



## Technology Strategy Board (TSB) Competition Credentials

Since 2009, Biolauncher has helped clients prepare 15 TSB bids, 11 of which have been successful and 2 are still in the awarding process. Successful awards have funded projects to a total of £5.3M at an average of 55% funding, with the balance of project costs been met through in kind contribution from the successful consortium.

The funding has made a critical difference to the development of our clients' businesses during a challenging period – at least one company cites their TSB award as the reason they are still in business, and another became research active with for the first time with TSB support. A venture investor has also been successful in applying for feasibility funding for a new UK business. Significantly, several of our clients were unsure whether their product development activity fell within the scope of a competition call and were reluctant to apply until they consulted us.

Winning consortia members include CellCentric, Domainex, Sigma Aldrich, Biopharma Technology, Highland Bioscience, Thompson Reuters and Cresset Group.

### BioLauncher TSB Services and Business Model

Biolauncher can provide a range of input into a company's TSB bid that include;

- **Bid Strategy** – reviewing competition announcements with clients to determine which aspects of their product development would be in scope and which third parties would be desirable in a bid consortium.
- **Consortia Building** – Biolauncher's network of clients and ShowcaseBio system makes it possible for us to identify and approach potential partners to build out a consortium.
- **Project Design** – Biolauncher can use our technology development planning skills to design the work packages that go into a bid.
- **Drafting and Submission** – Biolauncher will manage the bid process for clients, registering interests, completing forms and submitting the application in addition to drafting the bid document.
- **Application Review** – Some clients prefer to rely on in house resources to draft their bid, but ask us to review their applications prior to submission.
- **Partner Participation** – Occasionally it is appropriate that Biolauncher acts as a technology partner organization

































Biolauncher provides our TSB services on a mixture of risk and reward, which aligns our interests with our clients. As a rule Biolauncher does not recommend writing itself into a grant as a project manager or subcontractor, as this compromises a client's opportunity to provide project management as part of their in-kind contribution to the bid.

### For Further Information

Management teams seeking to secure TSB funding should refer to and monitor the TSB website [innovateuk.org](http://innovateuk.org) which includes information on the TSB strategy for supporting businesses during technology development and information on current competitions.

You are also encouraged to call Biolauncher (01799 531 635) and explore how your business can benefit from TSB and other schemes such as Eurostars funding.



<p><b>£2.2M</b></p> <p><b>High Value Manufacturing</b></p> <p>Collaborative R&amp;D <b>50%</b></p> <p>  </p>	<p><b>£98K</b></p> <p><b>Regenerative Medicine Therapeutics</b></p> <p>Feasibility Study <b>100%</b></p> <p>  </p>	<p><b>£200K</b></p> <p><b>High Value Chemicals through Industrial Biotechnology</b></p> <p>Feasibility Study <b>75%</b></p> <p> </p>
<p><b>£120K</b></p> <p><b>Fighting infection through detection</b></p> <p>Feasibility Study <b>75%</b></p> <p>  </p>	<p><b>£140K</b></p> <p><b>Fighting infection through detection</b></p> <p>Feasibility Study <b>75%</b></p> <p>  </p>	<p><b>£719K</b></p> <p><b>New Approaches to Crop Protection</b></p> <p>Feasibility Study <b>48%</b></p> <p></p>
<p><b>£532K</b></p> <p><b>New Approaches to Crop Protection</b></p> <p>Feasibility Study <b>48%</b></p> <p></p>	<p><b>£196K</b></p> <p><b>Regenerative Medicine Tools and Technologies</b></p> <p>Feasibility Study <b>75%</b></p> <p>  </p>	<p><b>£723K</b></p> <p><b>Harnessing Large and Diverse Sources of Data</b></p> <p>Collaborative R&amp;D <b>50%</b></p> <p>   </p>
<p><b>£200K</b></p> <p><b>High Value Chemicals Manufacturing</b></p> <p>Feasibility Study <b>75%</b></p> <p> </p>	<p><b>£200K</b></p> <p><b>High Value Chemicals Manufacturing</b></p> <p>Feasibility Study <b>62%</b></p> <p></p>	<p><b>Services Key</b></p> <ul style="list-style-type: none"> <li> Bid Strategy</li> <li> Consortium Building</li> <li> Drafting and Submission</li> <li> Review</li> <li> Project Design</li> <li> Technology Partners</li> </ul>