the content of the sessions and workshops will be generated through insights from mentoring sessions and demands from the LIF participants.

Regional Hub

The Regional Hub will be conducted once each financial year in one of the geographical regions within which LIF partner countries are based (Southeast Asia; Latin America; Europe, Africa and South Asia). The Hub will be up to a 2 day event convening LIF fellows from across the region to showcase their innovations to innovation stakeholders and funders from the UK, the partner countries and elsewhere. Additional training will also take place along with demonstrations and thematic meetings.

Advanced programme

Following the residential training programme for all LIF Fellows, the Academy intends to provide a further week of advanced, tailored coaching to the most promising entrepreneurs across the cohorts from previous years. While the programme is still being developed, we intend that a small group of fellows (one from Jordan) would be brought back to the UK for five days of intensive personalised training; specifically tailored to the identified needs and technology of each selected participant. The course shall involve one-to-one coaching, in-depth business profiling and business modelling support as well as one-to-one pitch training and introductions to key UK stakeholders of their choosing if this is feasible. Every person who attends the week will be granted the opportunity to apply for up to £10,000 worth of funding to grow their business.

Community engagement

The LIF alumni community engagement is a priority area for the LIF programme. In order to keep the growing LIF alumni community there will be continuous engagement activities from the Academy. Activities will include but not be limited to online and offline tracks of work, pushing entrepreneurship, commercialisation and innovation content, global opportunities, invitation to Academy events, access to a private portal on the LIF website where access to LIF forums, webinars and other LIF innovators exists.

Dates and Location

Successful applicants will travel to London on Saturday February 15th, and will return on Saturday February 29th. Please note that participants are expected to attend the full training, and completion of the programme is dependent on satisfactory attendance and participation in all programme activities.

As well as the training and mentoring programme, International flights, airport transfers and other UK travel incurred by the programme, all hotel accommodation, breakfast and evening meals will be paid for by The Academy.

Please note that successful applicants will be responsible for arranging, and paying for their travel insurance and visa fees, as required, and covering any other expenses incurred during the programme.

Eligibility Criteria

Through their research, applicants must have developed (or co-developed), or be in the process of developing (or co-developing) a new technological innovation. Applicants should have the ambition to take a leading role in creating a new business to commercialise this innovation.

Specific eligibility criteria are as follows:

- Applicants must be employed fulltime at a Jordanian university or research institute or industrial firm.
- Applicants must be citizens of Jordan.
- Applicants must be in the process of developing a business proposition of their innovation. Projects at the basic research stage are not supported through the current program.
- The applicant's innovation can be any new product, technology or service, based on research in engineering defined in its broadest sense to encompass a wide range of fields, including – but not limited to –
 - agricultural technology
 - biotechnology
 - chemical engineering
 - civil engineering
 - computer science
 - design engineering
 - electrical and electronic engineering
 - materials science
 - mechanical engineering
 - medical engineering.
- The innovation should have the potential to benefit Jordan, or other developing countries, in terms of improving social welfare and driving economic growth, and they should contribute one or more of the UN Sustainable Development Goals.
- The primary application of the innovation must NOT be in the defence or military sector.

Note that previous experience of commercialisation or involvement with technology transfer is **not** required.

Jordan specific Guidance Jordan- Industrial Research and Development Fund (IRDF) is the co-funding partner in the Leaders in Innovation fellowship in 2019/2020 in Jordan.

To ensure that the learning is efficiently captured from the residential training in London by the Royal Academy of Engineering and so it is put into practice, workshop participants will be asked to demonstrate active efforts to actualise the project by submitting a work plan to show commercialisation of participant's innovation business plans.

Applicants will be expected to participate in the up to 6 months follow-up support that the Royal Academy of Engineering provides to all participants. Applicants will be

required to submit semi-annual progress report for the IRDF including the progress in development of the business plan to ensure successful implementation.

After the acceptance of final progress reports, IRDF may offer seed funding to support grants of promising business plans to help commercialise the project outputs. Selected work plans showing promising commercialisation of participant's innovation business plan will be given the opportunity to apply for extra fund with full justification (refer to phase II application to be announced after assessment of the final progress report). Applications for the implementation phase of the innovation business plan will be evaluated and selection will be based on the feasibility and market potential, excellence and novelty, technology readiness, applicability challenge and expected benefits of the innovation.

Proposed Timeline

Activity Date Call open	30/10/2019
Application deadline	1/12/2019
Short list selected	17/12/2019
RAEng Review deadline	10/01/2020
Travel Outbound	Saturday 15 February, 2020
Inbound	Saturday 29 February
LIF Training dates in London	17-28 February 2020

Contracting with IRDF/HCST will be announced after final approvals from the IRDF are announced.

How to Apply/submit your information

All applications must be submitted via the online Grant System, available here: <https://grants.raeng.org.uk>.

The application form has five sections to complete. A CV is required as supporting documentation. A summary of the guidance notes below are also imbedded within the system itself.

<https://www.raeng.org.uk/grants-and-prizes/grants/international-research-and-collaborations/newton-fund-programmes/leaders-innovation-fellowships>

Submission Deadline

All applications must be uploaded on RAE website no later than **December 1st, 2019** by 12 midnight(UK time).

Contact

If you have any queries, please contact Industrial Research and Development Fund (IRDF):

- Ms Rima Ras: rima@hcst.gov.jo
- LIF Team (UK): Hannah.brown@raeng.org.uk