Royal Academy
of Engineering | Enterprise
Hub

EXPLORE

Visibility. Connections.
Exposure to investment.

Applicant guidance notes

Sector focus:	Ecosystem focus:
Energy storage, production and associated infrastructure	United States East Coast (Boston)

Contents

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Key dates and times

Submission deadline: **4pm 8 May 2024**

Successful awardees notified: 20 May 2024

Awards start: wc **27 May 2024**

Induction day: 29 May 2024

International mission: **17-21 June 2024 (Boston)**

Please only apply if you are available on the dates specified above for international mission and for the induction day, which will take place in person at our offices in London

Introduction

EXPLORE is an alumni programme exclusive to Hub Members. It supports up to five deep tech entrepreneurs to increase their visibility, connections and exposure to investment in new overseas ecosystems.

EXPLORE takes the guesswork out of the decision to grow your markets beyond the UK. Through the Academy's global network and unmatched convening ability, EXPLORE opens doors to world-class deep tech support, training and mentoring to develop lasting connections between talent and global expertise.

By harnessesing the Academy's expertise and role in deep tech innovation we have creating a tailored 12-week programme for Hub Members to learn about and tap into an overseas entrepreneurship ecosystem.

Each year, EXPLORE selects a different deep tech sector and builds a 12-week programme of expert training and mentoring that culminates in a five-day mission to an international 'ecosystem-in-focus'. The opportunity is exclusively offered to nurture the talent of Hub Members who have completed an Enterprise Hub programme in the past.

Round focus

Each round is tailored to a specific industry and ecosystem around which the content, networks and an international mission is focussed to enable targeted and tangible support. Networking opportunities and experts are aligned to the industry and are able to share advice, expertise and insights specific to the cohort's needs.

Sector focus:
Energy storage, production and associated infrastructure

Ecosystem focus:
United States East Coast (Boston)

EXPLORE

What does this programme offer?

Across 12 weeks, EXPLORE designs a unique package of training and mentoring around you, the cohort of five entrepreneurs, their tech sector and the ecosystem-in-focus:

- a five-day international mission to the ecosystem-in-focus packed with unmissable meetings, insights, and networking opportunities to increase your visibility, on-the-ground connections, and exposure to investment as one of the UK's most promising deep tech founders backed by the Academy and its prestigious networks.

- 10 days of expert-led workshops on industry insights centred on capital, talent, market and intellectual property.

- 1:1 business coaching and mentoring from international and UK advisors to develop your goals, capitalise on your strengths and align your roadmap.

- up to £12,000 in equity-free funding to support ongoing training or travel, both to nurture and further develop the awardees' skills and connections made through the programme, including connected value-add activities (e.g. access to advisory support or consultants and/or pivoting company plans).

- free access to our diversity and inclusion platform for engineering startups, Culture+

- introductions to our network of investors and experts in the ecosystem-in-focus, including Academy Fellows, expat communities, fellow deep tech founders, and

Expert-led sessions → Equity-free grant for travel and training → Mentoring & coaching

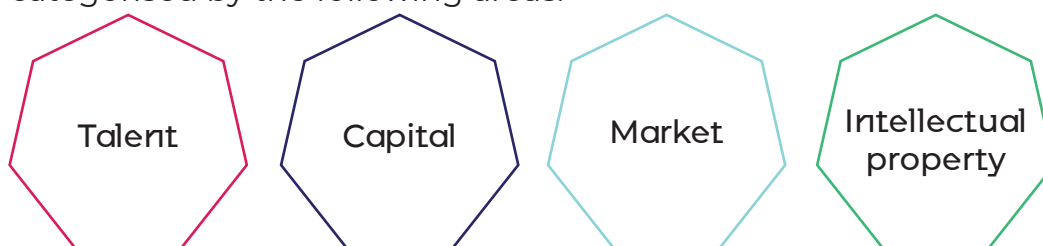Networking ← International mission ← Industry focussed

Key growth areas

The content is expert-led and driven by our cohort's needs offering you access to, and insights from, a network of industry experts, investors, and business support providers. Broadly, this will cover six key areas:

- optimising your IP strategy
- bridging business culture and expectation gaps
- recruitment and establishing operations in the new ecosystem
- expansion strategy
- understanding the political and financial landscapes of the ecosystem
- navigating regulatory hurdles

The programme will deepen your understanding of the ecosystem-in-focus, offer practical support, and prepare you for an unmissable international mission to explore, and tap into, investment and expansion opportunities.

Sessions are categorised by the following areas:

Talent   Capital   Market   Intellectual property

International mission

The week is five days of meetings, visits, dinner and engagement with Academy Fellows, UK government teams, investors, accelerators, experts and those who have successfully entered the market.

It is designed around your needs and leverages the Academy's global, and prestigous, international network to enable you to make on-the-ground connections backed by the Royal Academy of Engineering's Enterprise Hub.

"The EXPLORE programme and international mission to Boston helped us to bridge our network into the local biotech ecosystem that otherwise seems opaque and impenetrable. This has enabled us to effectively land and expand in Boston and access new business and investment opportunities."

Tom Fleming, COO Arctoris, Hub Member

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Eligibility

What we are looking for?

We are looking for:

- Hub Members who have successfully completed an Enterprise Hub programme
- deep tech leaders and entrepreneurs interested in market expansion

Eligibility criteria:

To be eligible for EXPLORE, applicants must be:

- a graduate of one of the Enterprise Hub's programmes and be able to confirm that they have completed the programme in full (please note: those who will be active on any of the programmes at the time of the award are not deemed eligible).

- working in a company focusing on area relating to **energy storage, energy production and/or associated infrastructure.**

- 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).

- able to commit to the international mission (five full days, excluding travel), if successful.

If you unsure if you are eligible or if you have any questions regarding the eligibility requirements please contact **enterprise@raeng.org.uk**

How to apply

Online application system

All applications must be submitted by the applicant via the online system, available here: grants.raeng.org.uk.

Applicants will be required to log into the system. If you cannot remember or retrieve your password, click 'Forgotten Password' to be sent a link to reset and access the system. Alternatively, if you have never used the system you will need to provide some basic log-in details to create a profile.

Starting an application

As EXPLORE is an alumni-only programme it won't appear in the main dashboard of open programmes on the system. Therefore, to start please follow the link provided. This will direct you to log in

You will then be able to navigate to your application via 'My Applications' which is situated in the top-left corner of the system view.
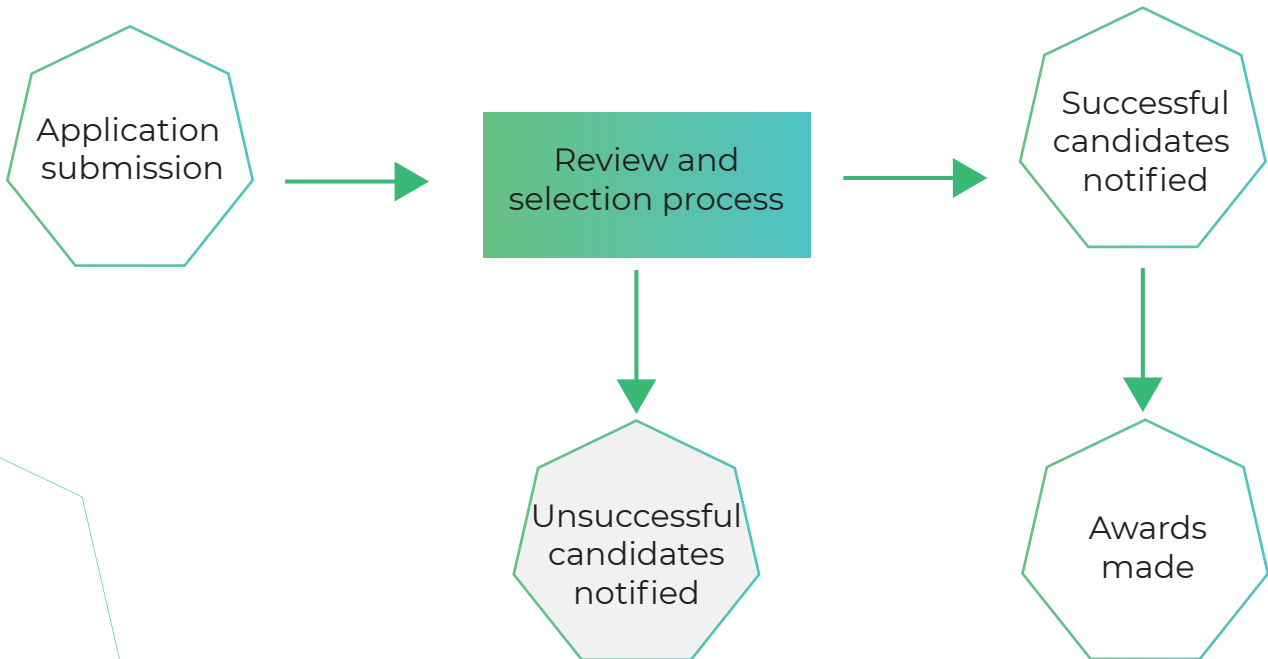
The application process has only one stage as detailed on the next page. At any stage in the application process you can save your work, log-off and return to it at a later time.

The panel of experts who review applications are external to the Academy. They are carefully chosen for their expertise and reputation in the sector, but might not have entered into a confidentiality agreement for their role as, given the scale and nature, it is often impractical to do so. It is at your discretion to decide on the information you are comfortable sharing.

If you have any questions about the application process or starting your application please contact **enterprise@raeng.org.uk**

Assessment of applications

The assessment process is as follows:

Application form

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 consist of the following sections. Each section is considered in the review process when successful candidates are selected:

- **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.

Further information about assessment criteria and eligible costs can be found on pages 10-11.

What to expect

Training and mentoring

- Awardees will be offered a mentor however this is not compulsory. If taken up they will provide support and guidance throughout the fellowship.

- You will receive approximately 8 days of mandatory training over the course of the award.

- The programme will be interactive, involving individual coaching and group sessions (hybrid) with your cohort.

- Awardees are required to attend all training days and the international mission.

- We cannot always guarantee that the mentors will all have entered into an agreement relating to their role and how they deal with confidential information, as it is sometimes impractical to arrange this. You will be notified in advance by the programme team if your proposed mentor has signed a confidentiality agreement. It will be up to you to decide whether you would like to proceed with the mentor who hasn't signed the confidentiality agreement.

- While applying for and taking part in any Enterprise Hub activities, make sure you only share information with the Academy or any external parties which you're free to share. For example, you might have agreements with co-founders, shareholders etc. where you need their consent before sharing certain information.

Your commitment

- Awardees are expected to be fully engaged and committed.

- All mandatory training days must be attended and prioritised.

- All days of the international mission must be attended. Time is built into the schedule to enable you to schedule your own meetings as well.

- Awardees are expected to keep in regular contact with the Enterprise Hub team and their mentor, strive to be a role model, adhere to the Code of Conduct and seek to engage with their peers in the cohort.

Signposting

We will be on hand throughout the award period and beyond to signpost additional opportunities available through the Academy and our network, such as:

- Grant/funding programmes.
- Networking events.
- Pitching opportunities.
- Building a public/media profile.
- Introductions to expert advisors

Reporting

Check in calls will be scheduled half way through and upon completion of the programme.

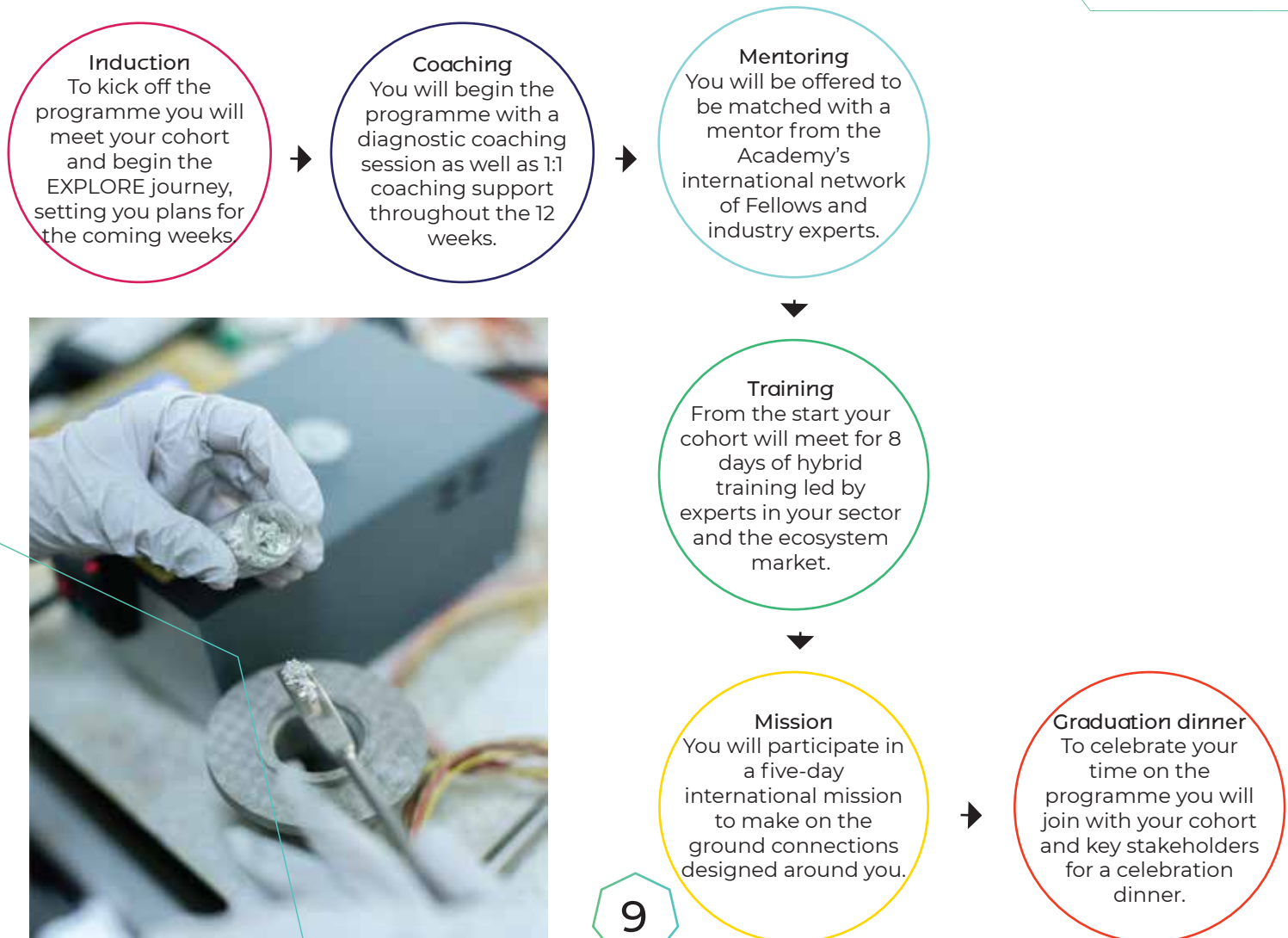You will also be required to complete short reports:

- Final report
- Annual follow up

Programme and mission details

Submission deadline: **4pm 8 May 2024**

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Induction day: 29 May 2024

International mission: **17-21 June 2024 (Boston)**

Programme journey

Induction
To kick off the programme you will meet your cohort and begin the EXPLORE journey, setting you plans for the coming weeks.

Coaching
You will begin the programme with a diagnostic coaching session as well as 1:1 coaching support throughout the 12 weeks.

Mentoring
You will be offered to be matched with a mentor from the Academy's international network of Fellows and industry experts.

Training
From the start your cohort will meet for 8 days of hybrid training led by experts in your sector and the ecosystem market.

Mission
You will participate in a five-day international mission to make on the ground connections designed around you.

Graduation dinner
To celebrate your time on the programme you will join with your cohort and key stakeholders for a celebration dinner.

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Assessment criteria

Assessment criteria

The selection panel will take into consideration a number of factors, including the extent to which the application complies with the aims and objectives of the award, as well as:

- quality and ambition of the applicant.
- potential impact of the award on the applicant.
- potential of the innovation to contribute to a sustainable society and inclusive economy in line with the Academy's 2020-2025 strategy.
- impact the award and mission would have on the success of the applicant, their enterprise, and potential impact on the engineering sector and UK economic growth.
- potential shown by applicant to engage with market and ecosystem in focus.
- potential shown by the applicant to make valuable use of the award and implement learning points and to act as an ambassador for the Enterprise Hub and its pursuit of excellence in engineering.
- applicant's enthusiasm to give back to the Royal Academy of Engineering and participate in events.

Eligible costs

Successful participants can be awarded up to £12,000 in equity free grant funding. This grant must be used to support ongoing training or travel, both to nurture and further develop the awardees' skills and connections made through the programme, including connected value-add activities (e.g. access to advisory support or consultants and/or pivoting company plans).

The eligible costs for this programme are as below:

Training costs

We will cover reasonable travel and accommodation costs incurred attending compulsory training days, so do not include such costs. These costs are eligible for reimbursement in line with the Academy's expenses policy.

Allowed costs under the programme

- Travel costs
- Consultancy fees
- Advisory fees
- Legal costs (up to £3000)
- Marketing
- Training (including participation in accelerator programmes)
- Conferences

Disallowed costs

- Salary costs, of yourself or anyone else
- Manufacturing costs
- Product testing and prototype development
- Rent and utilities

Reporting

If successful, you will be expected to provide progress reports and regular updates to the programme team. You will be required to provide an expenditure statement at the end of the award detailing how you used the grant funding.

Application form

Section 1 - Eligibility

You will be asked to confirm you meet the eligibility criteria for the award.

This includes confirming you have successfully completed an Enterprise Hub programme, meet the requirements for the programme and you are availabile to attend the international mission dates (17-21 June 2024).

Section 2 - The Applicant

The lead applicant details will be populated and will require you to check they are correct. Please note the lead applicant must be a Hub Member, this cannot be another person working in a Hub Member enterprise.

Section 3 - The Enterprise

Following completion of basic information about your enterprise and your role in it, including number of employees, Companies House registration number, and when it was established, you will be asked to answer the following questions:

- Provide a brief description of the enterprise and the product/services offered and the problem you're seeking to address.

- Please indicate the areas your enterprise work in and the industry applications of your enterprise in the area of energy storage, production and associated infrastructure as this will help inform content of the programme.

- What is your vision for your deep tech enterprise in five years? We also want to know how you will achieve your plans.

- Please upload your pitch deck in no more than 12 slides. We'd expect to see the following in a good pitch deck, but this is not a strict criteria:
    - Description of your product/service.
    - Who is your team? How is your team/board diverse?
    - Who are the target customers?
    - What problem is the enterprise solving?
    - Describe the addressable market, size and estimated growth.
    - How is the enterprise disruptive?
    - What are the barriers to entry?
    - What is the enterprise's business model?
    - What is the go-to-market strategy (sales and marketing)?
    - What are the risks and mitigation strategies?
    - What is the competitive landscape?
    - Financials.

Section 4 - The Programme

- Outline your interest and vision for expanding into and/or strengthening operations in the United States East Coast ecosystem. *You can note any previous or current experience trying to penetrate the United States market.*

- If successful, who would you like to meet while on the international mission or what type of meetings would you like to be engaged in?

- What are your personal goals and learning objectives that you would hope to achieve through this programme?

- What aspects of the programme, including training and development opportunities, would you like to be included to help you reach your personal and professional goals. *The content of the programme is driven by the successful cohort's needs. Please indicate any activities you feel would be beneficial for you to develop.*

- Please provide an outline of your intended use of the grant. *Successful applicants will receive up to £12,000 of equity free funding intended to support you to embed the learning from the programme. This may include, but is not limited to, visits for the purpose of relationship building with partners, value add activities, access to advisory support or consultants and/or pivoting company plans.*
- *Travel and subsistence costs for the international mission, induction, and graduation will be covered by the Royal Academy of Engineering.*

Academy policies

Diversity and inclusion

The Royal Academy of Engineering is committed to diversity and inclusion and welcomes applications from all underrepresented groups across engineering. It is the Academy's policy to ensure that no applicant is disadvantaged or receives less favourable treatment because of age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, or sexual orientation.

Before you commence your application, you will be asked a few diversity monitoring questions to help the Academy monitor and assess our diversity and inclusion policy. It will only be used for statistical purposes with access restricted to staff involved in processing and monitoring the data. No information will be published or used in any way that identifies individuals. The Academy will retain personal information as per our Data Retention Policy in line with the General Data Protection Regulations 2018.

The information will be treated as strictly confidential, nonattributable and will not be seen by anyone involved in any selection processes. You will need to complete the diversity monitoring section before you can see the grant application form, but can choose "prefer not to say" as responses.

Confidentiality

Please note people on the panel of experts who review applications will be external to the Academy. They are carefully chosen for their expertise and reputation in the sector but might not have entered into a confidentiality agreement for their role as, given its scale and nature, it is often impractical or disproportionate to do so.

It is at your discretion to decide on the information you are comfortable sharing in the application form. We recommend including enough information that proves your solution works and is an engineering innovation/invention.

© This is Engineering

National Security

The Academy is the UK's National Academy for engineering and technology and seeks to increase the potential positive benefit that innovations can have for society, whilst reducing the risks of harm. Hence, in all our activities, we seek to minimise the risk that technology developed as part of work that we support could be misused by a foreign state to build a capacity to target UK interests in a hostile fashion or to control or repress their population. There is a risk that for some grant activities, failure to protect IP and a lack of due diligence into collaborators could result in sensitive technology being transferred to and misused by a hostile or repressive foreign state. As such all applicants should ensure they are familiar with the Academy's Policy on National Security-Related Risks.

Subsidy control

The UK subsidy control regime began on 4 January 2023. As part of this regime, the Academy is required to report to the UK Government on how award funding is being used when applications collaborating with commercial enterprises are awarded. The regime determines the lawfulness of monetary awards made using public sector resources when given to businesses and other organisations that are engaged in economic activity.

This Award is offered as a permitted subsidy under the terms of Subsidy Control Act 2022 by the Academy who have made an assessment of the against the principles of the Act. This scheme is published on the transparency database and an assessment will be published and will be made available on request.

Use of generative AI tools in funding applications and assessment

The Academy has aligned with other UK funders around the use of generative AI tools in funding applications through the Research Funders Policy Group joint statement.

Regarding the use of AI, applicants are fully responsible for all the content presented in their grant applications. The grant process does not penalise the use of generative AI tools, but it is imperative to ensure that the application reflects the applicant's own voice and ideas. It is not acceptable to solely rely on generative AI tools to write the entire grant application from start to finish. While these tools may be used to assist in various aspects, the application must primarily represent the applicant's own work.

Applicants must provide clear acknowledgement if they have used generative AI tools in the process of writing their grant applications. This includes disclosing the name of the tool used and describing how it was utilised.

The following style should be employed for referencing:

I acknowledge the use of [insert AI system(s), version number and link] to generate materials for background research, styling, proofreading, etc.

Or,

I acknowledge the use of [insert AI system(s), version number and link] to generate materials that were included within my final assessment in modified form.

About us

Who are we?

The Royal Academy of Engineering Enterprise Hub supports talented entrepreneurs and decision makers to transform breakthrough engineering innovations into disruptive spinouts, startups and scaleups.

We look for bold, IP-rich innovations from all areas of engineering and technology that can solve the world's most complex environmental, economic, and societal challenges.

Why are we different?

Our entrepreneurs benefit from the unique, prestigious national and global network of the Royal Academy of Engineering that brings together expert Academy Fellows, industry pioneers, like-minded innovators, funders, business leaders, researchers, and policy makers.

We have delivered 10 years of success, enabling our members to form a powerful, thriving, and supportive community. We run four programmes at multiple stages, from ideation to scaleup, with support for entrepreneurial engineers at different career points. We don't take equity, fees or IP. Thanks to our charitable status, we can focus on supporting excellence in engineering by helping innovators to fulfil their potential, founding and leading enterprises.
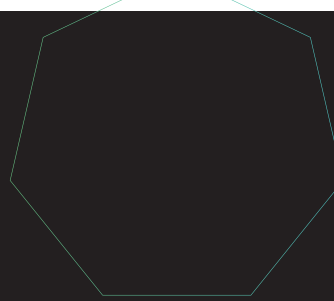
What do we offer?

We offer smart and flexible training, and access to the unique mentoring capability of the highly talented engineers and business leaders that make up the Fellowship of the Academy, and the Hub's network of experts. The Enterprise Hub provides a dedicated presence across the UK, with hubs located in England, Northern Ireland, Scotland and Wales, that embed training and opportunities into the local ecosystem. Hub Members gain long-lasting benefit and support from the Academy's global network and unmatched convening ability. Once you're part of the community, you're a Hub Member for life.

Background

The Enterprise Hub was formally launched in April 2013. Since then, we have supported over 350 researchers, recent graduates, and leaders of SMEs to start and scale up businesses that can give practical application to innovative engineering solutions. We've awarded over £11 million in grant funding, and our Hub Members have gone on to create almost 6000 jobs and raise over £1.3 billion in additional funding.

Royal Academy of Engineering | Enterprise Hub

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 the programme or to connect with us:

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