

**RSE**

*The Royal Society  
of Edinburgh*

KNOWLEDGE MADE USEFUL



# ENTERPRISE FELLOWSHIPS

Growing successful entrepreneurs

#EnterpriseFellows

# PROGRAMME SUPPORTERS



For more information, to view case studies and to apply, please visit:  
[www.rse.org.uk/awards/enterprise-fellowships](http://www.rse.org.uk/awards/enterprise-fellowships)

# DO YOU HAVE A GREAT BUSINESS IDEA WITH SCIENCE OR TECH AT ITS CORE, BUT NEED HELP ACCELERATING YOUR PROJECT?

The RSE Enterprise Fellowship is a premier business development and training programme for the Higher Education sector. It nurtures and supports promising science and technology researchers, enabling them to develop into successful and world-class entrepreneurs.

Successful applicants secure a fully funded year to concentrate on developing their business idea whilst being hosted at a UK University or Research Institute.

The RSE Enterprise Fellowship offers:

- A one-year academic salary
- Time to focus solely on refining the business proposal
- Cutting-edge training in business and entrepreneurship
- Up to £10,000 business support funding
- Professional networking opportunities
- Access to mentorship from Fellows of the RSE and other successful business entrepreneurs in the community
- Lifetime membership of the RSE Entrepreneurs' Club

The value of an RSE Enterprise Fellowship (including funding and training support) is estimated at £90,000 per Enterprise Fellow!

RSE Enterprise Fellowships are available to support business ideas across a wide range of commercial sectors:

- » Aerospace, defence and marine
- » Chemical sciences
- » Construction
- » Creative industries
- » Energy
- » Financial services
- » Food and drink
- » Forest and timber technologies
- » Life sciences
- » Manufacturing
- » Textiles
- » Tourism
- » Enabling technologies and convergent areas
- » And more!



Two application deadlines a year. For more information, visit  
[www.rse.org.uk/awards/  
enterprise-fellowships](http://www.rse.org.uk/awards/enterprise-fellowships)

# THE RSE ENTERPRISE FELLOWSHIP PROGRAMME

**Established in 1997, the RSE Enterprise Fellowship programme has supported more than 240 graduates and researchers to develop and launch new businesses. Companies have been formed across a wide range of fields – from tidal energy generation and safety systems for the oil and gas industry, to insect repellents and communication solutions for sufferers of Alzheimer's disease.**

## SINCE 1997:



**MORE THAN 240 GRADUATES & RESEARCHERS HAVE BEEN SUPPORTED**



**ENTERPRISE FELLOWS HAVE SECURED OVER £140 MILLION IN PUBLIC & PRIVATE FUNDING**

RSE Enterprise Fellows take part in a tailored business training and mentorship programme, to ensure that they are fully supported and equipped with the skills necessary to develop their commercial proposition and succeed in today's fast-paced global business environment.

Enterprise Fellowships are open to graduates, PhD students, postgraduates, staff and academic innovators. Enterprise Fellows are hosted by a University or Higher Education Research Institution for the duration of the award.



**ENTERPRISE FELLOWSHIPS HAVE BEEN AWARDED ACROSS 36 UK ACADEMIC INSTITUTIONS**

**OVER 166 NEW BUSINESSES HAVE BEEN LAUNCHED**



# TRAINING AND SUPPORT

From the outset, Enterprise Fellows gain access to cutting-edge training to help develop their business skills. The standard of the training is of international excellence and is delivered by individuals who have a proven track record of commercial success.

The RSE Enterprise Fellowship Programme is built around a structured programme of business training and 'guided entrepreneurship' that starts with a 4-day 'induction week' followed by monthly 1 or 2-day training sessions, held at venues across the UK.

These sessions cover the issues, opportunities and challenges - strategic as well as operational - that are faced by every founder of every new business. The training sessions are highly interactive and tailored to fit the requirements of each Enterprise Fellow. They cover important topics, such as:

- » An introduction to the fundamentals of business
- » Corporate governance and building and recruiting management teams and employees
- » Business finance, including: financing the business, business and financial planning, investment and sales forecasting
- » Product marketing and the fundamentals of inbound marketing
- » The business development process and managing your product
- » Personal presentation skills
- » The personal and professional challenges that all founders face when starting and growing a business

And there's more! In addition to the training and funding benefits, all Enterprise Fellows become part of the RSE Entrepreneurs' Club, a prestigious group which includes investors, past awardees, business experts, professional advisers and RSE Fellows. This club meets regularly for special events and networking sessions.

All Enterprise Fellows are asked to deliver two presentations during their Fellowship year, where they give an outline of the progress on their business development plans and have the opportunity to receive feedback.



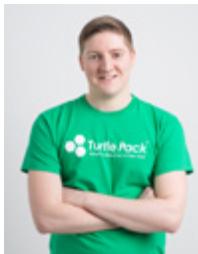
“

*I applied to the RSE Enterprise Fellowship to grow myself and Soundbops from an idea into a growing business. Having no previous business experience, the training, mentorship and network was inspiring.*

**Michael Tougher**  
**Founder & Director, Soundbops**  
**Scottish Enterprise supported**  
**RSE Enterprise Fellow Alumni**

# PAST SUCCESS – FUTURE GROWTH

RSE Enterprise Fellowships offer a once-in-a-lifetime opportunity with the potential to be truly life changing. These stories illustrate just some of what has been achieved by a selection of our RSE Enterprise Fellow alumni.



## **Michael Harkins | Founder and CEO | Turtle Pack**

**Scottish Enterprise supported RSE Enterprise Fellow Alumni**

Michael Harkins, Founder and CEO of Turtle Pack graduated from Heriot-Watt University and finished his RSE fellowship in 2016. Turtle Pack is a fun swimming aid designed for children aged 3-6. It was developed by Michael – a multi-award-winning swim instructor – to make learning to swim turtally AWESOME.

“

*The RSE Enterprise Fellowship is world class! This is the best programme any entrepreneur could be part of, as you receive excellent training, mentoring, salary and business funding. I was very fortunate to graduate in the summer of 2016 and secure a place in Autumn of 2016. The RSE Enterprise Fellowship learnings have helped to sky rocket Turtle Pack's and my own incredible journey.*



## **Dr Caroline Barelle | CEO | Elasmogen**

**Scottish Enterprise and BBSRC supported RSE Enterprise Fellow Alumni**

In February 2016, Dr Caroline Barelle spun-out Elasmogen; an award-winning biotech company delivering novel drugs for autoimmune, inflammatory disease and cancer. In September of that year she also completed her RSE Enterprise Fellowship.

“

*An idea is the first step in any business. Through the incredible support, expertise and boundless enthusiasm from the RSE Enterprise Fellowship, I was given the opportunity, and critically the time, to convert this into a reality and create a new Biotech company.*



### **Dr Lissa Herron | Head of Eggcellent Proteins**

#### **BBSRC supported RSE Enterprise Fellow Alumni**

Dr Lissa Herron was a post-doc at The Roslin Institute for five years, developing genetically modified chickens that produced valuable proteins in their egg white. After completing her Enterprise Fellowship in April 2018, she took her project into a new business unit at Roslin Technologies; a company commercialising new technology from The Roslin Institute and Dick Vet School.

“

*After working for years on exciting technology, I wanted the opportunity to commercialise it myself. The Enterprise Fellowship allowed me to take the time to understand what the project really needed to transition from academia into a commercial venture and taught me the necessary skills to do so successfully.*



### **Callum Murray | Founder and CEO | Amicus Resolution Ltd**

#### **Scottish Enterprise supported RSE Enterprise Fellow Alumni**

Callum Murray completed his RSE Enterprise Fellowship in 2016 on the basis of commercialising machine learning in the legal sector. Amicus is a tech startup building online tools that streamline legal processes, helping to make the civil justice system accessible to everyone.

“

*I applied for the RSE Enterprise Fellowship because I knew that for Amicus to succeed at scale, we'd need to learn quickly, and surround ourselves with world-class mentors to help us accelerate our growth. I certainly got that and more from the Enterprise Fellowship – it put us in an excellent position to take our first product to market.*



For more information, to view case studies and to apply, please visit:  
[www.rse.org.uk/awards/enterprise-fellowships](http://www.rse.org.uk/awards/enterprise-fellowships)

# ELIGIBILITY AND FUNDERS

RSE Enterprise Fellowships are highly competitive and prestigious. Award eligibility is different according to each funder, so which award is relevant to you?



## Scottish Enterprise

Scottish Enterprise supported RSE Enterprise Fellowships enable the development of new businesses based in Scotland across a wide range of commercial sectors. Innovative, high-growth potential business proposals are welcomed, and applicants must be prepared to become investor ready at pace. Projects can be developed by prospective applicants individually or with others, however, successful applicants must play a leading, if not the leading role in the company formed.

Open to graduates, PhD students, postgraduates, academic researchers or members of staff in a Scottish Higher Education Institution. Applicants must demonstrate that they can remain and work legally in the UK for the duration of the Fellowship. Companies cannot apply, however spinout/shell companies that are not trading can apply.



## BBSRC

BBSRC supported RSE Enterprise Fellowships enable the development of new businesses that stem from previously-funded BBSRC research. Applications are welcomed from the following sectors: life science, health, food, biotechnology and biological sciences. Projects can be developed by prospective applicants individually or with others, however, successful applicants must play a leading, if not the leading role in the business.

Open to graduates, PhD students, postgraduates, academic researchers or members of staff in any eligible UK research organisation. Applicants must demonstrate that they can remain and work legally in the UK for the duration of the Fellowship. Companies cannot apply, however spinout/shell companies that are not trading can apply. Previous commercial and technical Proof of Concept is recommended.



## BP Fund

Enterprise Fellowships supported by the BP Fund held by the RSE are sought from individuals working across a range of fields covered by BP's core strategy; including energy innovation, and in particular carbon management. Enterprise Fellows supported by the BP Fund would be expected to take a leading role within the company formed.

Open to graduates, PhD students, postgraduates, academic researchers or members of staff in any eligible UK research organisation. Applicants must demonstrate that they can remain and work legally in the UK for the duration of the Fellowship. Companies cannot apply, however, spinout/shell companies that are not trading can apply. Previous commercial and technical Proof of Concept is recommended.



## IBioIC

IBioIC supported RSE Enterprise Fellowships enable the development of new businesses based in Scotland in the bioeconomy sector. Innovative, high-growth potential business proposals are welcomed, and applicants must be prepared to become investor ready at pace. Projects can be developed by prospective applicants individually or with others, however, successful applicants must play a leading, if not the leading role in the company formed.

Open to graduates, PhD students, postgraduates, academic researchers or members of staff in a Scottish Higher Education Institution. Applicants must demonstrate that they can remain and work legally in the UK for the duration of the Fellowship. Companies cannot apply, however spinout/shell companies that are not trading can apply.



Science & Technology Facilities Council

## STFC

STFC supported RSE Enterprise Fellowships enable the development of new businesses that stem from previously-funded STFC research. Applications may be submitted on any subject, provided that the research originates from a programme largely funded by STFC, PPARC, CERN or the EPSRC Nuclear Physics programme. Projects can be developed by prospective applicants individually or with others, however, successful applicants must play a leading, if not the leading role in the company formed.

Open to graduates, PhD students, postgraduates, academic researchers or members of staff in any eligible UK research organisation. Applicants must demonstrate that they can remain and work legally in the UK for the duration of the Fellowship. Companies cannot apply, however spinout/shell companies that are not trading can apply. Previous commercial and technical Proof of Concept is recommended.



For more information, to view case studies and to apply please visit:  
[www.rse.org.uk/awards/enterprise-fellowships](http://www.rse.org.uk/awards/enterprise-fellowships)

# IN GOOD COMPANY

One of the benefits that Enterprise Fellows enjoy is the access to the RSE's networks of experts. Fellows of the Royal Society of Edinburgh from the business and commercial sector include:

- » Ian Ritchie CBE, Entrepreneur and Investor
- » Muriel Gray, Presenter, Broadcaster, Author and Businesswoman
- » David Lane, Heriot-Watt University and Entrepreneur
- » Jayne-Anne Gadhia, Chief Executive Officer, Virgin Money
- » Grahame Bulfield CBE, formerly Roslin Institute and Edinburgh University and Entrepreneur
- » Deborah O'Neil, Chief Executive Officer and Chief Scientific Officer, Novabiotics
- » Jim McColl, Clyde Blowers Capital
- » Barbara Lane, Director, Ove Arup and Partners Ltd and Fellow of Fire Safety Engineering
- » David Sibbald, Sumerian Europe Ltd
- » Zinnie Harris, Playwright, Screenwriter and Theatre Director
- » Audrey Cumberford, Principal and Chief Executive, West College Scotland
- » Douglas Anderson, Founder, Optos Plc.
- » Ian Callum, Director of Design, Jaguar
- » Dame Denise Coia, Chair, Healthcare Improvement Scotland
- » Crawford Gillies, Chairman, The Edgrington Group Ltd
- » Lucinda Bruce-Gardyne, Founder, Genius Foods Ltd
- » William (Sandy) Finlayson, Founder MBM Commercial LLP
- » Lynn Drummond, Non-Executive Director Consort Medical Plc
- » Nicholas Kuenssberg OBE, Chairman, Social Investment Scotland the Royal Conservatoire of Scotland
- » Rabinder Buttar, Chairman and CEO Clintec International Ltd

“

If you have a promising business idea and are interested in building a successful company, an RSE Enterprise Fellowship can help turn your vision into a reality. Our awards are specifically designed to support graduates and academic researchers in becoming outstanding entrepreneurs. The only requirements are a great business idea, and the energy and motivation to make your plans reach their full potential.

**Edward Cunningham CBE, FRSE  
Chairman, RSE Enterprise  
Fellowship Programme**



# HOW TO APPLY

## Application process:

RSE Enterprise Fellowships are awarded twice per year, with calls for applications issued in Spring and Autumn.

Applications are evaluated against four criteria:

1. Effectiveness of the technology
2. Market potential
3. Commercialisation potential
4. The potential of the individual to succeed in business

The application process is highly competitive, and it begins with the completion of an application form, in which applicants describe their business idea and entrepreneurial potential.

Application forms, guidance notes and related information are available on the RSE website.

If you are thinking about applying, we recommend that you make contact with your University or Research Institute technology transfer or commercialisation office as soon as possible, to allow time for any necessary IP checks to be carried out.

## Application Workshops

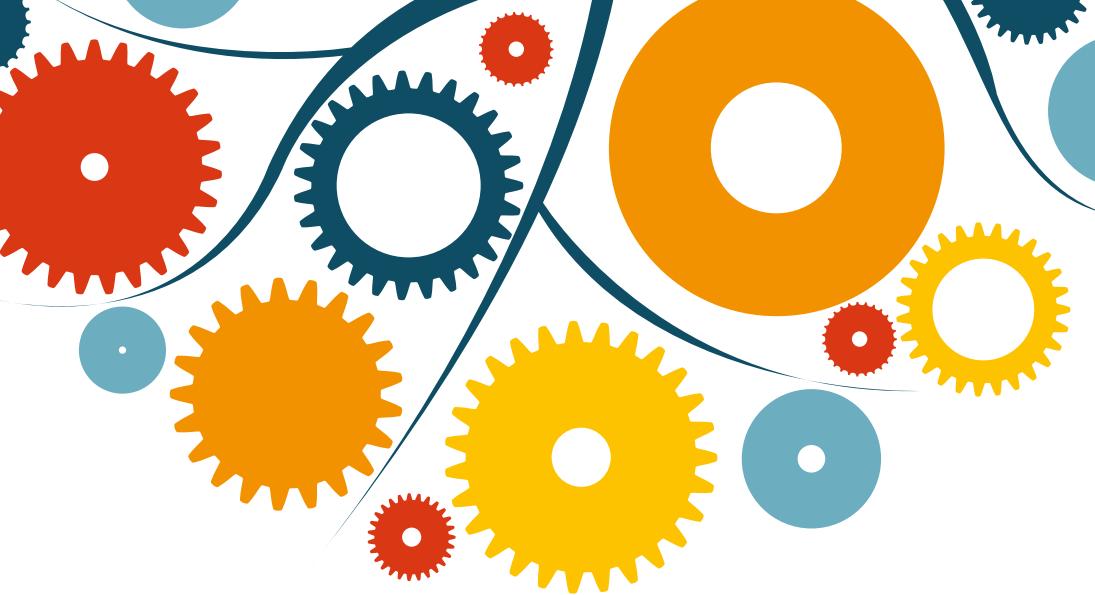
To ensure that applications are submitted to the highest possible standard, the RSE arranges workshops which give applicants the opportunity to refine their proposals and learn how to present their ideas in the most effective manner. These sessions are delivered by external experts in advance of each application closing date. Information can be found on the RSE website.

## Interview and Presentation

If shortlisted for interview, applicants are asked to prepare a presentation for delivery to a selection panel consisting of RSE Fellows who are entrepreneurs, industrialists, marketers and scientists, as well as the programme's funders and external business experts.



For more information, to view case studies and to apply please visit:  
[www.rse.org.uk/awards/enterprise-fellowships](http://www.rse.org.uk/awards/enterprise-fellowships)



**RSE** *The Royal Society  
of Edinburgh*

KNOWLEDGE MADE USEFUL

## ENTERPRISE FELLOWSHIPS

For more information, to view case studies and to apply please visit:  
[www.rse.org.uk/awards/enterprise-fellowships](http://www.rse.org.uk/awards/enterprise-fellowships)

#EnterpriseFellows

---

### SUPPORTED BY



Science & Technology  
Facilities Council