



Royal Academy
of Engineering

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n <https://www.linkedin.com/enterprisehub>
h enterprisehub.raeng.org.uk/programme/explore

Enterprise Hub: **EXPLORE**

Applicant guidance notes

Deadline 17 January 2022

Exclusive alumni programme designed to increase the visibility, connections, and investment of the UK's leading deep tech entrepreneurs.



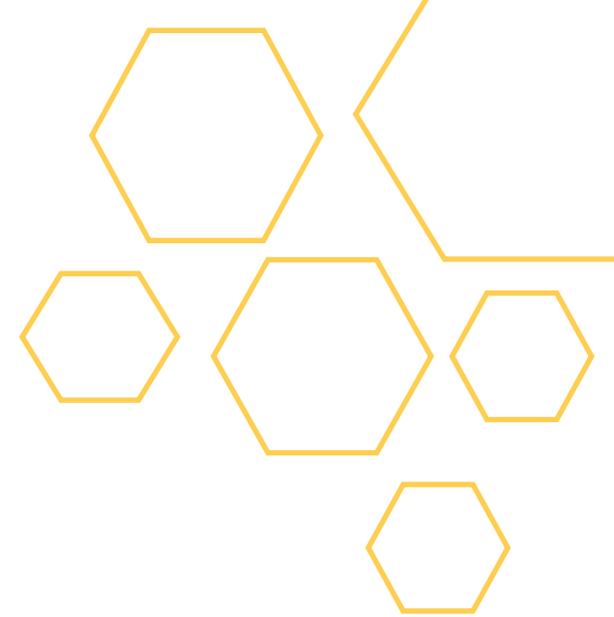
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Further information:

If you would like further information about the programme, confirm your eligibility or have any queries, please contact the Senior Programme Manager, [Katie Saddleton](#).



Background

The Enterprise Hub

The Royal Academy of Engineering's Enterprise Hub is a national resource for the UK's most promising engineering entrepreneurs.

The objectives of the Hub are to:

- **Accelerate** innovation for the benefit of society by supporting founders of engineering and technology enterprises.
- **Inspire** and encourage business-minded UK-based engineers to pursue entrepreneurial endeavours by promoting and celebrating initiatives, opportunities and achievements.
- **Transform** the appetite and climate for UK engineering and technology entrepreneurs by promoting excitement and reward of a future in innovation and entrepreneurship.

Further information can be found here: www.enterprisehub@raeng.org.uk



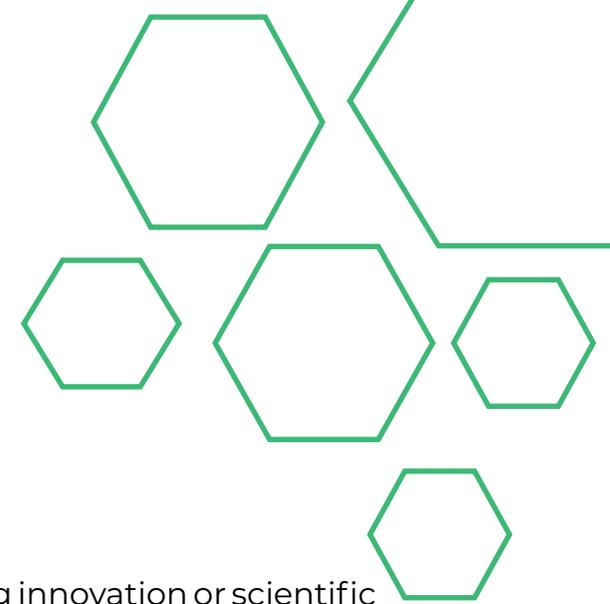
What is deep tech?

Deep Technology (deep tech) is considered as technology that is based on tangible engineering innovation or scientific advances and discoveries. Deep Tech is often set apart by its profound enabling power, the differentiation it can create, and its potential to catalyse change. Deep Tech companies often possess fundamental and defensible engineering innovations that distinguish them from those companies that are focused on the incremental refinement or delivery of standardised technologies or only use business model innovation to create opportunities.

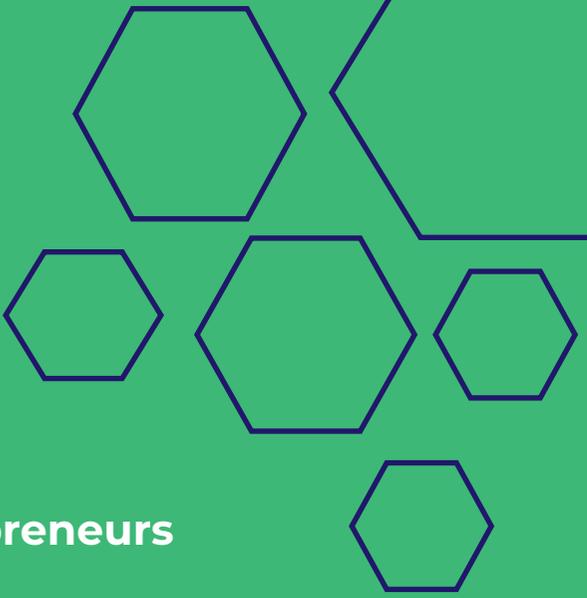
Grounded in engineering and science, deep tech ventures are associated with both considerable technology and market risk. Subsequently, deep tech companies require significant capital and time to reach market maturity and meet their potential, and many often fail as a result.¹

Deep tech sectors can include 3D printing, agtech, advanced manufacturing, materials, electronics, hardware, life sciences, robotics and drones, cleantech, nanotechnology, quantum computing, artificial intelligence and machine learning, plus others.

¹ <https://www.techworks.org.uk/about/what-is-deep-tech>



EXPLORE programme



Exclusive alumni programme designed to increase the visibility, connections, and investment of the UK's leading deep tech entrepreneurs

Introduction

The Enterprise Hub's new offer has been designed to provide unparalleled support for Enterprise Hub alumni working in deep tech. Deep tech companies often face significant challenges of raising sufficient capital, require more time to build, and exhibit considerable market and technology risk in comparison to software focused companies. While subsectors of deep tech may face other unique challenges as well, sadly many fail to overcome the challenges of risk, capital and time and therefore fail to meet their potential.

The Enterprise Hub: Explore programme has ambitions to tackle these common challenges for UK deep tech companies. Each three-month (12 week) programme cycle will be curated around one deep tech subsector and market which will drive the content and inform the location for an unmissable international mission.

The first cycle is designed exclusively for Enterprise Hub alumni working in **deep tech life sciences** and will **prepare the cohort around the US markets**, including an **unmissable international mission to Massachusetts**. Check if you're eligible.

What does the programme entail?

Across 12 weeks up to five promising deep tech company founders will move through a curated programme of training and events while having unmatched access to, and insights from, a network of industry-experts, mentors, coaches, fellow deep tech founders, investors and business support providers. The programme will deepen their understanding of this market, offer practical support, and prepare them for an unmissable international mission to the US.

By the end of the programme, each company founder will step away feeling more confident to begin or strengthen operations in the US, while being able to answer:

- **What do we bring to the ecosystem?**
- **What do we want from the ecosystem?**
- **How do we interact with others to achieve our goals?**

The founders will have also received key information about setting up and growing an operation in the US and introduction to Department of International Trade colleagues in the UK and at post in the USA, while gaining access to a network of local peers, mentors, investors and local accelerators.



What will you receive?

We will work intensively with you and other promising deep tech companies to provide support customised to your specific needs, and sector, by providing:

- **Deep tech support:** a programme curated to address the specific deep tech challenges your sector faces, informed by industry experts, to empower you to take the next steps.
- **Grant funding:** £25,000 of equity free funding intended to support your deep tech company to implement the learning from the programme.
- **Training:** expert-led workshops and discussions tailored to you, including:
 - Raising **US capital** and exploiting commercial opportunities
 - Optimising your **US expansion strategy**
 - **Recruitment** and establishing US operations
 - Understanding the **political and investment deep tech landscapes**
 - Bridging **business culture and expectation** gaps
 - **US regulatory and approval frameworks** for deep tech life sciences companies
 - Strengthening your **IP strategy**
- **Mentoring and coaching:** US and UK solution-orientated mentoring and coaching support to develop your company's strengths and refine your product roadmap.
- **Networks:** networking events, opportunities and dinners to forge connections with experts, investors, peers and other deep tech founders, and industry partners, while raising your profile and creating exposure to investment opportunities, including a demo day.
- **International mission:** an international mission, free to you, filled with unmissable meetings and events to increase your exposure as a leading UK deep tech company backed by the Academy and its prestigious networks, while gaining on the ground insights.

Places on the programme are awarded without charge. We do not charge fees or take equity.





Why the US?

For deep tech life science companies, US expansion and fundraising are important steps in their roadmaps. The US offers significant investment and commercial opportunities, however establishing operations and cementing one's place in the ecosystem can be challenging without careful planning and an awareness of cultural differences.

Why should you apply?

What takes some companies years to learn, EXPLORE brings together in a concise programme for you to learn in months.

This zero-equity programme will provide an unrivalled package of support, access to networks of deep tech founders, experts, mentors, investors and business support providers and coaches in the UK and in the US and is bursting full of solution-orientated support to enable you to take your deep tech company to the next stage.

Are you eligible?

Applicants must:

- **Be an alumnus of one of the Academy's Enterprise Hub programmes** and be able to confirm that you completed the programme in full (please note we cannot accept those who are currently active on any of the programmes)
- Be working in a company in focusing on a **deep tech life sciences sector**
- Be **working in a company that is based in the UK** and registered with Companies House. For multinational companies, the Head Office must be based in the UK
- Applicants of **any nationality are eligible** providing they have the right to work in the UK
- If successful, be able to **commit to attending the international mission in late April** for 10 days (inclusive of travel).

The Academy is committed to diversity and welcomes nominations and nominees from women and other groups who are currently under-represented across engineering, as well as recognising the full breadth of engineering.

Eligible sectors for round one (life sciences): medtech, biotech, genetics, bionomics, immunotherapies, diagnostics, RNA-based therapies, cell-based therapies, pharmaceuticals, oncology.

If you are unsure if you are eligible for the programme please contact the Senior Programme Manager, [Katie Saddleton](#) who can confirm.

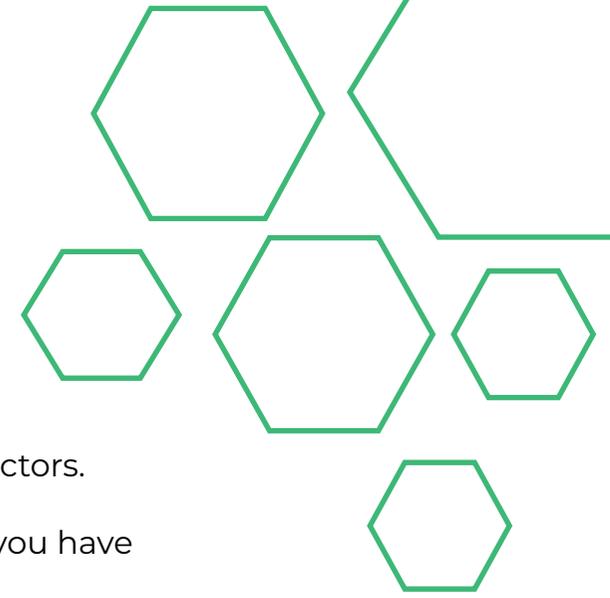


Application process

Places on the programme are gained through a competitive application process and are awarded without charge. We do not charge fees or take equity.

Applicants will be assessed on the quality of the engineering innovation, amongst other factors.

All applications must be submitted via the Academy's online grant system. Please ensure you have confirmed your eligibility before applying.



Application form

All applications must be submitted via the Academy's online grant system. The applicant will be asked to complete a short application with the following sections:

- **Eligibility**
- **The Applicant**
- **Enterprise Details**
- **Your Programme**
- **Declarations**

Applicants will also be expected to outline how they would intend to use grant funding to support their deep tech company by implementing the learning from the programme. This may include, but is not limited to, visits for the purpose of relationship building with partners, access to advisory support or consultants and/or pivoting companies' plans.

Please note, travel and subsistence costs for the international mission, induction, and demo day showcase will be covered by the Royal Academy of Engineering. These do not need to be included in the grant justification.

Application dates

Please note the selection panel may request an interview if more information is required.



Time commitment and key dates



The programme will be delivered in a hybrid format - in-person activities are only suggested where the most benefit will be derived.

- The programme will begin in late February 2022 and applicants commit to the programme for three months.
- Successful applicants will be required to attend the induction day in late February 2022, the international mission in late April 2022 (10 days inclusive of travel) and a graduation in mid May 2022.
- Attend or demonstrate access to sessions and resources throughout the programme (the full session list will be informed by the needs of the cohort)
- On completion of the programme, we will ask EXPLORE alumni to help support the wider community by passing on the skills they have acquired and taking part in events and/or media activity to help communicate the importance of deep tech to the wider public and policy makers.



Induction event

Late February 2022

Introduction to the programme and opportunity to meet fellow deep tech companies in the cohort.



1-1 mentoring & coaching

Ongoing

Receive personalised support to navigate company-specific challenges, refine your expansion roadmap to utilise your strengths.



Workshops & discussions

Ongoing

Expert-led workshops and discussions designed to arm you with invaluable knowledge and practical solutions to navigate deep tech and US expansion challenges.



International mission

Late April 2022

Forge on the ground connections within the Boston deep tech community, attend in person meetings with peers and investor network.



Graduation event

Mid May 2022

Showcase the cohort and their learnings through a final graduation event at Prince Philip House, London.