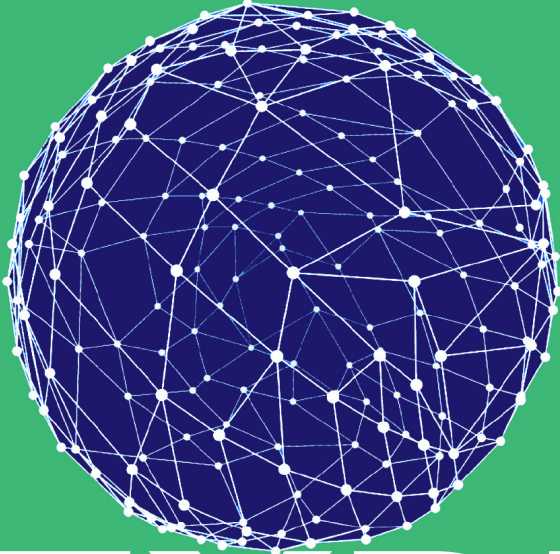




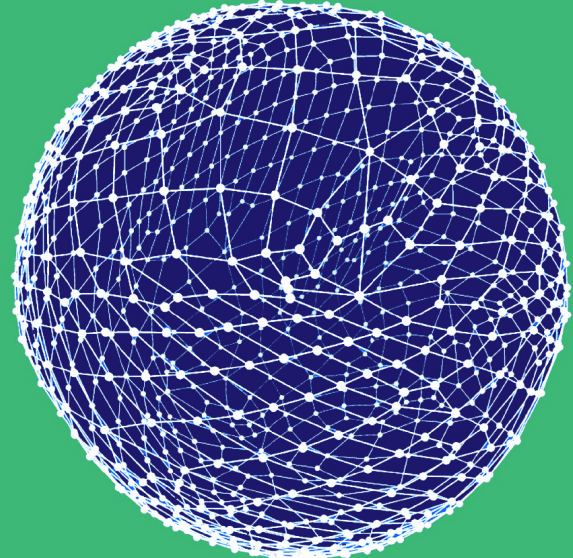
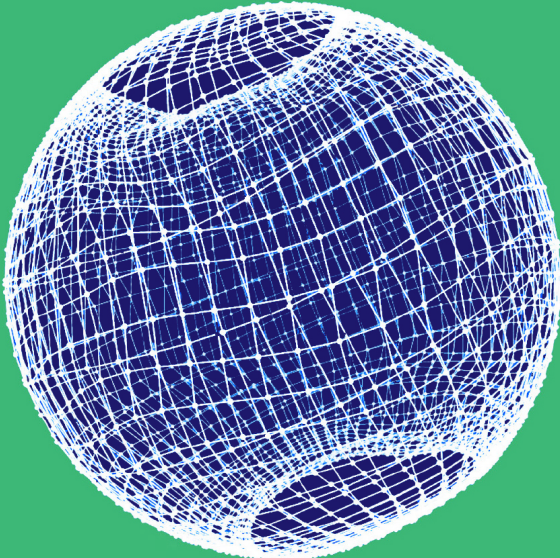
Royal Academy  
of Engineering

Enterprise  
Hub



# EXPLORE

Applicant guidance notes



Deep Tech. Visibility. Connections. Investment Exposure.

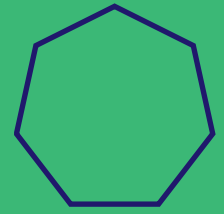
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## **Further information:**

If you have any questions or would like to check your eligibility please contact **Katie Saddleton** for additional information.

# About 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: [enterprisehub.raeng.org.uk](https://enterprisehub.raeng.org.uk)



# Background

**Deep technology (deep tech) is considered as technologies founded on tangible engineering innovation or scientific advances.** Deep tech has the potential to solve the world's greatest challenges and address the biggest hurdles in our society.

However, despite this, deep tech companies are often faced with significant challenges that limit their ability to meet their potential. The Enterprise Hub has ambitions to address such challenges in support of the UK's most promising deep tech entrepreneurs with its exclusive alumni programme: EXPLORE.

To nurture the talent of the Hub member community, **EXPLORE harnesses the Academy's expertise and role in deep tech innovation and creates opportunities for Hub members to tap into other entrepreneurship ecosystems** to help develop **lasting connections between talent and global expertise.**



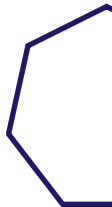
# About the programme

EXPLORE is the Enterprise Hub's exclusive alumni programme designed to support entrepreneurs to **navigate the challenges of being a deep tech founder**. It aims to increase their **visibility, connections** and **exposure to investment** in new ecosystems.

Across 12 weeks the cohort, of up to five Hub member alumni, will receive mentorship, coaching, expert-led training, £25,000 in grant funding and access to an unmissable international mission. The cohort will move through a curated programme of sessions, augmented with networking opportunities, while having access to, and insights from, a network of industry experts, investors, and business support providers.

To ensure specificity in the support offered, each round is tailored to one vertical of deep tech and is designed to deepen the cohort's understanding of, and engagement with, one ecosystem, which informs the location of the international mission.

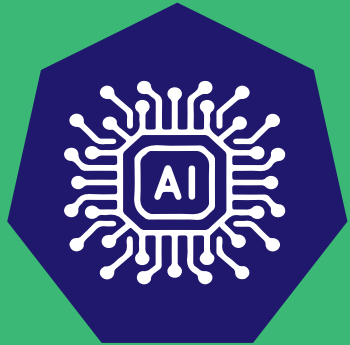
Round two will focus on:

- **Sector: Artificial intelligence and machine learning**
  - **Ecosystem: US West Coast**
  - **Location: San Francisco Bay Area**
- 

Places on the programme are awarded through a competitive process, without charge or equity taken.

# What will you receive?

Across 12 weeks we will work with you and your fellow deep tech founders to provide support tailored to your needs and sector by providing:



## Deep tech support:

A programme **curated to you** that addresses the **challenges of deep tech** centred around areas of capital, talent, market, and intellectual property.

Round two will focus on: **artificial intelligence and machine learning.**



## Training:

- Tailored **expert-led workshops**, 1-1s, and discussions including:
- Optimising **IP strategy**
  - Bridging **business culture & expectation gaps**
  - **US recruitment and operations**
  - **US expansion strategy**
  - Understanding **US political & financial landscapes**
  - Navigating **regulatory hurdles**



## Mentoring and coaching:

**US and UK solution-orientated support** to develop your **personal and professional goals**, capitalise on your strengths, and align your next steps.



## Networking:

Opportunities throughout to **network with experts, Academy Fellows, expat communities** in the US and **develop an important peer network** of deep tech founders to provide mutual support.



## Grant funding:

**£25,000 of equity-free funding** intended to support you to embed the learning from the programme.



## International mission:

A five-day **international mission to San Francisco**, packed with meetings, and opportunities to increase your **visibility, connections, and exposure to investment** as one of the UK's most promising deep tech founders, **backed by the Academy and its prestigious networks.**

# Why should you apply?

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

EXPLORE round two will:

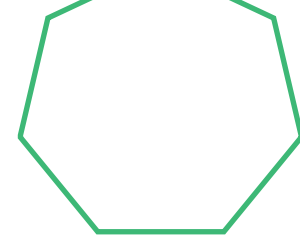
- provide you with a **unique package of support tailored to you**, a deep tech founder working in **artificial intelligence and machine learning**
- be **bursting full of solution-orientated support and tangible connections.**
- support you to **develop towards your potential both personally and professionally**
- guide you, with the support of experts, through what **US expansion and fundraising** entails, covering **market awareness**, cultural differences, IP, logistics and provide invaluable insights into the US West Coast ecosystem
- offer you an **unmissable and tailored international trip to the San Francisco Bay Area** to tap into the ecosystem, backed by the Academy and its prestigious networks.

## Why the United States West Coast?

US expansion and fundraising are important steps in many artificial intelligence and machine learning (AI & ML) companies' roadmaps however establishing and cementing one's place in the ecosystem can be challenging without careful planning and an awareness of cultural differences.

The United States West Coast, and particularly, the San Francisco Bay Area, proffers significant opportunities for UK artificial intelligence (AI) and machine learning companies as it homes leading industries and considerable global AI investment.

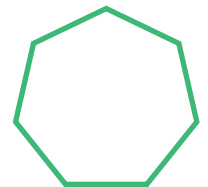
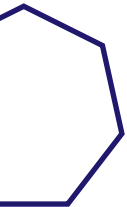
# Are you eligible?



To be eligible for EXPLORE round two, applicants must:

- be an **alumnus/ae of one of the Academy's Enterprise Hub programmes** and be able to confirm that they have completed the programme in full (please note those who are currently active on any of the programmes are not deemed eligible)
- be working in a company in focusing on **artificial intelligence and machine learning**
- 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
- if successful, be able to commit to the **international mission in February 2023**.

The Academy is committed to diversity and welcomes nominations and nominees from women and other groups who are currently underrepresented across engineering.



## Further information:

If you are unsure if you are eligible for the programme please contact [Katie Saddleton](#) for additional information.



# 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.**

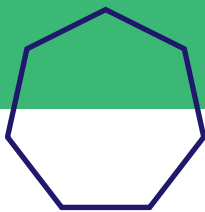
Applications must be submitted via the Academy's online grant system, [GMS](#). Applicants will then be assessed on the quality of the engineering innovation, amongst other factors.

Applicants will be asked to complete a short application with the following sections:

- **Eligibility**
- **The applicant**
- **The enterprise**
- **The programme**
- **Declarations**

Applicants will be expected to outline how they would intend to use grant funding to embed 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 and Enterprise Hub organised events will be covered by the Royal Academy of Engineering. These do not need to be included in the grant justification.**



# Application timeline



# Time commitment and dates

We encourage in person attendance where possible, but remote options will be available. The commitment to the following is required:

- **Involvement across 12 weeks** of the programme.
- **Engagement with sessions and activities** (the final list is informed by the needs of the cohort) with compulsory attendance of the following events:
  - **Induction day:** early November 2022
  - **International mission:** late February 2023  
*(five days excluding travel)*
  - **Graduation:** mid-March 2023

All we ask is that you participate fully to make the most of the support on offer, and support the rest of your cohort via the peer-to-peer learning opportunities.



**Early November 2022**

Introduction to the programme and to your fellow deep tech founders in the cohort.

**Once weekly (maximum)**

Expert-led sessions designed to arm you with insights to and knowledge to navigate deep tech and US expansion challenges.

**Ongoing**

Support to allow you to reflect your strengths, challenges and refine your goals.

**February 2023**

Forge invaluable on-the-ground connections and explore investment and expansion opportunities in the US West Coast.

**March 2023**

End the programme with your peer network and align your next steps.



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**The Royal Academy of Engineering** is harnessing the power of engineering to build a sustainable society and inclusive economy that works for everyone.

In collaboration with our Fellows and partners, we're growing talent and developing skills for the future, driving innovation and building global partnerships, and influencing policy and engaging the public.

Together we're working to tackle the greatest challenges of our age.

For further information about **EXPLORE**  
or to connect with us:

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[enterprise@raeng.org.uk](mailto:enterprise@raeng.org.uk)

[@RAEng\\_Hub](https://twitter.com/RAEng_Hub)